



# **Toolkit for Building Partnerships between Schools and Businesses or Organizations across Stanislaus County**

## **Partnership Definition**

A partnership is a mutually supportive arrangement between a business, government agency, and/or a non-profit organization (hereinafter called "employers") with a school or a school district.

### **Benefit to Students**

- Better grasp of school subject concepts and better understanding of real world application of abstract concepts.
- Increased confidence, self-esteem and competence; enhanced maturity; increased pride in specific activities.
- Improvement in study habits; improved grades and test scores.
- Better attendance.
- Increased awareness of career opportunities.
- Development of special interests, e.g., science fairs, research reports, job shadowing, internships, etc.
- Improved portfolio items (resumes, letters of recommendation, on-the-job photos, etc.)
- Friendship, encouragement, and support from adult role models.

### **Benefit to Teachers**

- Help in covering assigned curriculum.
- Exposure to new approaches and ideas that can be incorporated into teaching concepts.
- Familiarization with recent developments in the world of work.
- Interaction with other professionals not a part of the educational community.
- Better understanding between educators and the private sector.



































## Understanding How Education and Business Cultures Differ

It is important to recognize that public school systems and business/industry and other community entities often operate on different value systems. If unchecked, cultural differences could hinder communication and stall partnership efforts.

Tips for Successful Cultural Navigation:

- Get to know your partner by reviewing the cultural differences outlined below. Knowing your partner well is absolutely essential to creating a successful partnership.
- Be aware of the cultural differences at all times and deal with in a positive way. Awareness is critical.
- When forming a partnership, review the table below. What would you add or delete? You may do this periodically as a way to prevent problems.

<b>VALUES/CONTEXT</b>	<b>EDUCATION</b>	<b>BUSINESS/COMMUNITY ENTITY</b>
<b>PURPOSE/PRODUCTS</b>	Help all children succeed	Competition-based--winners and losers
	Reading/Math/Science test scores and college ready	Produce products and services
<b>TIME</b>	<ul style="list-style-type: none"> <li>• Measured by curriculum and testing</li> <li>• Time tightly scheduled; master calendar and school-year based; classroom schedules.</li> <li>• Educators tend to students first</li> </ul>	<ul style="list-style-type: none"> <li>• Time is money</li> <li>• Self-managed schedule: meetings, deadlines, fiscal year/annual calendar</li> <li>• Timely responses and quick action</li> </ul>
<b>AUTHORITY</b>	Principals and district leaders have authority but success comes with the "buy-in" of staff, parents, and/or students.	Values decisiveness / authority
<b>COMMUNICATIONS</b>	Lacks access during school hours and limited time after/before school	Real time access to phones, computers, etc.
<b>ENVIRONMENT</b>	<ul style="list-style-type: none"> <li>• Noisy and sometimes chaotic</li> <li>• Little contact outside of school</li> <li>• Some teachers can be suspicious of outsiders wanting to "fix" education</li> </ul>	<ul style="list-style-type: none"> <li>• Generally quieter</li> <li>• Much contact outside of organization</li> <li>• "Do good / help improve education" attitude</li> </ul>
<b>ACCOUNTABILITY</b>	State and federal government, parents, students, school district and community.	Stockholders, owners, customers, co-workers and community.
<b>BUSY AND FATIGUE</b>	Everyone is busy! To succeed, the partnership must be integrated into the core agendas of both parties. If seen as one more thing to do, moving forward will be challenged.	