

# SECTOR PARTNERSHIP SELF-ASSESSMENT<sup>1</sup>

**SELF-ASSESSMENT PART 1:** In this section, we invite manufacturers to evaluate their own level of commitment and buy-in. Then, in a meeting with other local manufacturers, we ask them to identify their common needs and pain points. [See separate Sample Agenda.]

## INDIVIDUAL QUESTIONS

	Am I willing to serve as an industry champion? If so, what level of commitment am I willing to make to this partnership? If not, is there someone else who can fill this role? [See separate Industry Champion Definition.]	
	Am I committed to leading this effort, setting the partnership's priorities, and driving progress?	
	Am I (or is my company) able to directly contribute in-kind or financial resources to the partnership?	
	Are there others in my company whom I can engage in the sector partnership?	
	Have I considered how I will stay involved as a leader but also delegate to others in my company?	
	Are there other manufacturers that I can engage in the sector partnership? [See separate Peer-to-Peer Recruitment Script.]	

## GROUP QUESTIONS

	<b>What other businesses would benefit from joining this partnership?</b> Are we willing to work with our competition as well as our partners and suppliers?	
	<b>How should we define our region?</b> How are businesses geographically dispersed? Where do our employees live? Where are our educational and workforce assets (career and technical centers, community colleges, etc.) located?	
	<b>What is our greatest regional workforce need?</b> What keeps us up at night? [See separate Occupational Demand Survey that will help manufacturers identify their hiring and skill needs.]	
	<b>What are the demographics of our workforce? Is this a cause for concern?</b> (e.g., Is a large portion of the workforce facing retirement? Do we have a pipeline of young talent applying for jobs?)	
	<b>How do we distill these needs and challenges into a shared vision for the partnership?</b> In other words, what is our goal? What is the value of this partnership?	
	<b>What is our message?</b> When we invite others to join us, what will we ask of them?	

**SELF-ASSESSMENT PART 2: COMING SOON** - This part of the self-assessment will involve engaging stakeholders from education, workforce, and economic development in order to evaluate their strengths, assets, and needs as a region. Existing partnerships will also evaluate the effectiveness and sustainability of their efforts.

<sup>1</sup>Some questions adapted from the following sources: Nextgensectorpartnerships.com; Workforce Strategies Initiative at the Aspen Institute: Sector Skills Academy; Colorado Regional Sector Partnership Convener Training; "You've Launched, Now What? Sustaining a Sector Partnership" Worksheet by Collaborative Economics and The Woolsey Group