



To access most of the \$100 million in proposed Marshall Plan dollars, grant applications will need to come from a Marshall Plan Talent consortium. These will be made up of schools (higher education and K-12) and businesses that partner together to transform how Michigan creates talent.

Other entities, such as those outlined in the *Framework of a Talent Consortium* document, can assist in the creation of these groups, and be valuable partners. A talent consortium will need to forecast talent demand, create seamless, competency-based P-20 systems that result in marketable workforce credentials, increase higher education attainment, and focus on life-long learning.

This workshop is designed to help businesses and educators take the first step in creating effective partnerships. At the end of this exercise you will be asked to report out at least one thing that businesses and educators have each committed to do in partnering with each other.

Please assign one person to take notes on the group's discussion and another person to report out to all the attendees.

1. **What are the talent needs of the businesses at your table? What specific skills and credentials do potential employees need?**
2. **What are the academic opportunities for students attending the schools at your table and how can businesses help students understand their learning will be relevant to real-world careers? Examples include industry mentors in classes, work-based learning experiences such as internships and job shadowing, better partnerships with career counselors and curriculum changes (i.e. health care and science, construction and geometry)?**
3. **What barriers to partnering with schools do businesses perceive? Examples might include a lack of connections into schools or liability insurance questions.**
 - a. **How can schools help overcome those barriers?**
4. **What barriers to partnering with businesses do schools perceive? Examples might include a lack of qualified instructors or a lack of buy-in from parents.**
 - a. **How can businesses help overcome those barriers?**
5. **What concrete actions can the table agree on to take in the coming months? Examples include partnering with their local MiSTEM Regional Network, attending School Board/Chamber of Commerce meetings, partnering human resources professionals with school counselors, creating quarterly working groups or scheduling career fairs. All of these actions can assist in the creation of a Talent Consortium under the Marshall Plan.**