

## Strategic Partnerships Domain – Group Discussion Prompts

Group discussion of each of the domains in the ESTA will assist organizations to further examine the domain. *During discussion, consider potential actions that may be undertaken to make further progress in the transformation process.*

- Review and discuss the process or approach the agency has been using to develop business partnerships/ opportunities in the community or solicit/obtain contracts. Is there a strategy or a plan that is followed and what is this plan based on? Who is responsible? What approaches have been the most effective?
- Discuss the range of relationships that the agency has with the business and employment sectors. Do relationships include economic development councils, chambers of commerce, rotary clubs, workforce development teams at community colleges or other business or employment associations? What strategies can you use to better engage with these groups?
- Discuss how the agency has been involving business partners in the agency's transformation process and results of these partnerships. Do these business partners have active involvement in the transformation process?
- Has the agency been in discussions with business partners regarding their current and future workforce and/or product needs? How is the agency incorporating this stakeholder group's needs into planning?
- What are some of the key business opportunities identified by the agency as relationships have been established with the business sector?