

Key Illustrative Research Findings

1. There are **significant cultural differences** between education and business.
2. Any partnership development must be **mutually beneficial**.
3. **Relationship development** is critical for successful partnerships.
4. **Integrity** is foundational; do what you said you were going to do, and if not explain why
5. **Ongoing communication** is critical to establishing trust and maintaining the relationship.
6. Relationships need to grow from **individual to organizational**.
7. **Partnership goals** need to be articulated; impact and results need to be demonstrated.
8. **Trust** is at the core

Trust Continuum

**No Trust = No Relationship; No Relationship = No Collaboration;
No Collaboration = No Partnership**



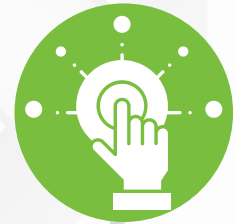
Education-to-Business Networking© Process

A structured approach that includes an initial assesment and evaluation of the partnership environment, and supports participants through workshops and an asynchronous curriculum.



TLI Asynchronous Course Objectives

- How does a business build sustainable relationships
- How are these concepts adapted for education
- What methods are used to secure the right partners
- What additional tools are utilized to ensure a succesful engagement process
- How are ongoing partnership roadmaps built



TLI Asynchronous Course Content

Applied business strategies for educators, with a customizable 8-step employer engagement building process, and access to digital informational leave behinds, as well as research materials for ongoing reference.