

Health Science Technology Education Partnerships That Work

"HSTE Partnerships That Work" are mutually beneficial arrangements in which the partners commit to specific goals and activities intended to communicate high expectations for students and increase the HSTE student's academic performance.

The advantages of mutually beneficial partnerships include:

- * community service opportunities
- * recruitment opportunities
- * mentoring opportunities
- * improved image and public relations
- * highly-qualified workforce

Partners communicate and collaborate on a regular basis to:

- consult on effective instructional strategies for HSTE
- implement program goals and industry-recognized standards
- enhance existing curricula by developing new learning activities
- provide career awareness, guidance, and shadowing opportunities
- provide knowledge and skills development through work-based learning
- serve as mentors, tutors, guest speakers, etc.
- create service opportunities
- develop strategies for acquiring current and appropriate HSTE program equipment and materials
- provide professional development opportunities
- support the student organization (HOSA)
- provide awards and recognition for students
- evaluate HSTE programs and set long-range goals

Utilizing various partners is an excellent way to expand classroom instruction. Partners should include parents/guardians, counselors, administrators, school board members, business and industry, education, civic and community services.

Educators should develop a directory of community resources. The following are suggestions for identifying possible resources:

- yellow pages of the telephone directory
- Chamber of Commerce mailing lists
- government, civic, and professional organizations
- city-county health departments
- school administrators
- counselors
- school board members
- parents

- teachers
- postsecondary institutions
- professional organizations
- local Economic Development Council mailing lists
- Rotary Club mailing lists

After potential partners have been identified, analyze how each partnership may be most effective by matching the partner with the curriculum content. Prepare the partners and yourself by communicating details of what is expected as a result of the partnership. When inviting partners to school, describe the classroom or site setup. To put each other at ease, prepare a checklist that includes information necessary to increase the effectiveness of the activity. Document partnerships by keeping an active file showing when and how you utilize community resources.

Partnership Resources Directory

Partner/Business	Contact Person	Activity			
		Field Trip	Shadowing Experience	Guest Speaker	Topic
Name _____ Address _____ _____	Name _____ Phone _____ Email _____	X	X	X	_____ _____ _____
Name _____ Address _____ _____	Name _____ Phone _____ Email _____				_____ _____ _____
Name _____ Address _____ _____	Name _____ Phone _____ Email _____				_____ _____ _____
Name _____ Address _____ _____	Name _____ Phone _____ Email _____				_____ _____ _____

Building Effective Partnerships with Parents

- ❖ Hold an open-house.
Welcome parents/guardians to your classroom. Shake hands and introduce yourself.
- ❖ Keep parents informed about what your course objectives and content covers and the opportunities the HSTE program has to offer the student.
- ❖ Invite parents to be partners in the classroom. Keep an open door policy for parents and provide opportunities for parents to periodically visit the classroom.
- ❖ Encourage open communication. Give parents an opportunity to ask questions. Listen to their concerns.
- ❖ Always speak positively about students. Share ideas and strategies for student success.
- ❖ Suggest ways in which the parent can participate as a partner with the HSTE program.
Parents may support the program by:
 - ❖ Providing resources such as ideas for speakers, potential clinical sites for students, possible sources of equipment for the HSTE program
 - ❖ Acting as chaperones on field trips and HOSA activities
 - ❖ Helping with set-up, food, etc. at HOSA leadership conferences
 - ❖ Attending school board meetings in support of program goals
 - ❖ Providing positive public relations for the program through media contacts

Building Effective Relationships with Colleagues

- ❖ Participate in faculty and staff development meetings. Sit next to someone who teaches in a different department and introduce yourself. Share your interests and ask about that teacher's course or program.
- ❖ Learn about other teachers' interests and invite them to share their knowledge with your students.
- ❖ Contribute to teaching teams. Share your expertise, facilities, and resources with other teachers when possible.
- ❖ When it is necessary to take a student out of another teacher's class, discuss expectations for making up and completing missed work.
- ❖ Invite other teachers to participate in your HOSA Chapter activities, visit clinic sites, or act as chaperones on HOSA trips.
- ❖ Volunteer to serve on school committees
- ❖ Never participating in gossip or making negative comments about other teachers.
- ❖ Be positive, friendly, and professional!

Building Effective Relationships with Counselors - (The vital link between students and your program!)

- ❖ Keep counselors informed and updated on the HSTE program and the benefits it offers students.
- ❖ Clearly communicate to counselors the academic, career and health care networking opportunities available through the HSTE program.
- ❖ Inform counselors of scholarship, leadership, and community service opportunities available to students through HOSA.
- ❖ Volunteer to serve on committees that deal with scheduling, academics or career planning.
- ❖ Invite counselors to visit clinical sites, accompany students on a HOSA trip, or act as a judge for a HOSA competitive event.
- ❖ Collaborate with counselors to organize an "elective fair". Utilize the fair to inform students about opportunities offered by the HSTE program and careers in health care.
- ❖ Invite counselors to participate in Tech Prep meetings, integration team meetings, etc.

Building Effective Partnerships with Administrators

- ❖ Exhibit professional behavior at all times.
- ❖ Show enthusiasm every day.
- ❖ Follow campus and district policies.
- ❖ Keep administrators informed about your goals for the program.
- ❖ Share information with administrators that will gain support for program activities.
- ❖ Seek advice and input from administrators.
- ❖ Volunteer to serve on committees and help out whenever possible. Make the HSTE program an integral component of the school.
- ❖ Be a positive public relations contact for the HSTE program, school and district.
- ❖ Invite administrators to HOSA Chapter activities:
 - ❖ to present awards
 - ❖ as a guest speaker
 - ❖ to participate in trips as chaperones
- ❖ Formally invite administrators to be a HSTE program partner.
- ❖ Find opportunities to praise and support administrators. Look for ways to improve negative situations.

Building Effective Partnerships With Industry

- ❖ Meet with industry representatives to discuss ways they can participate as a partner with the HSTE program. Industry partners can support the program by:
 - ❖ Assisting with professional development and keeping you informed of all the aspects of the healthcare industry such as new and emerging careers, knowledge and technical skills required, ethical and legal issues, community health issues, as well as health, safety, and environmental issues.
 - ❖ Providing work-based learning opportunities for students
 - ❖ Serving as mentors, tutors, or guest speakers
 - ❖ Creating service opportunity for students
 - ❖ Supporting the HOSA Chapter by providing resources, teaching occupational skills, or judging competitive events
 - ❖ Contributing equipment, supplies, or resources
 - ❖ Funding scholarships or student participation in activities such as area, state, or national HOSA conferences
 - ❖ Making use of HSTE student portfolios when making hiring decisions
 - ❖ Evaluating student skill performance and communicating high expectations
 - ❖ Evaluating HSTE program effectiveness
- ❖ Hold an open house and invite industry members to get acquainted with the HSTE program and students.
- ❖ Market the HSTE program to industry members through brochures, newsletters, newspapers, and broadcast media. Communicate a desire to respond to economic and community needs.
- ❖ Visit clinical sites with students to observe the professional healthcare environment.
- ❖ Host an Appreciation Reception for industry partners and acknowledge appreciation publicly utilizing the local newspaper or radio.
- ❖ Volunteer with HSTE program partners, for community service activities such as local health fairs.

Building Effective Partnerships With Postsecondary Institutions

- ❖ Plan joint healthcare Professional Development opportunities
- ❖ Invite postsecondary staff to participate as guest speakers, mentors, and tutors
- ❖ Share community resource contacts (directories)
- ❖ Share local healthcare labor market information
- ❖ Invite postsecondary staff to evaluate and provide feedback for student skill demonstrations
- ❖ Invite postsecondary staff to create new classroom "best practice" activities to enhance teaching and learning
- ❖ Collaborate to provide students with transitional support and analyze opportunities for articulation of HSTE courses with postsecondary institutions

Building Effective Relationships with the School Board

- ❖ Attend school board meetings and ask parents, HSTE alumni and other program partners to attend..
- ❖ Keep the school board informed about the HSTE program. Present annual reports of HSTE program activities and get to know members professionally.
Share the experiences, skills, networking, and scholarship opportunities provided to students through the HSTE program.
- ❖ Invite board members to HOSA chapter activities and conferences.
- ❖ Seek financial support for long-range program goals.