When Business Engagement Leads to Innovation
Overview

- Reality of the Essential Skills Demand
- Our Innovative, Employer-Driven Solution
- Our Positive Outcomes
- Replicating Success
- Widespread Impact
- Q&A
The Reality of Job Success

- 85% of job success comes from having well-developed soft skills and people skills
- 15% of job success comes from technical skills and knowledge (hard skills)

Research conducted by Harvard University, the Carnegie Foundation and Stanford Research Center
Job-Seekers are Unprepared

• 69% of candidates demonstrate inadequate basic employability skills\(^1\)
• Soft skills are costing businesses billions in revenue – workforce needs to shift focus
• Few resources and training programs designed to bridge the gap

1. According to the Project Manager of the EFF Work Readiness Credential
Our Solution

• 10 Module Essential Skills Curriculum
• Developed based on employer demand
• Field-tested and comprehensive
• Augments academic education, technical skills training, and job-search readiness training
• Fits the needs of all industries
• Suitable for job seekers at all levels
Module Overview

- Adaptability - navigating success in the changing workplace
- Communication - verbal & non-verbal communication in the workplace
- Dependability - maximizing your time in the workplace
- Presentability - displaying the image of your workplace
- Reasonability - managing your mindset in the workplace
- Respectability - thriving in the multi-generational workplace
- Suitability - fitting into the culture of the workplace
- Transitionability - making a smooth job transition
- Workability - realities & expectations in today’s workplace
- Writeability - written communication in the workplace
Our Positive Outcomes

- Presenting more qualified candidates to our business that meet their needs
- Giving job seekers the competitive edge to get hired faster, perform better, and stay on the job longer
- Offering fee-for-service incumbent worker training
- Increasing performance for all programs
Youth Handbook

- Perfect for summer youth workforce programs
- Condensed, youth focused content from all 10 modules
- Flexible and can be used as a stand-alone curriculum or integrated into an existing pre-employment training
Modeling Summer Success

• 150 youth; 85 Summer youth workers
• 30 hours pre-employment training
AAWDC Summer YouthWorks: Essential Skills

- 88% of participants completed program
- 90% better understand soft skills & employer expectations
- 95% of employer partners impressed with intern professionalism
Workplace Excellence Across the Country
“Since we have started the program, we’ve had an increase in employment by 60%! Our clients are sharing success stories and going out and finding jobs using what they learned in The Workplace Excellence Series.”

-Margo D., New Mexico Works State Director

“Youth never think about how their work affects the bottom line for an employer. This curriculum is invaluable in helping the youth I work with truly understand the world of work.”

-Martha B., V.P. of Youth Education, Job Training & Employment Corporation
The Widespread Impact

- Improved performance by better preparing clients with all the skills needed to succeed
- Respond to business demands by creating a curriculum that cultivates the skills they need
- Increased fee-for-service by offering the training as incumbent worker training
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