

# Guiding Principles for Business and School Partnerships<sup>1</sup>

## The Foundation: Developing the partnership's core values

### **School-Business partnerships must be built on shared values and philosophies.**

#### **Partnerships should:**

- Begin with an open and frank discussion about values, goals and needs.
- Respect and reflect the culture and goals of both the education and business partners.
- Support the core mission of the school.
- Bolster the academic, social and physical well being of students.
- Compliment the social values and goals of the school, business partner and the community.

### **Partnerships should be defined by mutually beneficial goals and objectives.**

#### **Partnerships should:**

- Clearly define short and long-range goals.
- Focus on collaboration to determine activities that meet the goals of all involved.
- Be aligned with education goals and board policies of individual schools and/or districts.

## Implementation: Translating values into action

### **Partnership activities should be integrated into the school and business cultures.**

- Partners should communicate frequently to respect and understand each other's cultures.
- Partnerships should provide students, teachers and business employees with opportunities to interact at school, community and business sites.

### **Partnerships should be driven by a clear management process and structure.**

- Each school and school district should have a point person to manage partnerships to ensure quality and alignment with educational goals for students.
- Partnerships should include written descriptions of roles and responsibilities, accountability measures and guidelines for responsibilities of educators and business employees.
- Partnerships should include training for all key personnel.

### **Partnerships should define specific, measurable outcomes.**

- Partnerships should be guided by a written collaborative agreement on outcomes, benchmarks and measures of progress.

<sup>1</sup> This resource developed by the Council for School and Business Partnerships (<http://www.corpschoolpartners.org/guide.shtml>)

## Continuity: Sustaining the partnership over time

### **Partnerships should have support at the highest level within the business and school and concurrence at all levels.**

- Superintendents, principals, school boards, CEO's and managers should articulate and demonstrate support for the partnership internally and externally.
- Partnerships should be explicitly supported by teachers, employees and other constituents.
- Communities should have the opportunity to review and contribute to partnerships.

### **Partnerships should include detailed internal and external communications plans, which clearly illustrate expectations of all parties.**

- Partners should communicate regularly about intended and actual outcomes of all activities.
- Communication about partnerships should allow opportunities for private and public recognition of both parties.

## Evaluation: Determining strengths, weaknesses and future directions

### **Partnerships should be developed with clear definitions of success for all partners.**

- Measures for success should be established at the outset of the partnership.
- Partnerships should be evaluated on a regular, agreed-upon basis.
- Evaluation should include collection and analysis of information to determine accomplishments, strengths and weaknesses of the partnership.