EXERCISE #1: IDENTIFY A POTENTIAL EMPLOYER

Work individually or together to look up a company that you might like to work with or have responsibility for approaching and tell us:

- What industry sector does the company belong to and what products/services does the company produce or sell?
- From their **website**, what can you identify about this company's workforce? What type of workers and skills do you think they need?



EXERCISE #2: IDENTIFY EMPLOYER JOB OPENINGS AND ASSOCIATED JOB AND EDUCATION REQUIREMENTS Choose one employer and identify: • What job positions are currently being posted by the employer (pick one)? • What competencies are required for the job based on the job posting? • What education levels/credentials are required for the job based on the job posting?



EXERCISE #3: PREPARE FOR YOUR EMPLOYER VISIT AND QUESTION STRATEGY Based on the research you have done in steps #1 and #2, create 5 questions that you would ask this employer about their business, their workforce needs and current hiring/up-skilling initiatives, and their employee training strategies? Remember to cover the areas in the basic components of your proposed solution in your questions – for RA it would be employer role, related instruction, on-thejob learning, wage gains, and credential attainment.



EXERCISE #4: FRAMING THE EMPLOYER'S WORKFORCE CHALLENGE VIS-À- VIS WHAT YOU BRING		
Using what you learned in the previous steps, state the employer's workforce development challenge and how you might meet it with your proposed solution(s), using business language.		

