# Employer & Alumni Engagement... a 360 Degree Approach

BURKE MALIN, COO – GURNICK ACADEMY OF MEDICAL ARTS DAVE KUHS, DIRECTOR OF CAREER SERVICES – GURNICK ACADEMY OF MEDICAL ARTS MICAELA ALPERS, PRESIDENT – CAREER TEAM EDUCATION DIVISION



- Founded in 1996
- Served on Whitehouse Welfare Reform Taskforce
- Placed over 100,000 Job Seekers and Workforce
  Development professionals
- Featured on 60 Minutes in partnership with Platform to Employment





- Founded in 2004
- 5 Campus Locations
- ABHES Accredited
- Healthcare Focus
- Headquarters in San Mateo

# The Challenge

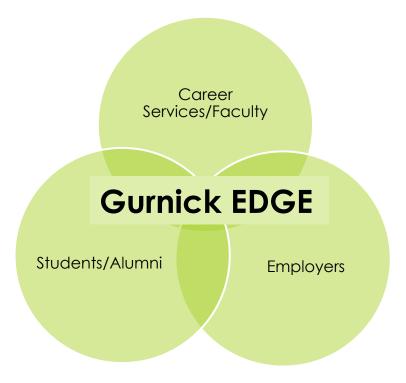
Employer and advisory board feedback that students are lacking soft skills

How to ensure quality and consistency across 5 campus locations

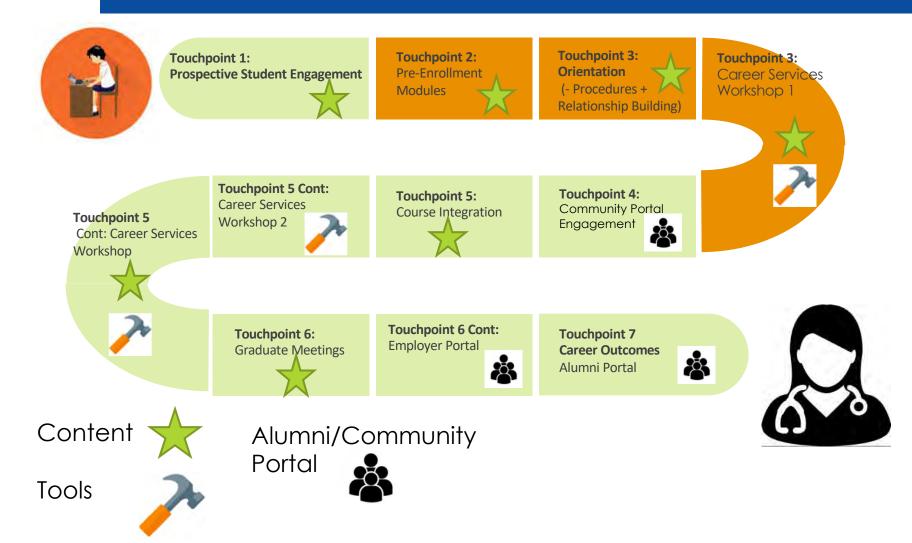
Scaling Career Services by increasing student & faculty engagement

Desire to create meaningful engagement with employers/alumni

# The Solution...A Capacity Building Strategy



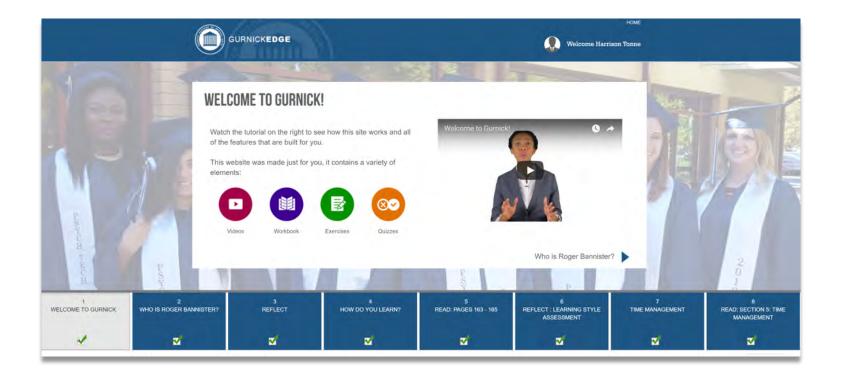
### Challenge 1/3: Gurnick's approach to Career Readiness across the Student Lifecycle



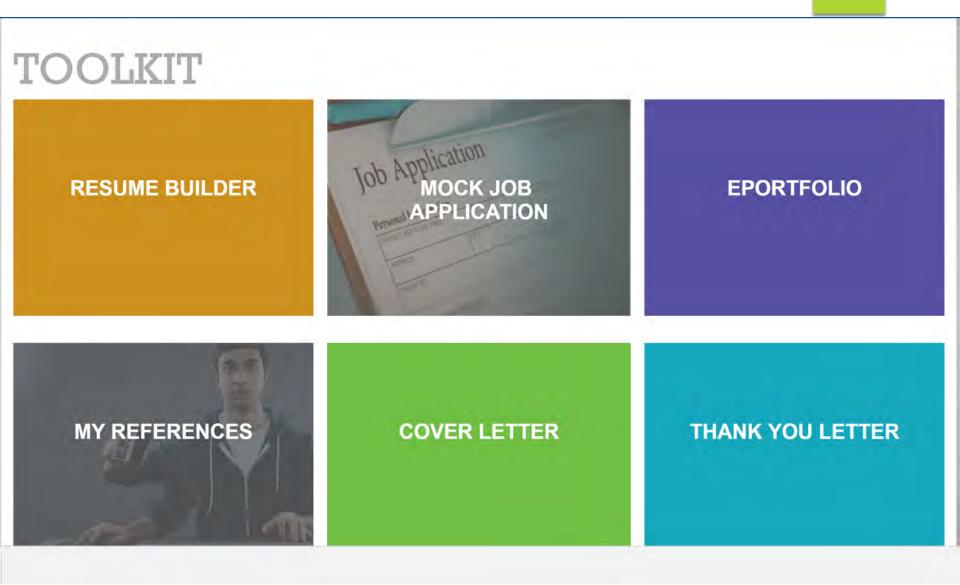
### Content Modules

GETTING TO KNOW YOURSELF	MANAGING CHANGE + YOUR ATTITUDE	GOAL SETTING	COMMUNICATION + NETWORKING	TODAY'S JOB SEARCH STRATEGIES	BRANDING: RESUME, COVER LETTER, JOB APPLICATION, ONLINE PRESENCE
LEARNING TO LEARN	BECOMING A SUCCESSFUL ONLINE STUDENT	TIME MANAGEMENT	PREPARING FOR THE INTERVIEW	THE INTERVIEW PROCESS PART 2	ANSWERING DIFFICULT QUESTIONS
PERFORMANCE + STUDY SKILLS	CULTURAL DIVERSITY + CONFLICT RESOLUTION	FINANCIAL LITERACY	WORKING IN TEAMS	ON THE JOB SUCCESS	WORK LIFE BALANCE + PREPARING FOR THE FUTURE





### **Pre-Enrollment Modules**



# Challenge 2/3: Bringing Content to Life

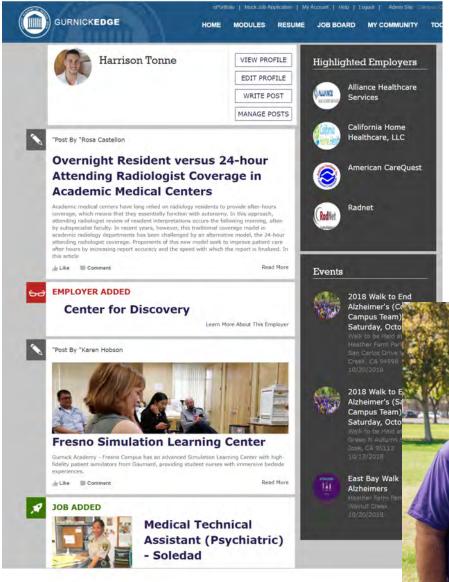
- Standardized Orientations across campuses/programs with Career EDGE openers and closers
- Standardized CS Workshops
- Lesson plans for course delivery



#### Live Classroom Presentations & Workshops Include:

- PowerPoint Presentations
- Engaging Videos
- Interactive Exercises
- Group Discussion Topics
- Role Plays
- Toolkit simulations

\*\*Students perceive value if they leave with a career document in hand! (Resume, Cover Letter, Thank You Letter, etc.)



# Challenge 4

**Community Portal** 

- Events
- Employers
- Job Board
- Student/Alumni
  Connection





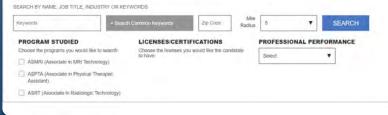
# Challenge 4

### SUGGESTED CANDIDATES

YOUR CAREER SERVICE PARTNER HAS SUGGESTED THE FOLLOWING CANDIDATES FOR YOU.



### SEARCH



# **Employer** Portal

# Challenge 3/4 Career Services insight and efficiency with Administrative Reporting

### Career Services Insights:

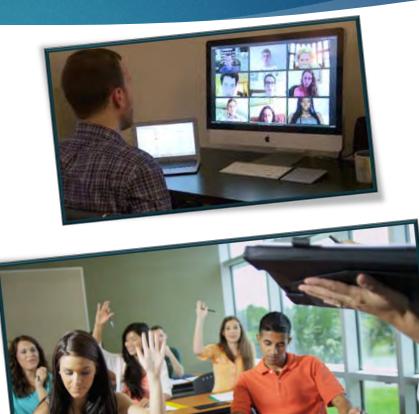
- Students Job Ready?
  - Career Preferences
  - Resume, Cover Letter, etc.
- Employers:
  - Activity
  - Communication
  - Jobs Posted
  - Keywords Searched
- Alumni
  - Activity & Engagement
  - New Positions
  - Job Searches

	All Locations	All Programs	All Cohorts	-			
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# Outcomes...this process is a Commitment!

#### Creates positive campus culture

Demonstrates institutional commitment to employment for prospective and current students



# Questions?

Thank You!

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