



**How to Develop *Successful*  
Business/Industry  
& Education Partnerships**



Two Public Square  
PO Box 5340  
Wilkes-Barre, PA 18710-5340  
Phone: (570) 823-2101  
Fax: (570) 822-5951  
Email: [wbcofc@wilkes-barre.org](mailto:wbcofc@wilkes-barre.org)

Visit our website at: [www.wilkes-barre.org](http://www.wilkes-barre.org)

**Disclaimer**

The information contained in this publication is intended as a reference, not to be all-inclusive. No representation is made to the accuracy of the information, which is subject to change. Further, a listing within the guide should not be construed as an endorsement of any particular organization, its activities or products. This guide is to be used for information purposes only. It cannot be duplicated without the express permission of the Greater Wilkes-Barre Chamber of Business and Industry.

# TABLE OF CONTENTS

## PAGE

### Introduction

Why is the Greater Wilkes-Barre Chamber of Business and Industry involved? 4

### Overview of Business/Industry & Education Partnerships

Premise 5  
Partnership Goals 5

5

Sample Partnerships Activities

6

### What's in it for you?

Employers

7

Educators

7

Students 7

Community 7

### Guidelines for Forming Successful Business/Industry & Education Partnerships

8

### Examples of Successful Partnerships

9

### Additional Resources for Establishing Partnerships

12

Resource Links

14

### Appendix

Employer Tips for Setting Up an Internship Program

18

Internship Connection

19

### About the Greater Wilkes-Barre Chamber of Business and Industry

20

### Find a Job/Post a Job

21

### Acknowledgements

22

## **INTRODUCTION**

### **Why is the Greater Wilkes-Barre Chamber of Business and Industry involved?**

The Greater Wilkes-Barre Chamber of Business and Industry recognizes the value of Business/Industry and Education Partnerships to the economic vitality of the Greater Wilkes-Barre area. Education is the driving force behind our region's ability to compete for new jobs. A highly skilled and technically competent and broadly educated workforce is the key to our success.

Northeastern Pennsylvania is a great place to live, work and play, and we encourage our young talented people to explore opportunities in our region. Business/Industry and Education Partnerships will contribute toward this end by benefiting business and industry, education and the Northeast PA economy as a whole.

This publication is primarily targeted towards **businesses/industries** and/or **educational** institutions interested in establishing a partnership. The sample partnership activities listed on page 6 represent best practices. The sample partnerships may or may not be active since the printing of this publication, but certainly can be utilized as a model in developing your own partnership.

**The Greater Wilkes-Barre Chamber of Business and Industry's Partners-in-Education Task Force developed this publication.** This Task Force supports the community in preparing ready to work individuals by facilitating business/industry and education partnerships and advocating employer occupational and skill needs. We work to build stronger relationships with business and industry, educators, students, parents and advocates through information, links and support designed to increase awareness of available community resources.

For further information about developing partnerships, please contact Jane Ashton, Director of Workforce Development at the Greater Wilkes-Barre Chamber at (570) 823-2101 or at [jashton@wilkes-barre.org](mailto:jashton@wilkes-barre.org).