Networking Session

P“ART”nerships: The Art of VR/IHE Collaboration

1. When we talk partnerships, it conjures images of different things.
	1. Coordination
	2. Collaboration
	3. Partnering
	4. The first two can be mandated to occur
	5. The third occurs only through mutual voluntarism to engage/act
2. What are the most common reasons partnerships do not occur?
	1. Time availability
	2. Territorialism
	3. Lack of confidence
	4. Communications
	5. Misperceptions
	6. Others?
3. What are the ARTS of partnerships and partnering?
	1. Take the time. Partnerships take time.
	2. Rapport first
	3. Meet initially to educate and inform
	4. Get a commitment to continue talking, even if just briefly
	5. Reach a first name basis relationship
	6. Find common ground
	7. Be honest, share your strengths, don’t hide limitations
	8. Identify champions to engage
	9. Lean in to your objectives, don’t push
	10. Agree to disagree, with a joint commitment to reach understanding
	11. Preserve an “out-clause”
	12. Regularly remind yourself this is a process not an event
4. What are the common areas on which VR and IHE can partner?
	1. IHE includes assisting students to attain employment
	2. Legislative intent of VR is to assist clients to careers and career advancement
	3. Rehab Act language supports VR supporting IHE for students with ID
		1. Preamble
		2. Pre-ETS
		3. Legislative Intent (comments section)
	4. IHE (CTP’s) provide potential comparable benefit for VR
	5. Current labor market heavily supports HE requirement for employment
	6. VR Common Performance Measures
5. How are some ways VR and IHE can partner?
	1. Having VR on IHE advisory board(s)
	2. Serve on VR’s State Rehabilitation Council
	3. Cooperative Agreements and MOU’s
	4. Joint task forces on policy, alignment, data reporting, etc.
	5. Cross training
	6. Others?