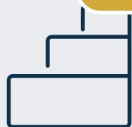


Involving Industry in Your Advanced Technological Education (ATE) Proposal

Step 1



Skill Gap Assessment Tool - The survey is designed to quantify challenges in your region to secure qualified workforce talent with specific skill sets for occupational sectors and to develop actionable solutions. The goal of the survey is to solicit input from different entities such as business, education, government, and regional economic development organizations to strengthen the alignment between their missions and workforce goals/needs and provide solid data and justification for ATE and other workforce grants at your institution.

Tactical Focus Group Meetings - In-person or remote meetings, comprised of a team of five to seven individuals representing a common industry sector to understand the sector jobs functions, titles, and workforce needs and how those needs align with current or future academic offerings at your institution. The goal is to identify gaps in existing programs or need for new programs and provide evidence to develop a competitive ATE grant proposal.

Step 2



Step 3



Form or Enhance Technical Advisory Councils - Utilize the above momentum to enhance or create a technical advisory council relevant to the ATE proposal submission.

Letters of Collaboration Letters of Collaboration that document what is being committed, which is of significance to the project. Letters that simply endorse the project and its personnel or offer non-specific support for project activities should **not** be included.

Step 4



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