



Strategic Ohio Council for Higher Education

## Industry Sector Partnership (ISP) Best Practice Guide

*This Best Practice Guide is designed to serve as a template for agencies interested in building an ISP.*

### Section 1 – Define ISP Purpose and Goals

There are many different reasons for building an ISP and the definition of purpose and goals is a crucial first step in setting up your ISP. Start with the end in mind. Define your overarching purpose for your industry sector partnership and document the goals you plan to achieve.

A potential example of an ISP purpose is a focus on strengthening the current workforce as well as developing the next generation of workforce. The development of a workforce will then strengthen the industry and the economy in a region.

### Section 2 - Establish Partners and Procedures

**A. Survey the ISP Landscape in your Region-** Research the regional assets in relationship to your defined purpose and goals. Document these assets and any best practices as well as barriers and challenges. This documentation will help you better understand the landscape you are preparing to engage in, as well as further define overarching goals and objectives for your ISP.

**B. Collaborate with key partners-** Search for a few key partners who are of like mind and are interested in building an ISP for the betterment of the community. These initial partners will be connected across the community and will attract many other partners. These critical partners will guide the ISP.

**B. Build a strategic plan for your ISP -** Work with your key partners across the region to further define goals and objectives through a specific strategic plan. This plan will be your guide for your future tasks and accomplishments.

**C. Create an Advisory Group-** After the critical partners are defined, create a consortium of partners to help implement the ISP's strategic plan. Align with partners with existing programs and activities that are operating independently.

1. Encourage any independently acting organizations that join your advisory group to become a part of a much larger potential collective impact partnership (ISP), including social service agencies, employer, educational institutions, and trade association partners.
2. Develop a consistent meeting schedule for championing efforts and results.
3. Identify the top ISP priorities, initiatives, and strategies for the ISP partnership focus.
4. Utilize labor supply and demand analyses to guide partnership strategy.
5. Share consortium partner efforts through social media by marketing events and success stories.



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**D. Track Activities and Performing Qualitative Reporting-** Develop a data collection plan for the deliverables related to the ISP strategic plan.

1. Include details regarding metrics to be reported, assign reporting dates, and share the document with the primary ISP partner.
2. Develop an assessment for program participants to ensure industry engagement and intended outcomes.