

WORKSHEET 2: MATCHING NEEDS AND POTENTIAL RESOURCES

STAKEHOLDER NEEDS

Note: Replicate this sheet and document the needs and potential resources for all the stakeholder groups with whom you have conducted needs and resource assessments.

Stakeholder 1:

- 1.
- 2.
- 3.

Stakeholder 2:

- 1.
- 2.
- 3.

Stakeholder 3:

- 1.
- 2.
- 3.

Stakeholder 4:

- 1.
- 2.
- 3.

Stakeholder 5:

- 1.
- 2.
- 3.

Stakeholder 6:

- 1.
- 2.
- 3.

AREA OF OVERLAP

Note: List in this area the potential activities resulting from the matching of needs and resources of the stakeholders.

POTENTIAL STAKEHOLDER RESOURCES

Stakeholder 1:

- 1.
- 2.
- 3.

Stakeholder 2:

- 1.
- 2.
- 3.

Stakeholder 3:

- 1.
- 2.
- 3.

Stakeholder 4:

- 1.
- 2.
- 3.

Stakeholder 5:

- 1.
- 2.
- 3.

Stakeholder 6:

- 1.
- 2.
- 3.

Brainstorm the possible partnerships that can result from the matching of partner needs and resources and include them in the area of overlap. The school district's goals and curriculum objectives should provide a filter for exploring the best matches among partner resources and needs. This information becomes data for setting the context for developing a partnership vision, yet should not completely limit the vision.

WORKSHEET 2: MATCHING NEEDS AND POTENTIAL RESOURCES (Sample)

STAKEHOLDER NEEDS	AREA OF OVERLAP	POTENTIAL STAKEHOLDER RESOURCES
<p>Example of Needs</p> <p>Stakeholders: Rotary Club</p> <ol style="list-style-type: none"> 1. Strengthen Club focus on service 2. Involve members in international projects 3. Help members meet Club service requirements <p>Stakeholders: Students</p> <ol style="list-style-type: none"> 1. Safe place for after-school activities 2. An additional caring adult to encourage them 3. Knowledge of global issues <p>Stakeholders: Teachers</p> <ol style="list-style-type: none"> 1. Increase % of students passing standards tests 2. Professional development opportunities 3. Additional income <p>Stakeholders: Local Manufacturer and Telecom Co.</p> <ol style="list-style-type: none"> 1. Reduce employee absences related to child care 2. Literacy programs for current employees 3. Employees with high-tech workforce skills <p>Stakeholders: School District Administrators</p> <ol style="list-style-type: none"> 1. Development of high level leadership skills 2. Fiscal management expertise 3. Assistance in building technology infrastructure 	<p>Listed below are potential partnership activities based on the matching of needs and resources of the various stakeholders in such a way that each group shares a resource and has a need met.</p> <p style="text-align: center;">AREA OF OVERLAP</p> <p>Rotary Club tutors and mentors</p> <p>Teacher Internship Programs in local businesses to develop knowledge of connection between academics and workforce skills</p> <p>After-school Programs at school sites focused on academic enrichment</p> <p>Adult Literacy Program at work sites staffed by teachers</p> <p>Student International Exchange Program</p> <p>Student collaboration with Rotary Community Service Programs</p> <p>Scholarships for administrators to attend business leadership institutes</p> <p>Technology Team for developing and implementation of a district technology plan</p>	<p>Examples of Resources</p> <p>Rotary Club</p> <ol style="list-style-type: none"> 1. Grants for international student exchange projects 2. Human resources, including technology expertise 3. Community connections with numerous businesses <p>Students</p> <ol style="list-style-type: none"> 1. Skills and time to commit to service-learning 2. Talents for community cultural events 3. Potential workforce employee <p>Teachers</p> <ol style="list-style-type: none"> 1. Professional teaching skills 2. Knowledge of students' skills, abilities and needs 3. Connect academic lessons with workforce skill needs <p>Local Manufacturer and Telecom Company</p> <ol style="list-style-type: none"> 1. Space for adult literacy programs 2. Placements and resources for teacher internships 3. Budget for community outreach <p>School District Administrators</p> <ol style="list-style-type: none"> 1. Facilities for community use in after-school hours 2. Training and facilitation skills

Remember: At this stage of analysis you are not making final decisions about activities, but gathering data that will allow for informed decisions as you create a vision and action plan that is grounded in the reality of current partner needs and potential resources.