

EXERCISE #3: PREPARE FOR YOUR EMPLOYER VISIT AND QUESTION STRATEGY

Based on the research you have done in steps #1 and #2, create **5 questions** that you would ask this employer about their business, their workforce needs and current hiring/up-skilling initiatives, and their employee training strategies? **Remember** to cover the areas in the basic components of your proposed solution in your questions – for RA it would be employer role, related instruction, on-the-job learning, wage gains, and credential attainment.

EXERCISE #4: FRAMING THE EMPLOYER’S WORKFORCE CHALLENGE VIS-À-VIS WHAT YOU BRING

Using what you learned in the previous steps, state the employer’s workforce development challenge and how you might meet it with your proposed solution(s), using business language.
