

# BUSINESS RELATIONSHIP SCALE FOR EDUCATORS

Developed by Dr. George Tilson

Rate each of the following items using this five-point scale:            1        2        3        4        5

Strongly Disagree

Strongly Agree

## Myself:

1. I believe my role in serving transition-age youth includes providing career counseling.  
1        2        3        4        5
2. I believe my role in serving transition-age youth includes building and maintaining school-business partnerships.  
1        2        3        4        5
3. I frequently ask my colleagues, friends, students and their parents to identify potential employer contacts from their networks, in addition to tapping into my own network.  
1        2        3        4        5
4. I am very knowledgeable about the economics, business trends, and range of companies and other hiring organizations that exist in my community as well as the communities in which my students live.  
1        2        3        4        5
5. I have established many business contacts within a wide variety of industry clusters, based on networking, marketing and/or cold canvassing.  
1        2        3        4        5
6. I find it easy to build and maintain strong ongoing working relationships with my current employer contacts.  
1        2        3        4        5
7. I consistently convey the philosophy that any student (regardless of cultural/ethnic, family or community background or disability) who has demonstrated a particular interest, can secure a work-based learning or employment opportunity related in some way to that interest area.  
1        2        3        4        5
8. I involve my students and their families in all aspects of the process of seeking work-based learning or employment opportunities, including goal setting, identifying interests, strengths, and preferences; developing resumes and cover letters, seeking out employer contacts and leads, implementing workplace support plans, among other tasks.  
1        2        3        4        5
9. I do all I can to get to know how my students respond and behave in a variety of settings. I use creative ways to determine their life/career aspirations, talents, passions, preferences, level of self-determination -- and need for supports/accommodations.  
1        2        3        4        5
10. I personally have had work-based learning and employment experiences (volunteer and/or paid) in areas outside the education field.  
1        2        3        4        5

My School and School District (Rate both)

1. Has an overall culture - and policies and procedures - that support work-based learning and employment opportunities as part of the educational programming for transition-age youth with disabilities.  
School: 1 2 3 4 5 School District: 1 2 3 4 5
2. Has a reputation throughout the general community for seeking and supporting work-based learning and employment opportunities for all youth, including those with disabilities.  
School: 1 2 3 4 5 School District: 1 2 3 4 5
3. Enjoys a wide-spread and positive reputation within the local and regional business community.  
School: 1 2 3 4 5 School District: 1 2 3 4 5
4. Has established and supports an active business advisory group.  
School: 1 2 3 4 5 School District: 1 2 3 4 5
5. Mirrors other successful businesses that reward innovative thinking, excellent performance, tangible positive outcomes, problem-solving, teamwork, and excellent "customer service."  
School: 1 2 3 4 5 School District: 1 2 3 4 5
6. Is very committed to providing professional development opportunities to staff, related to work-based learning, career counseling, job development, and employer partnerships (including such activities as training, technical assistance and attendance at conferences).  
School: 1 2 3 4 5 School District: 1 2 3 4 5
7. Supports efficient and effective processes and quality outcomes rather than strictly bureaucratic procedures.  
School: 1 2 3 4 5 School District: 1 2 3 4 5
8. Places a high priority on assisting students from diverse cultural/ethnic, family and community backgrounds secure work-based learning and employment opportunities.  
School: 1 2 3 4 5 School District: 1 2 3 4 5
9. Is well-represented and active in local business groups, such as the Chamber of Commerce, Rotary Club, Kiwanis Club, Lion's Club, and others.  
School: 1 2 3 4 5 School District: 1 2 3 4 5
10. Provides adequate resources (including funding, time, materials, transportation, personnel) to support work-based learning and employment opportunities for transition-age youth.  
School: 1 2 3 4 5 School District: 1 2 3 4 5