

****OEWD – Workforce Provider Capacity Building Initiative****

Calendar of CBO Workshops 2011-12

On-going workshops			
Date	Workshop Description	Target Audience	Facilitator
see online catalog	MOH Capacity Building Workshop Vouchers On-line catalog of workshops: http://www.compasspoint.org/workshops To inquire about workshop vouchers contact Pierre Stroud, Community Builder, MOH: 415.701.5588; pierre.stroud@sfgov.org .	Workshop Vouchers are only available to CDBG Grantees	Compass Point
TBD-monthly	Controller's Office – Capacity Building Series For more information: www.sfgov.org/controller/nonprofits To sign up for announcements of upcoming trainings, please email greg.asay@sfgov.org .	CBOs w/City Contracts	Compass Point
3rd Thurs. every month: 10/20/11 11/17/11 12/15/11 01/19/12 02/17/12 03/15/12	Family Economic Success Training Series: From accessing health, food and employment benefits to how to access financial resources and tax preparation services, this series of six workshops will prepare you to respond effectively to families needs and support them in their quest for financial success. To register please follow this link: http://helpingfamieliestoaccessfinancialstability.eventbrite.com Additional details are available at SFFSN's website: www.sffsn.org For questions contact Alberto Perez Rendon, Interim Training Coordinator at (415)934-4837 alberto@sffsn.org	Career Advisors, Case Managers, Line Staff	SF Family Support Network (SFFSN) and the SF Family Economic Success Work Group
August 2011			
Date	Workshop Description	Target Audience	Facilitator
8/30 9am-12pm	Management Strategies for Success with Private Sector Businesses in a Recessionary Economy: The session will include strategies for targeting, prioritizing and marketing to businesses that are the best match for your organization. You'll learn how to avoid the most common mistakes workforce organizations make in their work with the business community. Maximize the performance of your job developers and businesses services staff. Refocus your business services so you can develop solid relationships with businesses even when they aren't hiring so you will be the resource they come to when hiring resumes.	Program Managers, Lead Staff REGISTRATION IS CLOSED	L. Robbin
September 2011			
Date	Workshop Description	Target Audience	Facilitator
9/13 9am-12pm	How to Find Assets to Employment in People that are Hard-to-Employ: Reinvent your work with people that are hard-to-employ in ways that help to close the gap between them and jobs. The traditional approach to working with people who are hard-to-employ focuses on uncovering their barriers to employment. We will uncover jobseekers' strengths and assets to employment as the first task in employment counseling and case management. Assets to employment in the hard-to-employ are often hidden and difficult to uncover. Using the techniques in this workshop will enable you to find these positive attributes in people and use them to increase employment motivation, establish job and career goals, improve matches for training and help overcome barriers to employment.	Career Advisors, Case Managers, Line Staff REGISTRATION IS CLOSED	L. Robbin

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<p>9/19 8am-5pm, Oakland</p>	<p>CompassPoint's 24th Annual Nonprofit Day – Inspired Resilience: Rethinking How We Sustain People, Organizations & Causes When was the last time you dedicated a whole day to get inspired, broaden your knowledge, gain new skills, and connect with the community that shares your vision? Explore ways you can intensify the impact you strive to achieve at this year's Nonprofit Day. The day is designed to strengthen your ability to manage, lead, and adapt so you can achieve higher impact. More info at: www.compasspoint.org/npd11</p>	<p>REGISTRATION: Scholarships are only available to <u>WorkforceLeaders</u> <u>Peer Learning Group</u></p> <p>REGISTRATION IS CLOSED</p>	<p>Compass Point</p>
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October 2011

Date	Workshop Description	Target Audience	Facilitator
<p>10/13 9am-12pm</p>	<p>Measure & Improve Business Customer Satisfaction with Your Services: If you want to get better outcomes with the private sector and improve your business services you need to know how well you are doing with your private sector relationships. Learn how to use the same revealing measures of success that private sector businesses use to evaluate their customer relationships. Don't assume you're doing well with companies until you understand how to measure their satisfaction with your services.</p>	<p>Program Managers, Lead Staff</p> <p>REGISTRATION IS CLOSED</p>	<p>L. Robbin</p>

November 2011

Date	Workshop Description	Target Audience	Facilitator
<p>11/10 9am-12pm</p>	<p>The Barrier Buster! New Ways to Help Hard-to-Employ People Overcome Their Barriers to Employment: Explore new strategies to overcome barriers to employment through a review of best practices of state-of-the-art programs locally and from across the country. You'll learn about the power of mobilizing the social system of people to help them overcome their employment challenges. Discover how to close the referral gap so people get all the help they need from other resources. Find out about the important roles your program alumni can play in helping your current program participants make employment progress.</p>	<p>Career Advisors, Case Managers</p> <p>REGISTRATION IS CLOSED</p> <p>To register please send an email to Workforce.development@sfgov.org</p>	<p>L. Robbin</p>

December 2011

Date	Workshop Description	Target Audience	Facilitator
<p>12/08 9am-1pm</p>	<p>Organizational & Programmatic Sustainability (Half-Day Workshop) This highly interactive and practical session offering staff and board leaders the opportunity to define sustainability for their organizations, identify the current challenges and opportunities facing their business models, and outline immediate decisions and next steps they need to take to strengthen their organizations. This class is for Executive Director/CEOs, experienced Senior Managers, and board leaders. Participants should bring current financial statements and any current strategic or annual plans.</p>	<p>Executive Directors, Fund Developers, Managers</p> <p>REGISTRATION IS OPEN</p> <p>To register please send an email to Workforce.development@sfgov.org</p>	<p>Compass Point</p>

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January 2012			
Date	Workshop Description	Target Audience	Facilitator
01/10 9am-12pm	<p>Going from Placement to Partnership with the Private Sector: Most workforce providers are missing out on the incredible potential of business partnerships. Learn how to position your organization to be seen by businesses as a mutually beneficial partner. Avoid the common mistakes that kill off partnerships and discover how to design and present your partnership proposal so it looks like a business plan. Learn about the most common reasons businesses reject partnerships so you can avoid them. Spot and respond to the early warning signs that show the process isn't working. Develop criteria for evaluating the success of your efforts. Don't put all your work into a one time relationship with businesses. Come to this workshop and learn how to go from placement to partnership.</p>	<p>Program Managers, Lead Staff REGISTRATION: Not yet open. For updates click on "Workforce Community" at: www.workforcedevelopmentsf.org</p>	L. Robbin
1/27 9am-1pm	<p>Professional Development/Staff Development for Line Staff Half-Day Workshop In this workshop, participants will tap into their own personal values, talents and strengths and begin to articulate strategies specific to their career aspirations and desires. We'll discuss how to integrate continuous learning into your work life, how to work effectively in your current position and how to spot those barriers that might be holding you back. Participants will leave this session with the start of a professional development plan tailored to their unique career goals.</p>	<p>Case Managers, Career Advisors, Job Developers REGISTRATION: Not yet open. For updates click on "Workforce Community" at: www.workforcedevelopmentsf.org</p>	Compass Point
February 2012			
Date	Workshop Description	Target Audience	Facilitator
02/14 9am-12pm	<p>Are You Talking Like Business People Think?-- Get the Private Sector to Use Your Services Based on feedback from hundreds of private sector businesses, you'll learn the most common hidden reasons business people give for deciding not to work with service providers. Talk the language of business as you position your services as a profitable business problem solver. Discover why describing your services in job seeker terms is a big mistake. Learn how to sell (not describe) the benefits of your services. Get a powerful model for overcoming resistance to using your services. If you want more businesses to use your services you should not miss this session.</p>	<p>Job Developers, Business Services Reps, Line Staff REGISTRATION: Not yet open. For updates click on "Workforce Community" at: www.workforcedevelopmentsf.org</p>	L. Robbin
TBD	<p>Delivering Meaningful Outcomes: Impact Driven Program Design & Planning- TBD Do you want your programs to have a deeper impact on the community you serve and be more competitive with funders? In this workshop you will learn about a process to create a shared vision and a strategic framework to guide partnerships, program design and clearly articulate the impact of your work. The strategic framework design process helps you stay focused on outcomes and re-think your services and operations to ensure planning leads to results. You will receive an outline of the process, additional useful resources, and sample completed models from other programs.</p>	<p>Program Managers, Lead Staff REGISTRATION: Not yet open. For updates click on "Workforce Community" at: www.workforcedevelopmentsf.org</p>	Pathways

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March 2012			
Date	Workshop Description	Target Audience	Facilitator
03/06 9am-12pm	<p>How the Recession has Changed the Hiring Decision and What it Means for Your Interview Training</p> <p>If you are currently doing interview training the same way you did it before the recession your work is out of date with how the hiring decision is being made in today's labor market. Some of the things you are teaching people will actually keep them from getting a job offer. Regardless of whether you are working with entry level or professional and managerial job seekers you need to know how to help them look like the employee of the future so they get the hiring offer. You'll learn why business people have changed their hiring criteria and what it means for your work. Get new ideas that will help your job seekers position themselves as the recession busting employee that businesses need. Learn how to make mock interviews really resemble the hiring interview. This workshop was standing room only at the OEWD Workforce Forum so make sure you don't miss out!</p>	<p>Job Developers/ Bus. Services Reps.</p> <p>REGISTRATION: Not yet open. For updates click on "Workforce Community" at: www.workforcedevelopmentsf.org</p>	L. Robbin
TBD	<p>Workforce Leadership: Workforce development is not for the faint of heart. It requires leadership at every level. What does workforce leadership mean today? What does it look like?</p>	<p>TBD</p> <p>REGISTRATION: Not yet open. For updates click on "Workforce Community" at: www.workforcedevelopmentsf.org</p>	TBD
April- June 2012			
Date	Workshop Description	Target Audience	Facilitator
TBD	<p>Employer Engagement Workshop</p> <p>REGISTRATION: Not yet open. Please click on "Workforce Community" at: www.workforcedevelopmentsf.org for updates</p>	<p>Program Managers, Lead Staff</p>	L. Robbin
TBD	<p>Job Development Best Practices (Tentative)</p> <p>REGISTRATION: Not yet open. Please click on "Workforce Community" at: www.workforcedevelopmentsf.org for updates</p>	<p>Job Developers, Bus. Service Reps.</p>	L. Robbin
TBD	<p>Case Management Best Practices (Tentative)</p> <p>REGISTRATION: Not yet open. Please click on "Workforce Community" at: www.workforcedevelopmentsf.org for updates</p>	<p>Career Advisors, Case Managers</p>	L. Robbin