

# Employment First

## AGENDA



### DAY ONE -- SEPTEMBER 11, 2013

12:00 - 12:20 p.m. Introductions and Review of Homework

12:20 - 1:30 p.m. Overview

**Learning Objectives:**

- ★ Describe the history of employment for people with disabilities
- ★ Define federal policy of supported employment
- ★ Describe the 8 SE evidence based practices
- ★ Define customized employment

1:30 - 2:30 p.m. Business Development & Marketing

**Learning Objectives**

- ★ Define how to develop public/private partnerships
- ★ Describe the components of a marketing plan and practices for implementation
- ★ Independently complete a SWOT analysis

2:30 - 2:45 p.m. BREAK

2:45 - 3:30 p.m. Individual Employment Profile

**Learning Objectives**

- ★ Strategies for the Discovery Process
- ★ Describe best practices for setting up a situational assessment and potential outcome
- ★ Discuss the role of functional resumes
- ★ Define pros and cons for disclosure
- ★ Define differences between SSI and SSDI
- ★ Describe 3 SSA work incentives and how they are used

3:30 - 4:30 p.m. **Business Representatives Discuss Their Needs (panel)**

**Learning Objectives**

- ★ Identify how business wants to be contacted
- ★ Demonstrate an understanding of business needs
- ★ Discuss techniques to build relationships

4:30 - 5:00 p.m. **Debrief Panel and Watch DVD**



## DAY TWO -- SEPTEMBER 12, 2013

8:00 - 8:30 a.m. **Review Homework and Debrief Day One**

8:30 - 10:30 a.m. **Job Development: Path to Careers**

**Learning Objectives**

- ★ Illustrate an understanding of job development for careers
- ★ Identify information to be collected during a business interview and need to collect the data.
- ★ Describe why an employer data base is important and what are the critical information fields?
- ★ Independently complete a job analysis and a job duty analysis and define the roll of each tool.

10:30 - 10:45 a.m. **BREAK**

10:45 - 12:00 noon **Field Work -- Business Interviews**

**Learning Objectives**

- ★ Develop script for introducing yourself and your program to a business
- ★ Identify ways to collect business information
- ★ Build self confidence in building relationship with businesses

12:00 - 1:15 p.m. **LUNCH**

1:15 - 2:15 p.m. **Debrief Activity and Employment Match**

**Learning Objectives**

- ★ Describe process for matching an applicant's strengths with the prospective employer's business needs.
- ★ Describe the role for job restructuring
- ★ Discuss considerations for assistive technology

2:15 - 3:30 p.m.

**Consumer Panel**

**Learning Objectives**

- ★ Describe what consumers think of supported employment services.
- ★ Obtain information on interacting with consumers at a worksite
- ★ Identify information to assist building strong consumer connections

3:30 - 3:45 p.m.

**BREAK**

3:45 - 5:00 p.m.

**Job Site Training and Support**

**Learning Objectives**

- ★ Discuss the role and considerations of natural cues and supports
- ★ Define the difference between probe and prompt data
- ★ List 8 compensatory strategies and how they might support an new employee with a significant disability
- ★ Describe the components of an instructional program fro employment success

**DAY THREE -- SEPTEMBER 13, 2013**

8:00 - 8:30 a.m.

**Review Homework, Take Quiz, and Debrief Day Two**

8:30 - 10:30 a.m.

**Job Site Training (continued)**

10:30 - 10:45 a.m.

**BREAK**

10:45 - 11:30 a.m.

**Long Term Supports**

**Learning Objectives**

- ★ Define the features of a high quality long-term support plan.
- ★ Describe the various alternative funding sources for extended services
- ★ Problem solve typical long term support issues and possible solutions

11:30 - 12:30 p.m.

**Funding Long Term Support**

- ★ Waiver -- Byron White

12:30 - 1:00 p.m.

**Questions & Answers / Evaluation**