

School | Post-Secondary Connections

*Bridging the Gap: Strengthening Continuing Education
Partnerships for Student Success*



Welcome & Activator

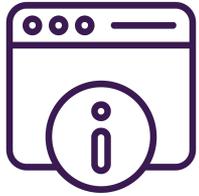


Write down one question on your mind or one takeaway you hope to gain from the session today!

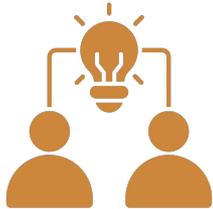


Counselor Institute Goals

LDOE's newly formatted Counselor Institute is designed to:



Share key information on supports, policies, and resources from the state-level to local practitioners



Provide an engaging space for counselors to **share problems of practice, build community, and expand their impact**



Counselor Institute Scope & Sequence

TODAY!

**Strategies for Bolstering
K-12 Attendance**

How can I use my knowledge of students to help the attendance team build stronger daily attendance habits?

**Vertical Alignment from K-12
to Career Opportunities**

How can I help students see how what they're learning today connects to who they want to become tomorrow?

**Strengthening School |
Post-Secondary
Connections**

How can I create more opportunities for students to confidently take their next step after high school, whatever path they choose?



Session Goals and Learning Objectives

Learning
Topics

01

Cornerstones of
Postsecondary
Connections

15 min

- Key elements
- School performance scores
- Counselor rubric

02

Case Studies and Example
Partnerships

20 min

- Ascension Parish guide
- The value of a counselor
- Case study: Evangeline Reimagine Academy

03

Showcasing Current
Resources

10 min

- List of Certificates of Technical Studies

Time

Sub-topics



Post-Secondary Connections: Learning Objectives (LOs)

LO1: Strong K-12 Post-Secondary Connections

Understand the key considerations for relationships between K-12 and postsecondary schools, and the effect of these connections on school accountability.

LO2: Example Partnerships

Learn about example partnerships that schools have made with local colleges, including events such as college/career fairs and collaboration with CTE courses

LO3: Current Resources

Review LDOE's current resources on Certificates of Technical Studies to understand what credentials are offered and accepted at postsecondary institutions.



Cornerstones of Strong K-12 Post-Secondary Connections



Reflection/Start-Up

Poll: How does your school currently connect with colleges and post-secondary institutions?

- A. College reps visit our school
- B. We take students on college visits/tours
- C. We host college fairs or career events
- D. We communicate mainly through email or virtual meetings
- E. We have other types of partnerships
- F. We don't currently have active partnerships or outreach strategies



Key Elements of Post-Secondary Connections

Best Practices



High school offerings should be aligned with post-secondary credentials

Example: When discussing courses that offer CITF credentials with your students, you should **ensure the postsecondary institutions accept those credentials**



The timing of conversations matters for student opportunities

Example: Begin postsecondary planning conversations **before senior year** to ensure students have adequate time to meet eligibility requirements and for you to meet dual-enrollment placement deadlines

Recommendations



Join and attend advisory council meetings aligned to workforce needs

Example: **Participate in ongoing program advisory meetings** aligned with local workforce needs to coordinate student success metrics (e.g., enrollment, eligibility, credential attainment)



Establish multiple points of contact at the postsecondary level

Example: **Maintain at least two strong POCs** at the postsecondary institution (e.g., Student Services, Dual Enrollment Director, Program Manager/Dean) and leverage partnerships for grants, sponsorships, and student opportunities

Effect on School Performance Scores

How do school connections with post-secondary institutions affect school accountability and performance scores?

Student Certifications



Schools earn points towards accountability scores based on the **certifications students receive**

Dual Enrollment



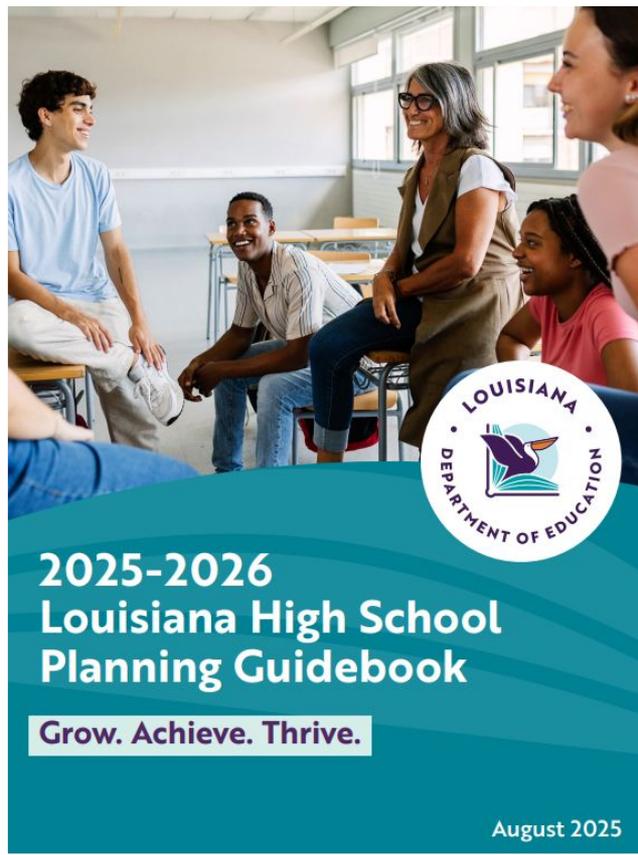
Completing **dual enrollment courses** is a major factor within the Strength of Diploma Index of the SPS

Counselor Rubric & School | Post-Secondary Connections



Louisiana's High School Planning Guidebook:

A guide to prepare students for career and college success



Louisiana School Counseling Vision

A clear vision for a school counseling program achieves the following:



Postsecondary Connections & the Counselor Rubric

How do connections with postsecondary institutions fit into the new counselor rubric?



Domain 3: Leadership, Advocacy, and Reflection

Advocate for opportunities for students to get **connected with local postsecondary institutions**, such as through dual enrollment opportunities and college/career expos.

Artifacts: *Emails or meeting notes showing coordination with college partners (e.g., local community college or university representatives)*



Domain 5: School and Community Engagement

Engage with postsecondary institutions in the community to connect students with dual enrollment opportunities, or **reach out to local businesses** to hire interns or sponsor students to work with the school system.

Artifacts: *Documentation of internship placements or student work-based learning experiences*

For questions on the counselor rubric, please email leads@la.gov or candace.joseph@la.gov



Case Studies and Example Partnerships: Ascension Parish



Ascension Public Schools: HIRE Education Guide

The Ascension HIRE Education Guide provides resources to help high school students plan their futures. **Counselors can use these resources to support students and inform their conversations with postsecondary institutions.**

1

Example courses and IBCs offered for specific pathways

Business Management

There are several areas in the business management field such as finance, entrepreneurship, logistics, operations, and retail. These careers focus on planning, organizing, directing, and evaluating all or part of a business organization. Students who enjoy interacting with others, making decisions, problem solving, and working with numbers may be interested in this career path.



Top Skills

- Collaboration
- Interpersonal
- Communication
- Leadership
- Critical Thinking
- Organizational
- Decision Making
- Quantitative Reasoning

Top Careers

- Chief Executive Officer
- Sales Representative
- Entrepreneur
- Human Resources Assistant
- Accountant
- Retail Store Agent
- Assistant
- Office Manager
- Marketing Manager
- Business Development Manager
- Human Resources Assistant
- Customer Service Representative
- Bank Officer

Examples of Courses Offered:

- Accounting
- Cooperative Marketing Education (CME)
- Customer Service
- Entrepreneurship
- General Computer Education (GCE)
- Innovative Business
- Computer Applications (BCA)
- Principles of Business
- Principles of Marketing

Industry-Based Credentials Offered:

- Skills Earn
- Business of Retail, Operations and Profit
- Customer Service and Sales
- Fundamentals of Marketing, Financial Programming, and Sales Development
- Business Model Canvas
- Microsoft Office Specialist Access, Word, PowerPoint, and Excel

"My Entrepreneurship class has exposed me to the different questions I take to start a business. I hadn't considered the risk and mental strength I take to start a business. I hope to use my knowledge to start a successful business that attracts customers from all over the world!"
-Moses Miles, East Ascension High School

2

Pathway Fit Assessments

Is this pathway right for you?

	YES	NO
1. Do you like to take on a new challenge?		
2. Are you competitive?		
3. Do you like to take action on projects?		
4. Do you like to interact with all kinds of people?		
5. Do you like to think outside the box?		
6. Do you like to figure out how to improve things?		
7. Do you like to figure out how to improve yourself?		
8. Are you independent?		
9. Are you creative?		
10. Do you bounce back quickly after you fail at something?		
11. Do you surround yourself with people who give you good advice?		
12. Do you like to build or create new things?		

TOTAL: _____

Did You Know?
Small businesses account for 32.8 percent of Louisiana's employment.
Source: US Small Business Administration

911,400
Overall employment in business and financial occupations is projected to grow faster than the average for all occupations from 2022 to 2032. About 911,400 openings are projected each year, on average, in these occupations due to employment growth and the need to replace workers who leave the occupations permanently.
Source: www.bls.gov/occupations.html

Yes 1-3 You are DEVELOPING in this area. Review other focus areas that might match your strengths better.

Yes 4-7 You are EXPANDING in this area. This focus area could be for you and add additional work exploring.

Yes 8-12 You are STRONG in this area. Based on your responses to this assessment, this focus area sounds like a good fit!

Ascension Public Schools | 601 N. 10th Street | Metairie, LA 70001 | 504.885.2200

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List of continuing education institutions

Louisiana Four-Year College List

Centenary College of Louisiana
Shreveport

Louisiana Two-Year College List

Baton Rouge Community College
Multiple Locations

Vocational/Training Schools

Association of Builders and Contractors (ABC)
Baton Rouge

4

Exploration of what the future looks like in your college or career of interest



Aligning Counseling to Postsecondary Expectations

Tools like the **pathway fit surveys** can be a quick and helpful way to help students decide on which pathways they may be interested in exploring.

When advising students on a pathway, you should keep in mind **how the credentials they earn can match up with what's accepted at local postsecondary institutions.**

 For example, if a student is interested in the **business management pathway**, you can check to see if your local colleges accept the **LA Micro-Enterprise IBC**.

1

Example courses and IBCs offered for specific pathways

Business Management

There are several areas in the business management field such as finance, entrepreneurship, logistics, operations, and retail. These careers focus on planning, organizing, directing, and evaluating all or part of a business organization. Students who enjoy interacting with others, making decisions, problem solving, and working with numbers may be interested in this career path.

Top Skills	
Collaboration	Interpersonal
Communication	Leadership
Critical Thinking	Organizational
Decision Making	Quantitative Reasoning

Top Careers	
Chief Executive Officer	Sales Representative
Entrepreneur	Insurance Appraiser
Accountant	Retail Estate Agent
Adjuster	Office Manager
Marketing Manager	Personal Financial Advisor
Human Resources Manager	Customer Service Rep.
Executive Assistant	Bank Officer



Examples of Courses Offered:

- Accounting
- Cooperative Marketing Education (CME)
- Cooperative Office Education (COE)
- CTE Internship Information Technology
- Customer Service
- Desktop Publishing
- Entrepreneurship
- General Cooperative Education (GCE)
- Introduction to Business
- Computer Applications (BCA)
- Principles of Business
- Principles of Marketing

Industry-Based Credentials Offered:

- Adobe Suite
- Business of Retail, Operations and Profit
- Customer Service and Sales
- Fundamentals of JavaScript, Functional Programming, and Web Development
- Louisiana Micro-Enterprise
- Microsoft Office Specialist: Access, Word, PowerPoint, AND Excel

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© Marco Milton, East Anderson High School

2

Pathway Fit Assessments

Is this pathway right for you?

		YES	NO
1.	Do you like to take on a new challenge?	<input type="checkbox"/>	<input type="checkbox"/>
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3.	Do you like to take action on projects?	<input type="checkbox"/>	<input type="checkbox"/>
4.	Do you like to interact with all kinds of people?	<input type="checkbox"/>	<input type="checkbox"/>
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12.	Do you like to build or create new things?	<input type="checkbox"/>	<input type="checkbox"/>
TOTAL:		<input type="checkbox"/>	<input type="checkbox"/>

Did You Know?

Small businesses account for 52.8 percent of Louisiana's employment.
Source: US Small Business Administration

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Source: www.bls.gov

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Yes 8-12 You are STRONG in this area. Based on your responses to the assessment, this focus area sounds like a good fit.

Anderson Public Schools | Ready Set... | SDCS2021-13



Outreach to Colleges

Counselors can connect with local colleges and vocational schools using resources like the **list of continuing education institutions**.

In addition to learning about the credentials accepted at these institutions, these conversations can help **set students up for opportunities such as dual enrollment or summer programs**.



*When reach out to institutions, note that the **timing of these conversations matters**: There may be limited spots for students, so getting connected earlier in the cycle can set students up for more opportunities.*

3

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Ascension Public Schools: College and Career Expo

Ascension Public Schools also hosts an annual district-wide Career & College Expo for parents and students that brings together **200+ businesses and postsecondary partners**, including colleges, universities, and technical schools.

Career



Businesses from the community send professionals to provide students with:

- **Firsthand knowledge** about daily activities
- The **education/training needed** to work in specific positions.

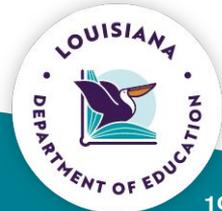


College



Students connect directly with college and technical school reps to learn about:

- Academic programs
- Admission requirements
- Application process
- Campus tours/events
- Financial aid options



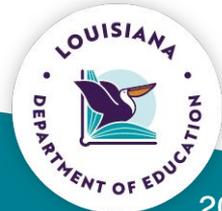
How Counselors Can Support: College Expos

There are many activities counselors can do to **promote connections with post-secondary institutions**:

- **Informing students** about and **reviewing attendee lists** for upcoming events
- **Preparing materials** for students
- **Advocating for expo events** or **collaborating with institutions** that have existing events
- **Initiate early conversations** to align employer or college schedules with high school schedules
- **Leverage funding** (e.g., Perkins V) for career exploration opportunities

4

Exploration of what the future looks like in your college or career of interest



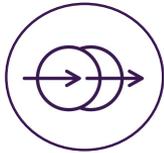
The Value of a Counselor



Counselors can establish regular communication cadences, **to proactively support students as they navigate the postsecondary planning and transition process (e.g., monthly meeting).**



Counselors **motivate and guide students towards success in specific career goals** by bridging the gap between middle and high school expectations, creating exposure opportunities, and developing step-by-step plans for credential attainment.



Smooth the transition from middle to high school



Motivate and guide students toward career goals



Build realistic plans towards credential attainment



Setting Up Students for Postsecondary Success



Connecting Middle to High School

Middle school students at **Evangeline Reimagine Academy** can choose a “zone” to explore, engage in hands on learning, then **tour high school career centers and labs** to connect their current learnings to more advanced coursework.

Connecting High School to College



High school students **tour college campuses and meet college reps** to learn more about and prepare for the admissions and application process.

+

Connecting High School to Career



High school students **tour employer facilities and speak to professionals** to understand how CTE programs, dual enrollment, IBCs stack towards a credential in the field.

For more information on MS career exploration, please reach out to Liz Chatelain at liz.chatelain@epsb.com.



Showcasing Current Resources



List of Certificates of Technical Studies

The **LDOE's Certificates of Technical Studies Inventory** will provide a comprehensive, catalog of technical studies certificates from all institutions statewide.

How to use this resource:

Region	Program Name	Institute	Region	High Wage High Demand Job (H & S Star Jobs)	AI/Foster	Stackable Credential
	Carpentry Technology II	LDOC - Louisiana Delta Community College	Region 8	Yes	Yes	No
	Electrician (Commercial Wiring 2)	LDOC - Louisiana Delta Community College	Region 8	Yes	Yes	No
	Electrician (Industrial)	LDOC - Louisiana Delta Community College	Region 8	Yes	Yes	No
	Electrician Residential	LDOC - Louisiana Delta Community College	Region 8	Yes	Yes	No
	Industrial Electronic Repair	LDOC - Louisiana Delta Community College	Region 8	Yes	Yes	No
	Medical Assistant	LDOC - Louisiana Delta Community College	Region 8	No	Yes	No
	Medical Coding Specialist	LDOC - Louisiana Delta Community College	Region 8	Yes	Yes	Yes
	Patient Care Tech	LDOC - Louisiana Delta Community College	Region 8	No	Yes	No
	Pharmacy Technician	LDOC - Louisiana Delta Community College	Region 8	No	Yes	No
	Secure Software Design	LDOC - Louisiana Delta Community College	Region 8	No	Yes	No
	Medical Office Specialist	LDOC - Louisiana Delta Community College	Region 8	Yes	Yes	No
	Medical Records/Billing Specialist	LDOC - Louisiana Delta Community College	Region 8	Yes	Yes	No
	Medical Lab Assistant & Phlebotomy	LDOC - Louisiana Delta Community College	Region 8	No	Yes	Yes
	Welding Arc SMAW	LDOC - Louisiana Delta Community College	Region 8	Yes	Yes	No

Institute	Program Type	Program Name	AI/Foster	Region	Total Credit	Total Credit Hours
BPCD - Bossier Parish Community College	Certificate of Technical Studies	Digital Photography	Yes	Region 7	9	24
BPCD - Bossier Parish Community College	Certificate of Technical Studies	Audio Technology	Yes	Region 7	8	24
BPCD - Bossier Parish Community College	Certificate of Technical Studies	Programming for Digital Gaming	Yes	Region 7	11	33
BPCD - Bossier Parish Community College	Certificate of Technical Studies	Information Systems Security Professionals	Yes	Region 7	8	24
BPCD - Bossier Parish Community College	Certificate of Technical Studies	Senior Systems Managers	Yes	Region 7	8	24
BPCD - Bossier Parish Community College	Certificate of Technical Studies	Instrumentation and Electronics	Yes	Region 7	9	28
BPCD - Bossier Parish Community College	Certificate of Technical Studies	Engineering Graphics	Yes	Region 7	11	28
BPCD - Bossier Parish Community College	Certificate of Technical Studies	Industrial Manufacturing	Yes	Region 7	6	18
BPCD - Bossier Parish Community College	Certificate of Technical Studies	Energy Services	Yes	Region 7	12	34
BPCD - Bossier Parish Community College	Certificate of Technical Studies	Advanced Manufacturing and Mechatronics	Yes	Region 7	11	33
BPCD - Bossier Parish Community College	Certificate of Technical Studies	Residential Electrician	Yes	Region 7	3	13
BPCD - Bossier Parish Community College	Certificate of Technical Studies	Domestic Air Conditioning and Refrigeration	Yes	Region 7	10	28
BPCD - Bossier Parish Community College	Certificate of Technical Studies	Welding I	Yes	Region 7	7	20
BPCD - Bossier Parish Community College	Certificate of Technical Studies	ARC Welder GTAW	Yes	Region 7	6	18
BPCD - Bossier Parish Community College	Certificate of Technical Studies	ARC Welder SMAW	Yes	Region 7	6	18

If you have feedback on how the inventory could be adjusted to be more helpful for your work, please share by emailing fastforward@la.gov



Key Takeaways

Cornerstones of K-12 / Postsecondary Connections

- Strong connections ensure **alignment between K-12 and postsecondary**, and the **timing of these conversations matters**.
- Connections also affect school performance scores through **student credentials** and **dual enrollment**.

Case Studies and Example Partnerships

- When advising students on a pathway, keep in mind **how the credentials they earn can match up with what's accepted at local postsecondary institutions**.
- Connecting with colleges **early** can **secure more opportunities** for students.
- Counselors can support connections with colleges by **informing students, preparing materials, and advocating for events**.

Showcasing Current Resources

- The LDOE's Certificates of Technical Studies Inventory provides a **comprehensive, catalog of technical studies certificates** from all institutions statewide.



Thank you for your engagement today!

Please take a moment to **complete this short feedback survey** — your input helps us improve future sessions and better meet your needs.



<https://bit.ly/43gQsr5>



Appendix: Resource List



Key Tools & Resources

- [HIRE Education Guide](#)
- [State Focus List](#)
- [Individual Graduation Plan Document](#)
- [Approved Pathway List](#)
- [Course Code List](#)
- [Business, Management, & Marketing Pathways Information](#)
- [Funding Guidance](#)
- [Work-Based Learning](#)
- [Graduation Tracking Guidance](#)

