



Corporate Training Solutions

**Presentation
March 8, 2019**



About CTS



Vision: Making clients better.

Mission: We enhance communities, employers, and individuals by assessing needs, building relationships and delivering quality training and services.

Our Market

Regional perspective:

- London
- St. Thomas
- Woodstock
- Simcoe
- Huron & Bruce Counties
- Stratford
- Brantford
- Sarnia
- Chatham
- Windsor



Our Training Areas:

Licensing & Certification

- A, D, F Class Licences
- Air Brake Endorsement
- Ozone Depletion Prevention

Business & Leadership

- Business Momentum Series (LEDC)
- Change Management
- Front Line Supervisor (Ivey Academy)

Health Care & Compliance

- PSW, DSW, Nursing PD
- First Aid/CPR/Mental Health
- Working at Heights

Trades & Technology

- CNC/Millwright/Tool & Die
- OBOA Technical Training



Our Service Areas:

Learning Management Solutions

- Customized online training content creation and hosting
- Tracking, report and data collection

Research and Market Analysis

- Focus group facilitation
- Secondary market analysis

Data Analytics & Reporting

- Online surveys – development, administration and reporting
- Data integration and advanced analytics (AI/ machine learning), data visualization, dashboard development

Strategic Planning

- Environment scans
- Implementation plans



External Partnerships



Our Non-Profit Business



Contact Information

Corporate Training Solutions

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Corporate
Training
Solutions

The Centre for Research and Innovation

Alex Jaworiwsky, Event & Outreach Coordinator

An Overview

The **Centre for Research and Innovation (CRI)** is Fanshawe College's Research Office and Industry Innovation Centre (IIC). CRI links **industry, business and community partners** with Fanshawe student and faculty researchers to **develop research and innovation projects** and programs, and serves as the College's liaison to external funders.

How we can partner:

- Social enterprises
- Grant writing and project management
- Connection with faculty to integrate your projects as capstones in class

Our Contact

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Employment and Student Entrepreneurial Services

Support for Employers

Career Services

All Students and recent grads
Post Jobs – Career Services Job Site
Annual Career Fair

Co-operative Education

Post Jobs- Co-op Job Site
Eligible Coop Programs

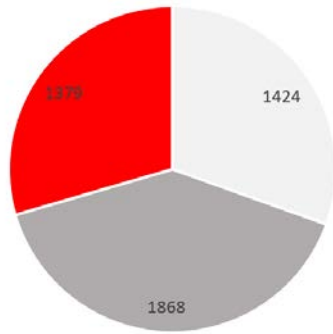
Community Employment Services

Post Jobs – Community job board
Unemployed, underemployed,
community, SJS

LEAP Junction

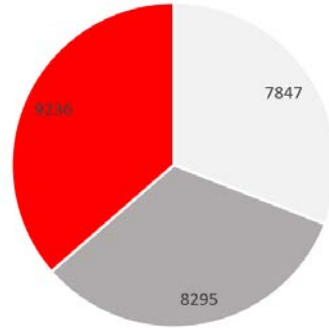
Entrepreneurial Business Accelerator

New Employers - 4,671 over 3 years



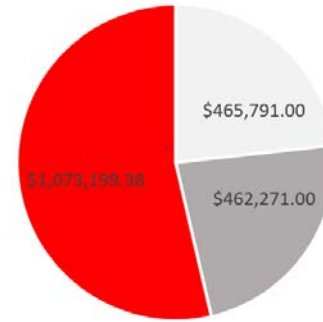
14-15 15-16 16-17

Jobs Posted - 25,378 over 3 years



14-15 15-16 16-17

Funds for Students
\$2,001,261.38 over 3 years



14-15 15-16 16-17

HIRED!

PRACHITI SHINGOTE

Construction Project Management



Career Services

- **Career Services exists to assist students in finding jobs and careers**
- **Posting part-time, summer, or full-time jobs**
- **Postings for students and Alumni (lifetime access)**
- **Career Services offers**
 - Student job search support
 - Career Fair and Job Fairs
 - Employer visits
 - Ignite Career Conference
 - Industry and Peer to Peer Mentorship Program (InSPIRE Mentoring)

Co-operative Education

- Co-operative Education at Fanshawe is designed to bridge the gap between education and the work place by integrating academic studies with paid work experience and on- the-job application of theory.
- Students alternate semesters in college with work semesters in program related positions.

Co-operative Education

- Make money while in school
- Gain experience while studying
- Learn the real world applications of the knowledge gained in class
- Co-op is more than just a job, it lets students gain work experience that is actually part of the student's curriculum and their on-the-job performance becomes part of their record
- Co-op students are highly motivated to apply their skills learned in class and perform well in the workplace
- Employer tax credit

Co-operative Education

52 co-op programs over 4 campuses

- Building Technology
- Lawrence Kinlin School of Business
- Norton Wolf School of Aviation Technology
- Applied Science and Technology
- Design
- Information Technology
- Tourism and Hospitality
- Public Safety


Community Employment Services

- Community Employment Services (London) and Career and Employment Services (St Thomas) offers employment supports to everyone in the community!
- CES can offer incentives to employers and can assist them with their hiring needs
- Provide information on Apprenticeship
- Access to the Canada Ontario Job Grant
- This service is not available for students, however, can be accessed after graduation or by family and friends

LEAP Junction



Ever dreamed of starting your own business? Got an innovative idea to develop? Do you think you have what it takes to be an **entrepreneur**?

If so, then take the leap. Come check things out at the **leap junction** where leadership, entrepreneurship, alliances  passion meet.



LEAP Junction

- LEAP Junction offers supports to entrepreneurs
- Student entrepreneurs can meet with someone and take part in the consultation services
- We provide information on;
 - Legal Services
 - Business Plan Development
 - Networking
 - Perfecting your sales pitch
 - Courses
- LEAP Junction is where leadership, entrepreneurialism, alliances, and passion meet at the junction



Connect with us!

Department	Contact Information
Co-operative Education	www.fanshawec.ca/coop coop@fanshawec.ca
Career Service	www.fanshawec.ca/careerservices jobsite@fanshawec.ca
Career and Employment Services (St.Thomas) Community Employment Services (London)	www.fanshawec.ca/cesstt cesstt@fanshawec.ca www.fanshawec.ca/ces ces@fanshawec.ca
LEAP Junction	www.leapjunction.ca leapjunction@fanshawec.ca



PILLAR NON PROFIT

COMMUNITY CONSULTANCY –
KINLIN SCHOOL OF BUSINESS

MAY 29, 2019



COMMUNITY CONSULTANCY OVERVIEW

- Piloted in 2006 – Rolled out 2007
- Consultant service available to:
 - Owners and managers of small and medium-sized enterprises
 - **Not-for-profits**
 - Public organizations
- Offer strategic advice, research, and recommendations
- Students are from 5 post-graduate programs

SERVICES INCLUDE (BUT NOT LIMITED TO):

- Human resource policy and planning
- Compensation and recruitment initiatives
- Strategic marketing plans
- Market research and analysis
- Digital/New media marketing strategies
- Expansion strategies
- Competitive industry analysis
- Risk and operations management
- New product research

EXAMPLES OF PROJECTS IN THE PAST

- Branding an annual event (community fair) – New logo/tagline/social media
- Customer surveys
 - Online
 - Face-to-Face (Including customer focus groups)
- Market evaluations (ex. Via Environics)
- Advertising campaigns
- Employee engagement strategies
- Job analysis and compensation review

EXAMPLES OF PROJECTS IN THE PAST

- Strategic Marketing Plan
- Website review & design and Optimization
- Content development
- Social Media Plan
- Integrated Marketing Communications
- Digital Media
- Customer retention tactics
- Google Analytics
- Sales and Territory Analysis
- Event Planning

TIMING AND LOGISTICS

- 3 Intakes
 - September - December
 - January- April
 - May – August

- We are able to support clients with larger initiatives across multiple semesters.

THANK YOU!

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