

The Indiana Economic Development Corporation (IEDC) Micro-Internship Program: An Overview for Indiana Colleges and Universities









Introductions from Indiana Economic Development Corporation (IEDC)



PARKER DEWEY

- What is the Indiana Economic Development Corporation (IEDC)?
- Why is IEDC launching this program?
- Why are we working with Parker Dewey?
- Program Goals
 - Bring awareness of careers and Indiana companies to university and college students
 - Keep Indiana college students in Indiana upon graduation
 - Support Indiana companies' hiring needs













Parker Dewey Overview





PARKER DEWEY

- How Parker Dewey Helps Students: Parker Dewey supports students by creating equitable opportunities to bridge the gap between college and career.
- How Parker Dewey Helps Companies: Parker Dewey helps organizations access, engage, assess, and hire early-career talent through short-term, paid professional assignments (Micro-Internships) which we created in 2015.
- How Parker Dewey Helps You: Parker Dewey is honored to partner with 800+ colleges/universities and nonprofit organizations nationwide to help your students launch their careers and employers recruit early-career talent.









What are Micro-Internships

Micro-Internships are **short-term**, **paid**, **professional projects** that can be completed **on-demand** by highly motivated early-career talent.

- → Projects: Involves a specific deliverable, as opposed to ongoing or regularly scheduled tasks
- → Short-term: Typically a total of 10-40 hours of work by the Micro-Intern
- → On-demand: can be done year-round, with no administrative burdens (payroll, legal, etc.)
- → Paid: Fixed cost to make it simple, usually \$200-\$600 per project
 - The IEDC Micro-Internship program funds 20-hour Micro-Internships for Indiana-based orgs
 - Students receive \$400 upon completion at NO COST to the organization!
- → Professional: Similar to what would be assigned to an intern or new hire

Micro-Internships provide a valuable way to access, engage, assess, and hire for traditional internships and full-time roles.





Usability Review of Customer Portal | Northbrook, IL

BY: M. Holland

DEPARTMENT: Business Intelligence / Strategy

PROJECT DESCRIPTION

We are looking for somebody to run a usability review of our customer portal, MHX. Currently, the portal is stuck at a plateau number of users and we need some help assessing the use analytics of the site. Additionally, we would like you to conduct customer interviews to understand why current users value and use the program, and why they also fall off after signing up. Finally, we seek tactical recommendations to improve user counts for the platform.

Success Stories



Scouting for Disruptive Technologies:

Terahertz | Falls Church, VA

BY: Northrop Grumman
DEPARTMENT: Systems Engineering

PROJECT DESCRIPTION

The focus of this effort will be on four (4) key applications for THz wave technologies, namely in the fields of: communications, timing, sensors, and reactions.

For each of the four applications listed above, the project state of work will entail:

- 1) researching an application to determine what is its "state of the art", what its future looks like, and what the known & expected technological problems (as well as ethical concerns) are,
- 2) creating a list of the companies / universities / militaries / governments involved in the research & technology development of this application,
- 3) utilizing resources like Google Scholar to see the quantity & quality of scholarly research papers on these topics (if applicable),
- 4) performing a high-level market analysis to see the compound annual growth rate (CARG), what the markets of big growth are, what industry/industries are investing in the technology, etc., and
- 5) synthesizing all findings into a written report. A template for reports is available and will be provided to ease in the writing process.



HR Internship Audition | Boca Raton,

FL

BY: Orangetheory Fitness
DEPARTMENT: Human Resources

PROJECT DESCRIPTION

This Micro-Internship is being used to identify candidates for our 2024 summer internship program. Please only apply if you are interested in an on-site internship this summer at our Boca Raton, Florida office.

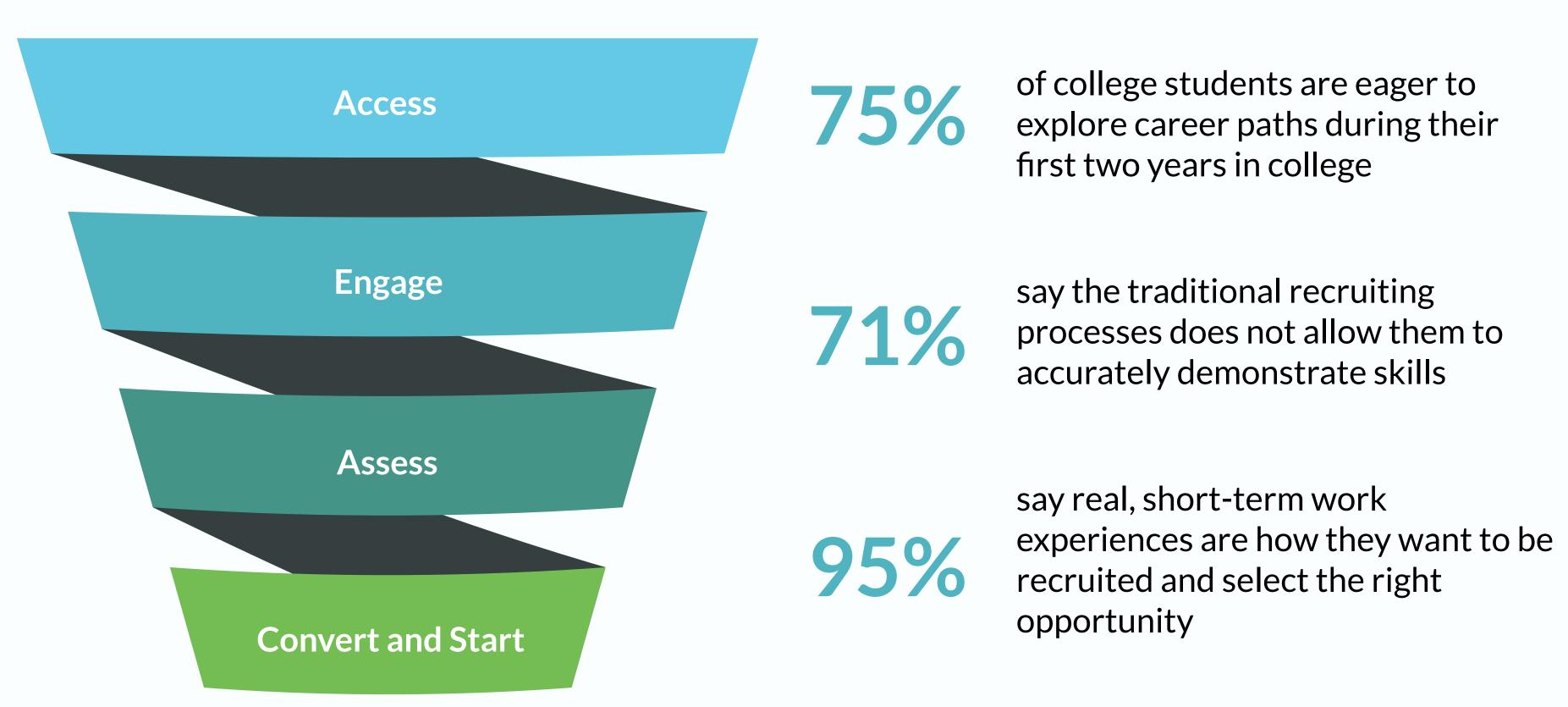
For this Micro-Internship, we would like you to identify best practices for new hire onboarding. This may include best practices used by other organizations, emerging tools, processes, etc. The deliverable is a one-page Powerpoint slide that summarizes your findings and recommendations, with supporting materials included in additional slides or a Word document.





Why Micro-Internships Work for Students

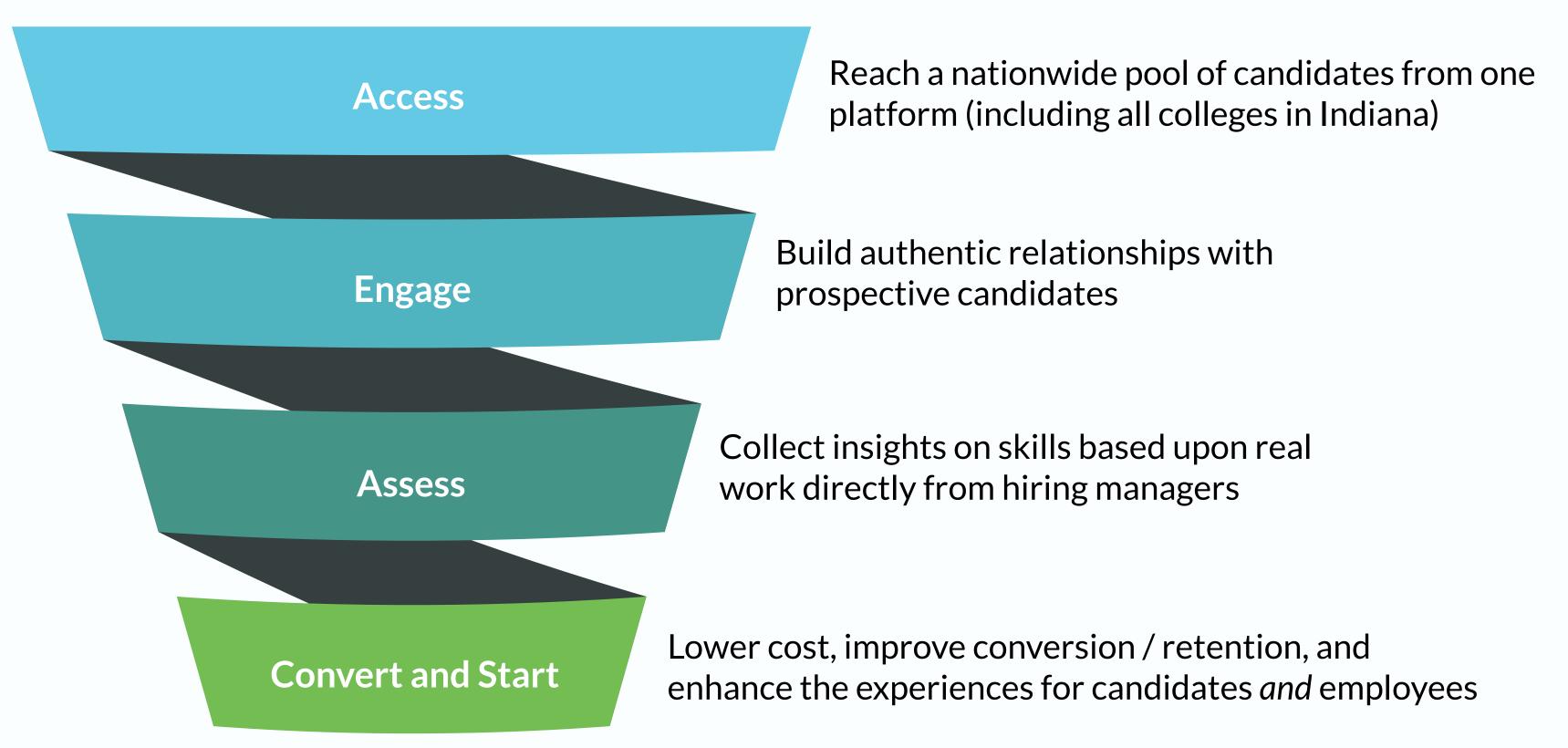
This is how students want to be recruited





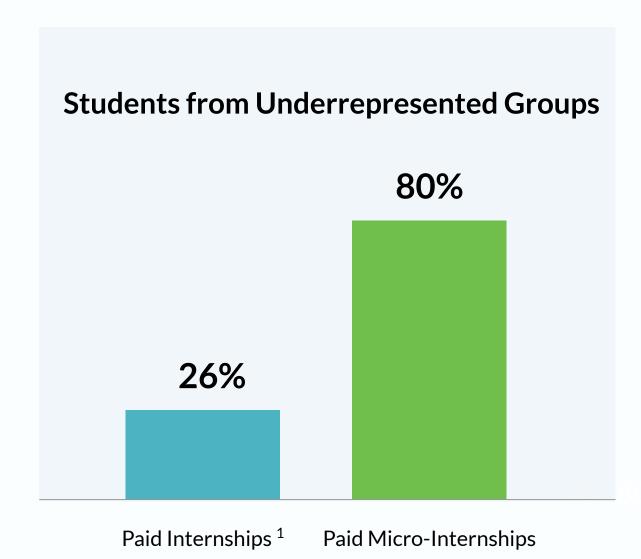
Why Micro-Internships Work for Employers

Build relationships and hire students based on their work

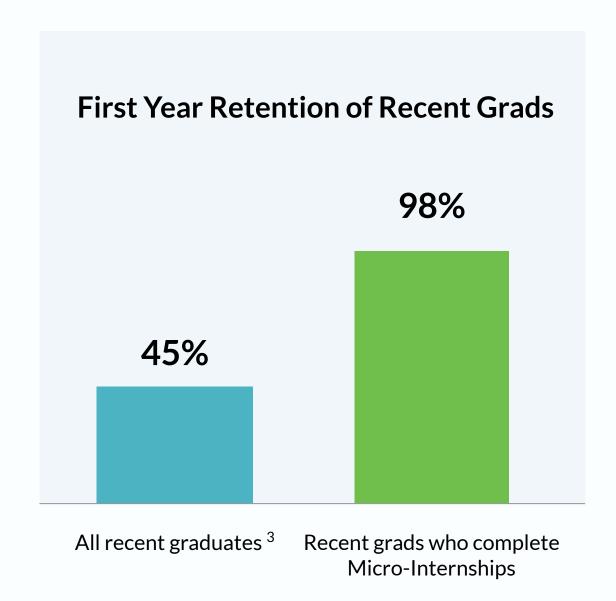




The Impact of Micro-Internships









¹ According to the National Association of Colleges and Employers (NACE) 2019 Student Survey Report.

² Based on averages compiled by the National Association of Colleges and Employers (NACE) 2018 Recruiting Benchmarks Survey.

³ According to the U.S. Bureau of Labor Statistics National Longitudinal Surveys NLSY97.



Career Readiness Competency Reflection¹



How it Works for Students

1

Create a Profile

Takes < 10 minutes and is open to all students AND alumni. No single sign-on or IT integration.

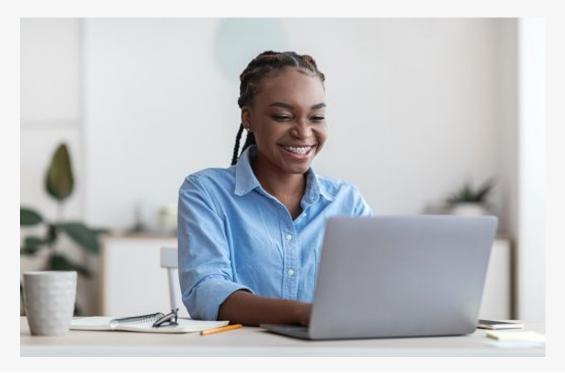
Apply to Projects of Interest Students see active projects and relevant details about the opportunity.

3

If Selected, Complete the Project
Work directly with the hiring manager to
complete the project. Paid by Parker
Dewey upon completion.

Parker Dewey's role:

- Vetting projects:
 - o Is it professional?
 - Is it paid fairly?
- Project administration (HR, legal, payroll)
- Support materials for student success



Create a Profile



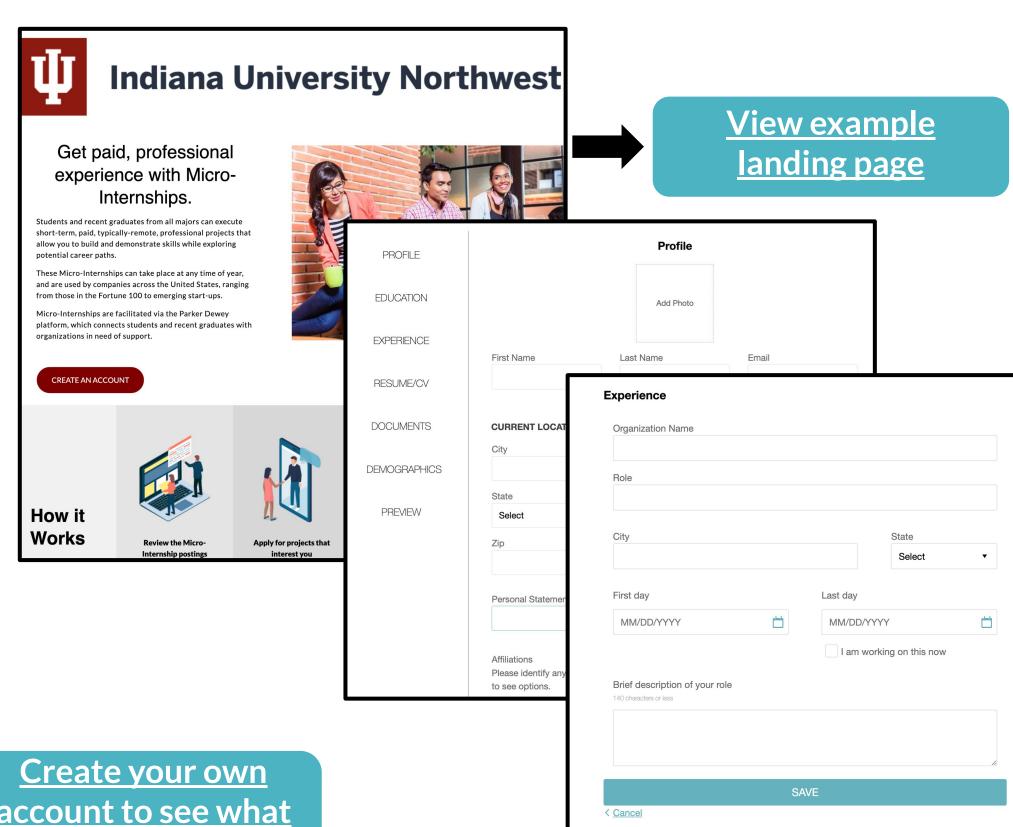
Complete basic information



Add Experience, Education



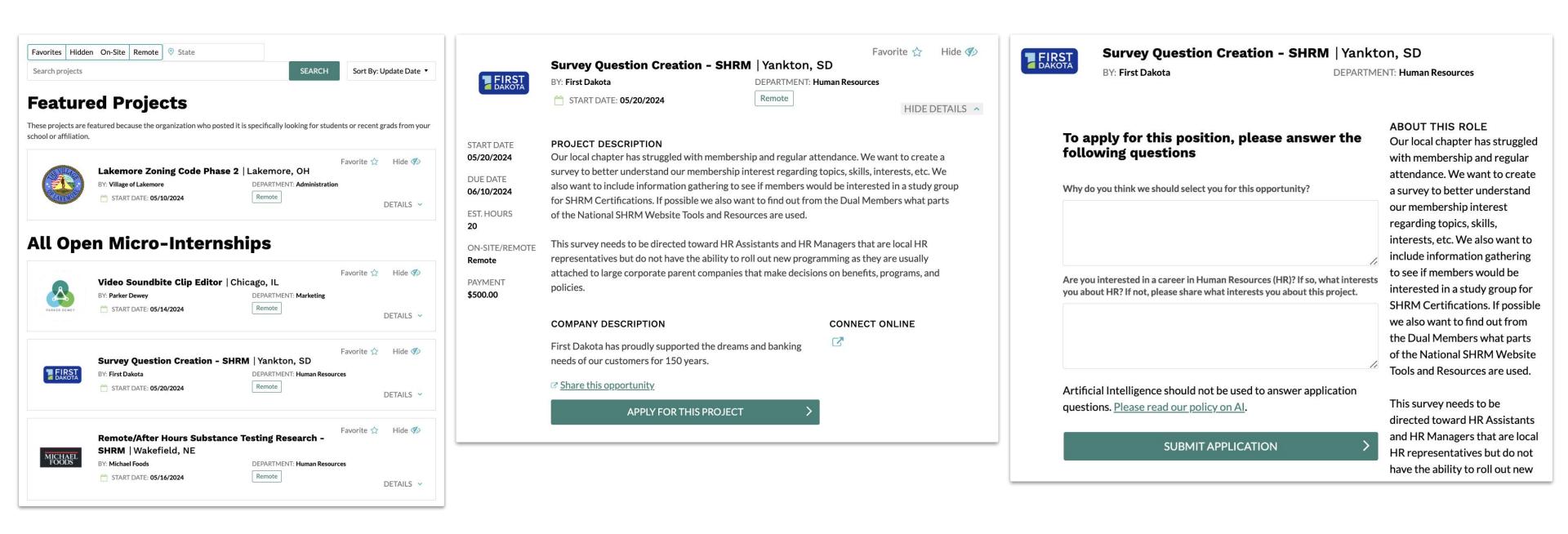
Optional: Upload resume, other documents



account to see what students see



Students Apply to Projects of Interest



- Projects are "Featured" based on student's school/affiliation; IEDC Micro-Internships will be listed under "Featured Projects"
- PROJECTS CYCLE QUICKLY
- Many projects are filled by multiple students who work and are paid individually



Application Process: Quick for Students, Easy for Companies

Why do you think we should select you for this opportunity?

VS

Emma

I have had a passion for medical device sales ever since I found out about the industry in high school. I have proven my place in the industry as a student by being involved in almost every sales opportunity that is offered through the university and outside of it. You will find me to be very hardworking and goal-driven in everything that I do. I have a big passion for working with people and believe that I will be a huge asset to the company.

Wyatt

I have expereince cold calling and door to door sales. I also have experience developing a sales strategy for a commercial cleaning company.

Other examples



How It Works for Companies

1

Post Your Project

Think about the tasks you want done, but don't have the time for or aren't the best use of time for you or your team.

2

Select Who You Want

You'll only see candidates who have proactively expressed interest in completing your assignment.

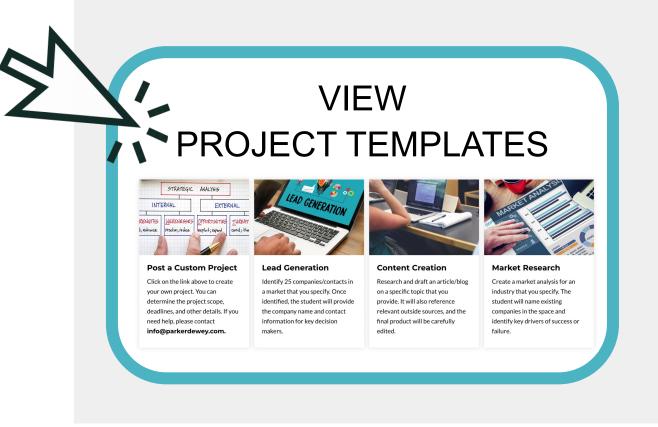
3

The Work Gets Done

You can communicate with the student as much or as little as you want and in whatever way is easiest for you.

Easy by design

- Helps busy professionals get work done
- Allows employers to harness the recruiting benefits





Use a Template or Create Your Own



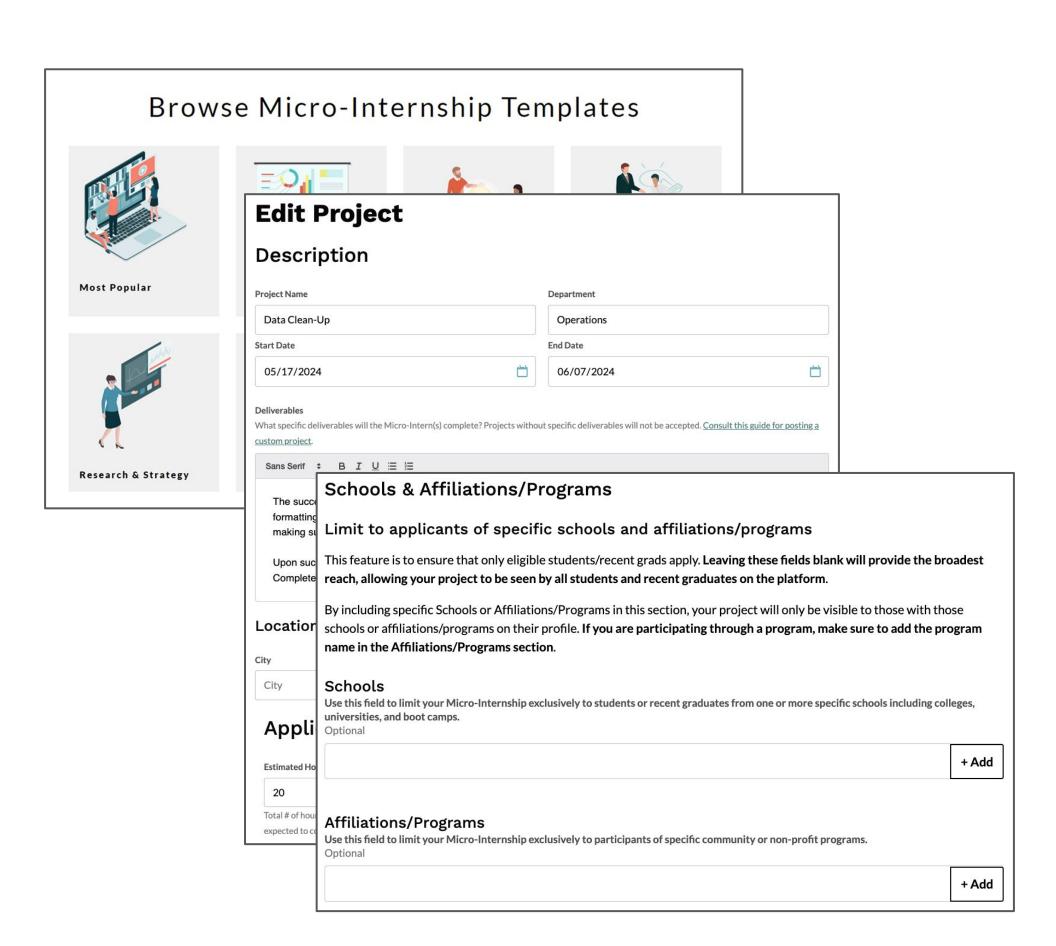
What needs to be done



Deadline

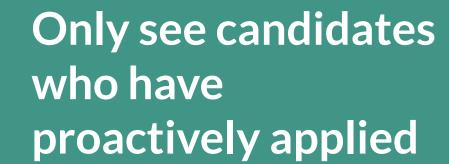


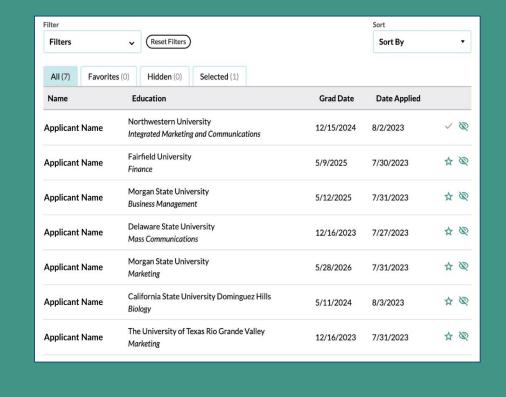
Any other details





Select the Micro-Intern(s)

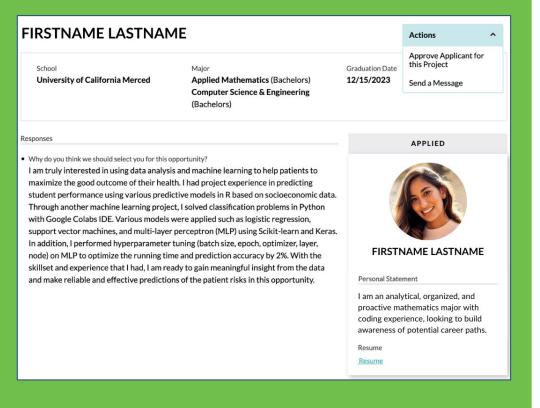




View student profiles, resumes, LinkedIn profile and/or portfolio documents



Review short-answer questions to quickly make a decision





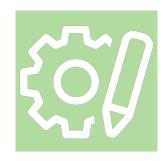
Company Tutorial: See how the whole process works for companies

Once Micro-Intern is Selected, the Work Gets Done



Kickoff conversation with supervisor

Company and student connect real-time via phone, Zoom, etc. to share whatever needed materials (templates, examples, etc.)



Students use available resources

Micro-Interns use resources available to them such as in-class examples, faculty, alumni mentors, etc.) and through Parker Dewey to complete the projects



Students inherently motivated to succeed

Over 98% project success rate as students strive to exceed expectations and projects are scoped to be appropriate for college students/recent grads



Ongoing support, including Success Checklists for Students and Companies

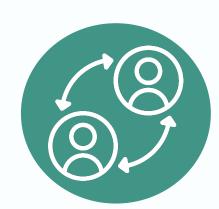
Parker Dewey's Client Success team is available to answer questions at any time. Parker Dewey also administers each Micro-Internship: payroll, HR documents, tax forms, etc.



IEDC Micro-Internship Program Goals



Bring awareness of careers and Indiana companies to university and college students



Keep Indiana college students in Indiana upon graduation



Support Indiana companies' hiring needs







Eligibility Criteria

For Students:



Current student or recent grad from <u>any Indiana</u> <u>college/university</u>



At least 18 years of age



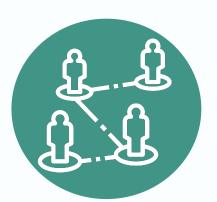
Has authorization to work in the U.S. or an ITIN



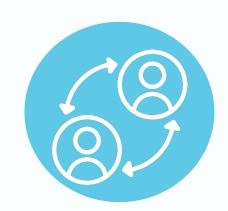
For Companies



For-profit, non-profit or government organization



Location(s) in Indiana (does not need to be headquartered in the state)



Looking to HIRE students for long-term roles





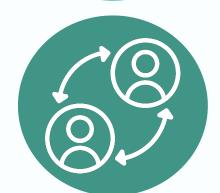
How This Helps You



Support students, particularly those who are not able to engage in traditional experiential learning opportunities, are overlooked, etc.



Thank employers, alumni, "friends," etc. who have been supportive of your school/department



Build relationships with new organizations that you want to engage



Receive outcomes data that you can use for your KPI's





How You Can Help

How to Make the Most of This Program to Support your Students and Employers

Share the program with your employer partners



Share the program with students



Identify additional employers to engage



Schedule time
with Parker
Dewey to
discuss other
ideas







Share the program with your employers



Remember that the IEDC program is focused on keeping talent in Indiana. As a result, you should engage employers looking to scale, innovate, or optimize their recruiting process with skills-based hiring.

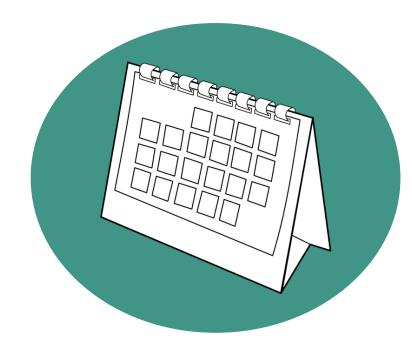
This is key to supporting your students now and in the future.

- → High volume of annual early-career hires or interns
- → Currently engaged with your programs
- → Employers that are (or should be) seeking to engage with your students at scale



IEDC Micro-Internship Program Overview for Employers

Invite Your Employers Today!!!



Thursday, September 12 12 pm ET / 11 am CT



Join us on September 12th for an in-depth look at the Indiana Economic Development Corporation (IEDC) Micro-Internship Program. This overview will provide valuable insights into how you can leverage this program to connect with college students and recent graduates through short-term, paid projects. By participating, you'll gain the tools to evaluate potential future hires, enhance your employer brand, and build a robust talent pipeline.

Key takeaways:

 Discover how the program connects you with talent from Indiana institutions.

The Indiana Economic Development Corporation (IEDC) Micro-Internship Program

Empower your organization by engaging early-career talent. Strengthen your hiring pipeline and elevate your brand across Indiana.

Join us on Thursday, September 12, 12 PM ET
/ 11 AM CT

Live webinar won't fit in your schedule? We'll still send you the recording and follow-up information when you register!

First name*



Employer Webinar Marketing Materials

How Micro-Internships work and how they can enhance your recruiting strategy.

How participating in this program can create equitable

Examples of impactful projects completed by students from [Your School's Name] and

Who to Invite:

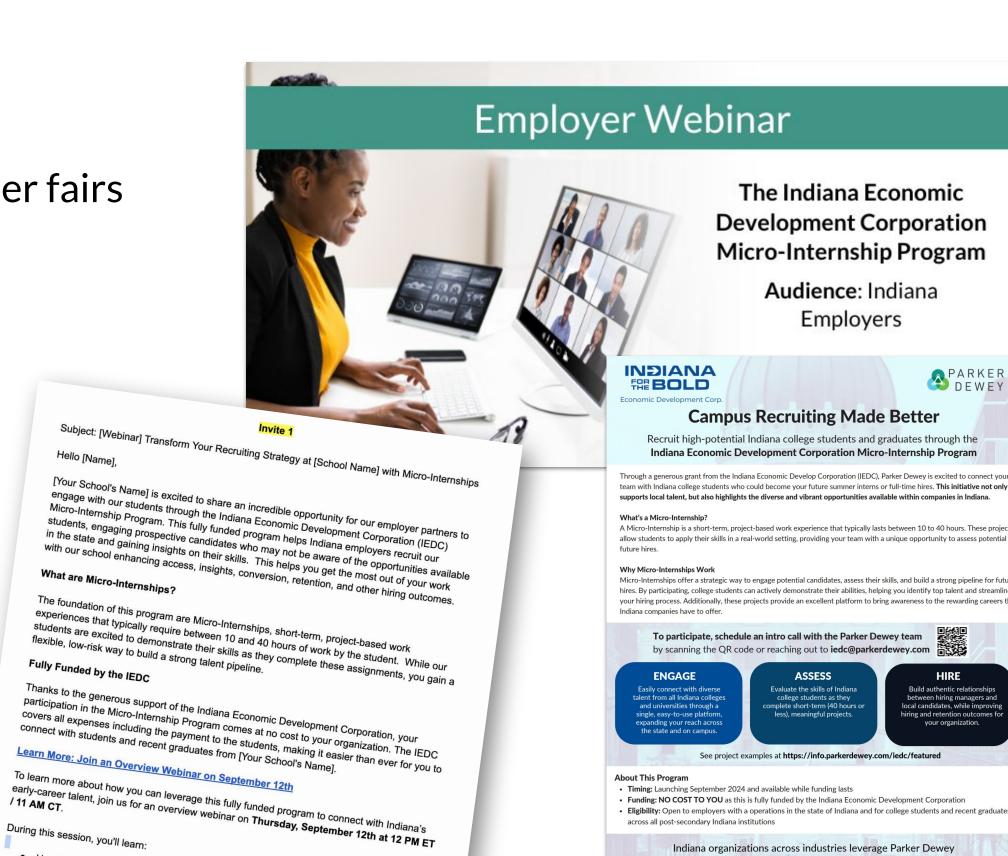
- Companies coming to your upcoming career fairs
- Corporate sponsors
- **Board members**
- Alumni located in Indiana

EMAIL INVITATIONS

NEWSLETTER OR SOCIAL MEDIA

PROGRAM FLYER





Indiana organizations across industries leverage Parker Dewey

GE Aerospace TMS

FLEETCOR TRANE

Enhancing Employer Involvement in Career Services Activities

If you're seeking to get more participation in career fairs, info sessions, and other professional development events, encourage Indiana employers to use the IEDC Micro-Internships before, during, and after events.

- → As an event attendance / booth traffic driver, employers are offering Micro-Internships as an exclusive opportunity for students that show up to events. This encourages students to learn about organizations and industries they weren't previously considering.
- → As a **post-event follow-up**, employers are offering Micro-Internships as the next step after attending an info session, but before applying to full-time or summer internship roles. This makes the information presented during the event stick and helps keep students engaged.



Tactical Next Steps

- → Include this one-page overview with your Career Fair and Info Session resources
- → Share this blurb in your next email to employers:

Boost Career Fair Outcomes with Micro-Internships

Discover how Micro-Internships can support you in establishing deeper connections with our students, while providing a comprehensive understanding of a candidate's potential. Plus, for a limited time, take advantage of an opportunity to try out Micro-Internships during our next on-campus event.

Share This!





Deepening Relationships with Existing Employer Partners

If you've heard rumblings from campus recruiters that they are **struggling to fill roles** or are **seeking new ways to stand out to your students**, offer IEDC Micro-Internships as an engagement tool.

- → Early access pre-internships to engage freshman and sophomores who are excited to learn more about employers, industries, and roles, while demonstrating their Core Skills on tasks like research and content creation
- → **Keep warm tool** to <u>keep their organization top of mind</u> after students attended events or completed their summer internship
- → Awareness generator by hiring <u>project-based student ambassadors</u> to reach targeted students who might be getting missed with current efforts



Tactical Next Steps

- Use this guide to support employers in reaching their goals with Micro-Internships
- → Schedule this email series to employers
- → Share this blurb in your next email to employers:

Overcome Campus Recruiting Challenges with Micro-Internships

Learn how Micro-Internships support employers in overcoming their top campus recruiting challenges, leading to more engaged candidates, happier hiring managers, and improved quality of hires. Don't miss out on your opportunity to try out Micro-Internships at no-cost to your organization.

Share This!







Share the program with your students



Remember to share the program with your EMPLOYER PARTNERS first! Companies can post projects just for students at your school, and students are excited to put their education to work and get paid experience.

Student benefits to emphasize include:

- → Micro-Internships are <u>REAL</u> engagement, networking opportunities
- → Micro-Internships are all <u>PAID</u>
- → Micro-Micro-Internships are designed to help students get <u>HIRED</u> for internships and/or full-time roles



Student-Focused Micro-Internship Webinars



Career Launcher FAQ Webinars (Monthly)

This student-focused webinar covers how Career Launchers can set themselves up for success when applying for Micro-=Internship experiences.

Next Session: Sept. 19, 2 pm ET





Student Office Hours (Monthly)

For those students who have already created an account and applied to projects, these events are an opportunity to have their profile and responses reviewed. This session is not recorded.

Next Session: Sept. 24, 1:30 pm ET



Creating your own Opportunities with Micro-Internships (Quarterly)

This webinar teaches students how they can professionally approach companies of interest to create their own Micro-Internships.

Next Session: Sept. 26, 1 pm ET

Student-Focused Marketing Materials

Tips for Student Engagement Success:

- Include ALL majors
- Include ALL academic years
- ☐ Share this program with Faculty
- Share this program with Academic Advisors
- ☐ Share this program with Student-Athletes, Coaches
- ☐ Are you a Parker Dewey Partner? You can share your own landing page or the IEDC student page

PROGRAM WEBSITE FOR STUDENTS

EMAIL INTRODUCTION

WEBINAR PROMOTION

NEWSLETTER OR SOCIAL MEDIA





Get Paid, Professional Experience with Indiana Employers

As a student or recent graduate from a college or university in the state of Indiana, you can gain valuable, paid, professional experience through Micro-Internships! These short-term projects allow you to build and showcase your skills while exploring incredible potential career paths with employers in Indiana!

Micro-Internships are available year-round and are offered by companies across Indiana, from established organizations to innovative start-ups.

These opportunities are facilitated through the Parker Dewey platform, connecting you directly with Indiana employers in need of your skills and expertise.



CREATE AN ACCOUNT

Are you an employer? Learn more here

Already have an account?
Sign in here









How it



Identify additional employers to engage



If you're looking to attract more employers to actively recruit your students, use IEDC Micro-Internships provide a "sneak peak" of your students to new employers or encourage former employers to return to campus.

- → Employers can work directly with Parker Dewey to create **projects that map to current hiring needs**, effectively auditioning students while introducing their employer brand and career opportunities to your campus.
- → Offer targeted Micro-Internships to students in specific clubs, with geographic ties, or other programs to help employers address top-of-mind objectives.



Tactical Next Steps

- → Identify a list of targeted employers and coordinate with our employer engagement team we may already have a relationship or vice versa
- → Offer Micro-Internships as a perk for new employer partners, allowing the company to generate awareness prior to the career fair or as an exclusive opportunity for only those students that stop by the booth
- → Bundle IEDC Micro-Internships with **employer sponsorship** opportunities

Share This!





Schedule time with Parker Dewey to discuss other ideas

Parker Dewey is always available to meet with you or employer partners. For you, this program could align with a variety of initiatives:

- → <u>Employer Engagement</u>: Recruiters who complain of poor attendance at career fairs or looking for innovative ways to stand out.
- → <u>Alumni Engagement</u>: Alumni love working with students and can advocate to recruiting teams on why they should be more involved with your school.
- → Sponsorship: Add an IEDC Micro-Internship to an existing Sponsorship package to thank your sponsors (and create more paid opportunities for your students)



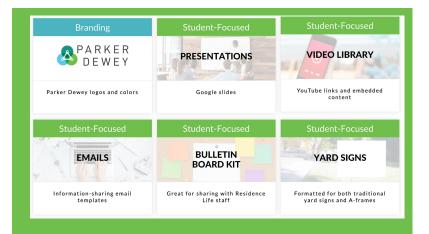
Parker Dewey Partnerships

Building bridges between education and employment...one Micro-Internship at a time



Custom Landing Pages

- Parker Dewey creates customized pages for your <u>students</u> and <u>employers</u>
- Items needed:
 - Your logo
 - Photo(s) of your campus/students
 - Your colors
- Typical turnaround time is 1-2 business days



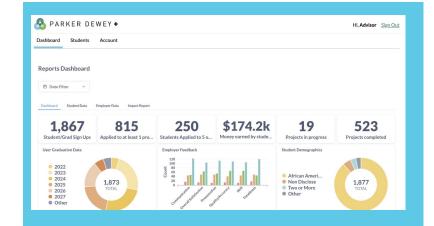
Marketing Collateral

- Engage your target audience: students, faculty, employers, alumni, etc.
- Content contains social media, emails, newsletters, digital signage, and more
- Follow our <u>Career</u>
 <u>Launcher LinkedIn page</u>
 for timely posts to share



Ongoing Support

- Consultation with Partnership Team to strategize best practices, case studies including a Checklist of ideas for student/employer success
- Payment to Micro-Intern upon completion of the project
- HR and legal support for companies



Measurable Data

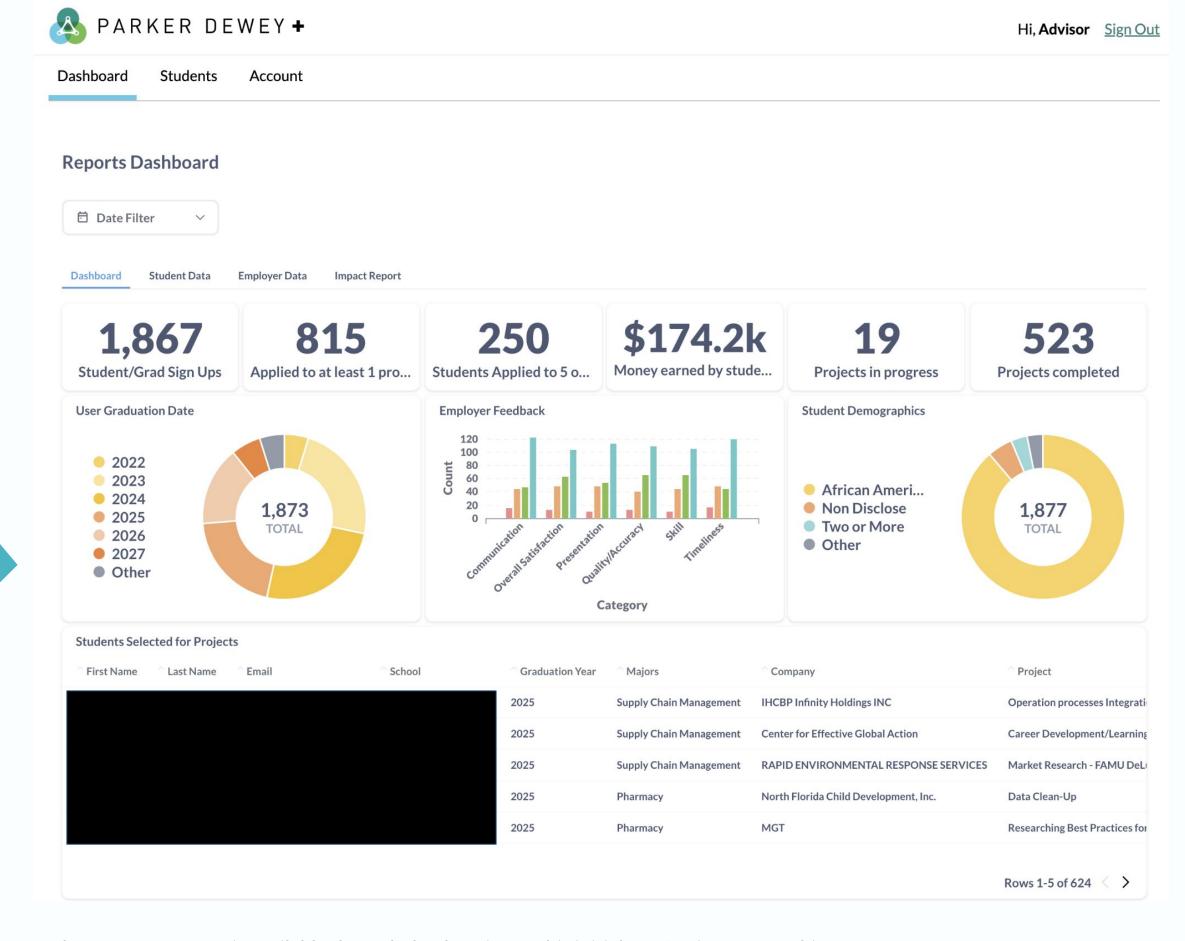
- Reports containing students/grads who have signed up, applied, been selected
- Identify who has worked with your students, hours worked, compensation received
- Feedback about your students' performance on Micro-Internships

<u>Note</u>: Items described above are part of a basic Parker Dewey Partnership and is at no-cost to the partner. The dashboard pictured at right is part of a Parker Dewey+ partnership and available to partners promoting the IEDC program.



For Partners Promoting the IEDC Program: Access to Parker Dewey+

- Detailed dashboard highlighting student/employer engagement
- Download reports on-demand for student signups, students selected
- Download list of projects available for your students
- View student feedback from employers
- View student applications/profiles
- Annual impact report



<u>Note:</u> Parker Dewey+ access is available through the duration of this initial IEDC Micro-Internship program for interested Indiana partner colleges/universities. Parker Dewey+ subscriptions are valued at \$2,000. At the conclusion of the initial IEDC program, colleges/universities will have the option to continue their subscription if they wish to retain access.





Next Steps



- 1. Share the program with your employer partners.
- 2. Share the program with your students.
- 3. Identify additional employers to engage.
- 4. Schedule time with Parker Dewey to discuss other ideas.



Meet with Kristin kristin@parkerdewey.com