



Supplement to the Evaluate webinar

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## Primary Data

Check out BATEC's study that used phone interviews with industry representatives, including employees. BATEC's instruments and thorough sampling plan are located in the report's appendix, where you can also find a good description of the limitations of secondary data:

[www.batec.org/download/BATEC%20Workforce%20Study%20Released.pdf](http://www.batec.org/download/BATEC%20Workforce%20Study%20Released.pdf).

We mentioned the DACUM process several times in the webinar. It stands for *Developing A Curriculum*. While our featured ATE cases modified this process, you can learn more about it in its original form at [www.dacumohiostate.com](http://www.dacumohiostate.com), where it is described as implemented at The Ohio State University.

MATE, another ATE Center, has detailed notes about their workforce needs assessment available online. At this link, you'll find guidelines on running a modified DACUM with business and industry partners to develop occupational guidelines. They also link to the surveys they used for employers and technicians—adapt for your own purposes! [www.marinetech.org/marineworkforce/guidelines.php](http://www.marinetech.org/marineworkforce/guidelines.php).

The Convergence Technology Center has been successful at systematically collecting data from business and industry representatives. See their guide to Creating and Maintaining and Actively Involved Business Advisory Council at [www.collin.edu/academics/ctc/BAC.html](http://www.collin.edu/academics/ctc/BAC.html)

## Secondary Data

Start with the Bureau of Labor Statistics to look for projected growth in your industry or occupation of interest (although all occupations may not be listed) at [www.bls.gov/data/#projections](http://www.bls.gov/data/#projections). Search by education/training or occupation for what is expected in any field by 2018. Historical data are also available. Drill down to region, state, and metropolitan areas as well.

O\*NET is another useful national database on workforce-related matters. Here you can find what skills and competencies are needed on the job. Search from the home page at [www.onetcenter.org](http://www.onetcenter.org). Also available are the surveys used by O\*NET to collect data from workers and employers. Download and modify or use as is for comparison purposes from [www.onetcenter.org/questionnaires.html](http://www.onetcenter.org/questionnaires.html).

## Using Needs Assessment Data in Evaluation

For more information about developing performance standards to help assess the grant's success, view our January 2010 webinar, *Evaluation Tools*. We begin discussing performance standards at 33 minutes, 40 seconds. [vimeo.com/11166132](http://vimeo.com/11166132).