

Additional Resources

Publications and Other Resources for KTER Center Training: Business Outreach

The Center on Knowledge Translation for Employment Research (KTER Center) (<http://www.kter.org>) at the American Institutes for Research (AIR) has compiled a list of resources for its Vocational Rehabilitation (VR) Business Outreach training. This training was conducted under a grant provided by the National Institute on Disability, Independent Living, and Rehabilitation Research (NIDILRR award 90DP0077) and in partnership with the Council of State Administrators of Vocational Rehabilitation (CSAVR), its National Employment Team (NET) with support from the VR Development Group. The purpose of the four-part training is to help VR staff learn more about communicating with businesses to develop partnerships with VR agencies.

Scoping Review References

These publications include journal articles and other documents that KTER Center staff reviewed as part of a scoping review on VR's outreach to business. A scoping review uses a systematic search and culling process to identify available research that meets written inclusion and exclusion criteria on a predefined topic. The KTER Center's scoping review on studies of VR's outreach to business informed this VR business outreach training. References from the scoping review are provided in the [Appendix](#). For many of the publications listed in the appendix, full-text versions are accessible online; others may need to be requested from the publisher(s).

Tools

Experts and practitioners developed these tools to help track and leverage data to enhance the effectiveness of working with businesses.

ExploreVR Toolkit

[ExploreVR](#) gathered tips, best practices, tools, and resources related to information management. This toolkit includes tracking system demonstrations, a sample business customer satisfaction survey, and a downloadable tracking tool template.

Tracking Tools

Kevin Red, information systems manager at the University of Arkansas, developed and shared with ExploreVR an Excel spreadsheet template that can be saved in Google Docs for collaborative editing and tracking of business data. The template has been adapted by several state VR agencies.

- [Original Tracking Tool Template](#) (Scroll down to the heading “Download the original tracking tool template,” and click on the hyperlink to launch the Excel spreadsheet template. You will be able to download and save the template to your computer or other device.)
- [State Version: Oregon Commission for the Blind](#)
- [State Version: Montana Office of Vocational Rehabilitation](#)
- [State Version: South Dakota Office of Vocational Rehabilitation](#)

Talent Acquisition Portal® (TAP)

The Council of State Administrators for Vocational Rehabilitation (CSAVR) and its National Employment Team (NET) developed the Talent Acquisition Portal® (TAP). The TAP features an online listing of individuals with disabilities seeking employment and a job-posting platform for businesses that are hiring. Business consultants can strengthen their relationships with corporations and multistate companies by offering the portal as an access point to candidates. To learn more, visit <https://tapability.org/>.

Training and Development

The National Research and Training Center on Blindness and Low Vision (NRTC on Blindness and Low Vision) is offering a training: [Improving Business Development Skills: A Training for Rehabilitation Professionals](#). This free online course gives participants the opportunity to earn up to 17.25 continuing education credits.

Course description: Most vocational rehabilitation (VR) counselors and other professionals are expected to work with businesses as part of their jobs, yet many are not comfortable with this activity or do not have the knowledge or skills needed to be successful at business development. This course was created to address these problems and improve knowledge and skills related to engaging with employers. Business development is more of an art than a science, but some specific methods

can be used to provide structure to this activity and help people learn how to be successful at it. The course consists of 26 modules broken into five major sections, plus a resources section.

Briefs

The KTER Center and ExploreVR have published several briefs about business engagement and related topics.

KTER Center Briefs

- [KTER Center Technical Brief #9 \(2018\): Improving outcomes for vocational rehabilitation \(VR\) collaboration with businesses: Survey and focus group findings from VR business consultants and business leaders](#)
- [KTER Center Technical Brief #8 \(2017\): Focus group findings from vocational rehabilitation \(VR\) staff and adults with autism spectrum disorder \(ASD\): Improving VR counseling services for adults with ASD](#)
- For broader information about disability employment generally, you may wish to consult the [KTER Center's Employment Research Database](#)

ExploreVR Briefs

- [Review VR Brief: Vocation Rehabilitation Working with Job-Driven Data: From Business Engagement to Employment](#)
- [Review VR Brief: What is Business Engagement?](#)
- [Review VR Brief: The Dual-Customer Dynamic: How are State VR Agencies Developing their Staffing and Agency Infrastructure to Meet the Needs of Businesses?](#)

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Appendix

Scoping Review References

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