

THE PARTNERSHIP MODEL: AN INNOVATIVE APPROACH TO COLLABORATIVE REVENUE GENERATION

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OBJECTIVES

- Describe how the Partnership model has emerged and how it currently operates.
- Discuss the unique components of the Partnership model and how it can lead to a more highly qualified nursing workforce.
- Explain the revenue opportunities and barriers of such a program, both locally and nationally.

A Lego Perspective:



LEGOS?



<http://www.lawrence.lib.ks.us/kids-room/clubs/>

■ *The American Association of Colleges of Nursing (AACN) is committed to working collaboratively to create a more highly qualified nursing workforce.*

■ *Enhancing Diversity in the Nursing Workforce*

WHAT THE PARTNERSHIP OFFERS:

- *An Outcome Based, Standards Driven Pre-licensure Curriculum*

PUT TOGETHER IN A LEGO FORMAT. . .



<http://rehabresources.net/legos-more-than-just-a-kids-toy/>



<http://www.archerpoint.com/blog/Posts/building-argument-agile>

HOW IT EMERGED:

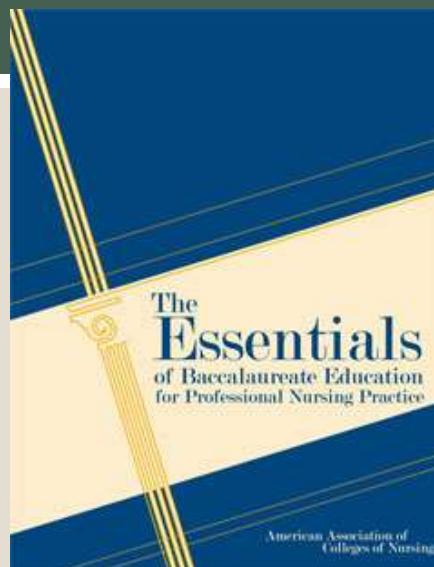


Baccalaureate Big Five

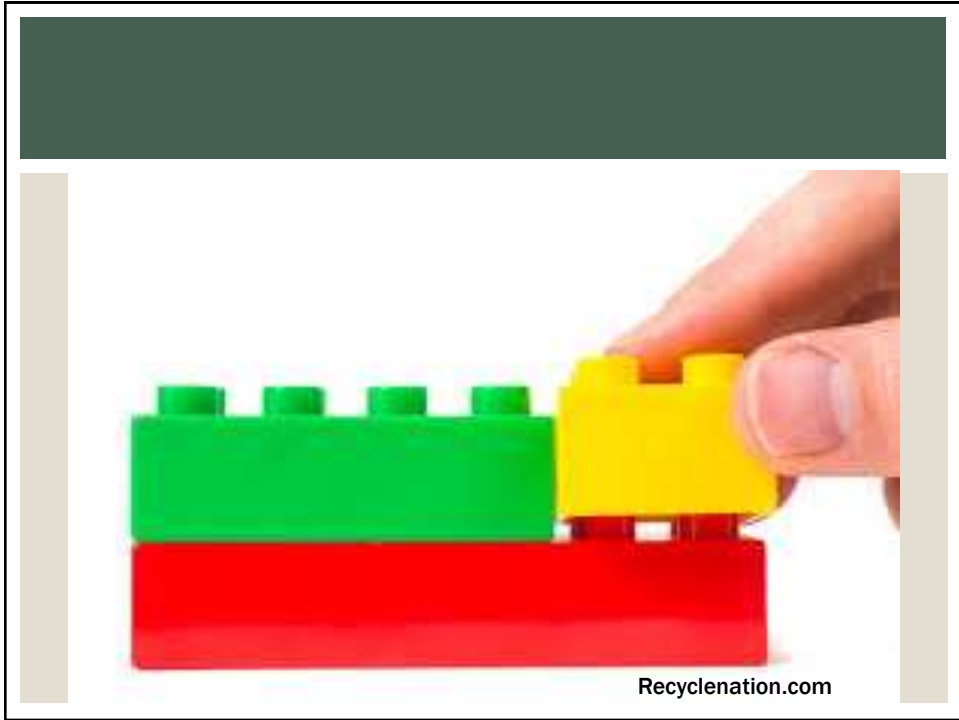


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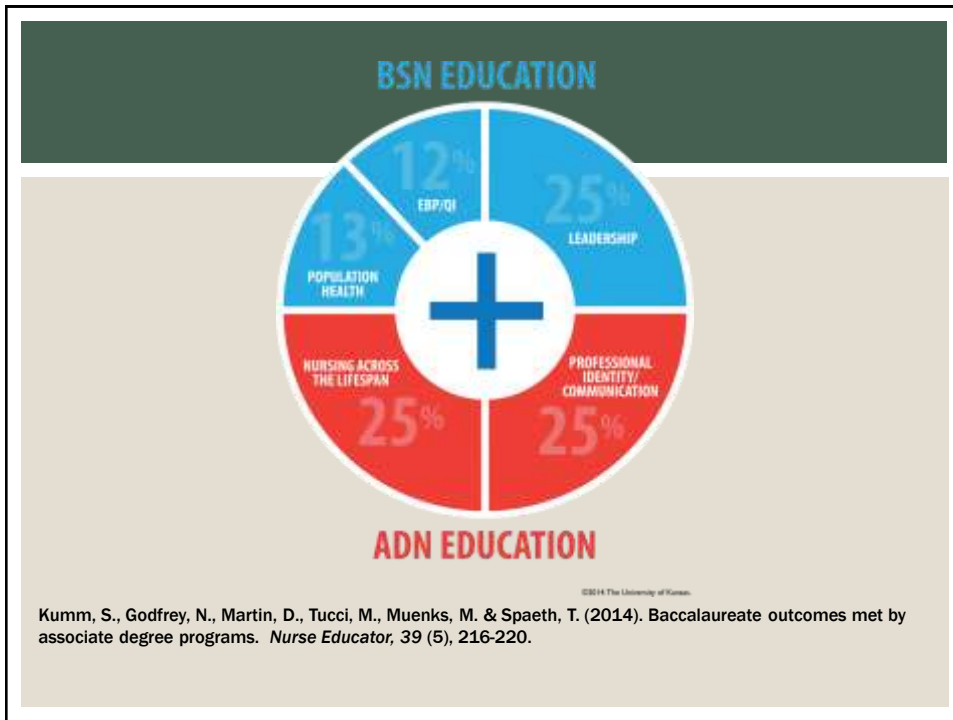
Kumm, S. & Fletcher, K.A. (2012). From Daunting Task to New Beginnings: Bachelor of Science in Nursing Curriculum Revision using the New Essentials. *Journal of Professional Nursing*, 28 (2): 82-89.



<http://www.aacn.nche.edu/publications/catalog>



**Baccalaureate outcomes
met in associate degree
nursing programs**



- ## OUTCOMES:
- Regulatory Support
 - Accessible Costs
 - Increased Diversity
 - High Retention Data
 - High NCLEX-RN Scores
 - High Job Placement Rates
 - Increase in Student Numbers

REGULATORY SUPPORT



ACCESSIBLE COST:



**Traditional 4-Year
University student
cost of education:**

\$45,148

**Partnership Model
(AD + BSN) cost of
education:**

\$25,850

- Through the Partnership model students can take approximately 90 credits at the community college and 30 through the university.

ENHANCED STUDENT DIVERSITY:

Traditional BSN students (311)	Partnership students (61)
% White—83.92%	% White—70.49%
% Non-white—18%	% Non-White—29%

HIGH RETENTION, NCLEX AND PLACEMENT DATA:

Traditional BSN students (311)	Partnership Students (61)
NCLEX-RN first time pass rate – 92.1%	NCLEX-RN first time pass rate— 80% (4 of the 5 graduates passed the first time)
Job Placement rate— 100%	Job Placement rate— 100%
Educational Program Retention Rate-- 92.5%	Educational Program Retention Rate— 93.4%

INCREASE IN STUDENT NUMBERS:

- Spring 2015—**2**
- Now: **61** began the Partnership; **57** have graduated or in progress
- More than **25%** of the fall 2016 entering class at the pilot Community College's nursing program—are in the Partnership.



BARRIERS

- State Regulatory Support
- Financial Aid
- National Voluntary Nursing Program Accreditation

LESSONS LEARNED:

- Identify Facilitators and Barriers
- Listen!
- It's about Relationship Building
- ***Making Nursing Education Better. . .***



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- **Kumm, S., Godfrey, N., Martin, D. Tucci, M., Muenks, M. & Spaeth, T.** (2014). Baccalaureate outcomes met by associate degree nursing programs. *Nurse Educator 39* (5), 216-220.
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Community College/ BSN Partnership Curriculum

Fall 1	Hours	Spring 1	Hours
PSYC0101 Intro to Psych	3	BIOL0271 Physiology	3
**MATH0104 Inter. College Algebra	3	BIOL0272 Physiology Lab	1
BIOL0141 Human Anatomy (includes lab)	4	ENGL0102 Comp II	3
ENGL0101 Comp I	3	PSYC0203 Human Development or PSYC0202 Child Development	3
XXXXXXX Humanities Elective	3	SPCH0153 Inter. Communication or SPCH0151 Public Speaking	3
Total	16	Total	13
**Only if not eligible for College Algebra			
Fall 2		Spring 2	
BIOL0261 Microbiology	3	CHEM0109 Chemistry	5
BIOL0262 Microbiology Lab	2	MATH0115 Statistics	3
MATH0105 College Algebra	3	XXXXXXX Global Perspective Course	3
BIOL0145 Nutrition	3	XXXXXXX Liberal Arts Elective	6
SOSC0107 Sociology	3	Total	17
XXXXXX X Liberal Arts Elective	3		
Total	17		
Summer 2			
NURS0193 Health Assessment *	3		
Total	3		
Fall 3		Spring 3	
NURS0122 Fnd. Nursing Care I	3	NURS0124 Concept of Care	8
NURS0123 Fnd. Nursing Care II	4	NURS0135 Pathophysiology*	3
NURS0356 Tech to Improve Patient Safety	3	NURS0411 Population Health	3
NURS0357 Intro to Baccalaureate Nurse Role	3	NURS0412 Nursing in the Clinical Healthcare Micro-System	3
Total	13	Total	17
Summer 3			
NURS0413 Teamwork and Collaboration	3		
NURS0415 Improving Healthcare Quality	3		
Total	6		
Fall 4		Spring 4	
NURS0211 Peds, OB, Child/Family	6	NURS0226 Complex Health Care	8
NURS0208 Pharmacology *	3	NURS0417 Influences Health Care Macrosystem	3
NURS0414 Org Influences on Nursing Practice	3	NURS0418 Senior Project	3
NURS0416 Evidence Based Nursing Practice	3	Total	14
Total	15		

*University Portfolio Eligible Courses = 9 credits Total Combined Credits: 128 - 131 hours

Black = Community College Gen Ed Courses--34 credits; **Black Bold = University-Required Gen Ed courses**

Red = Community College Nursing Courses-38 credits; Blue = University Nursing Courses—30 credits