



CONFERENCE

COLLABORATIVE LEADERSHIP IN HIGHER EDUCATION

December 8 - 9, 2014
Phoenix, AZ



ACADEMIC
IMPRESSIONS



“Pat Sanaghan was very engaging. He created an atmosphere of collaboration, comfort, and creativity. More importantly, he was well-versed in the content.”

- Melvin Brooks, Associate Dean, Baltimore City Community College

OVERVIEW

The future of higher education will be filled with pervasive complexity, ambiguity, and change, requiring a different leadership skill set. No one leader, no matter how bright, will have all of the answers.

This practically focused, two-day program will provide participants with tools and strategies to lead collaboratively. Through a series of forward-thinking and introspective sessions, you will learn how to engage others, build coalitions, and mobilize the campus to action.

WHO SHOULD ATTEND

This program is built on the premise that cross-boundary thinking and collaboration will be key to competing in the future of the higher-education industry. Drawing off the diversity of the attendees' roles and perspectives, this program has been designed for administrators at the director level or above from across the institution. This includes faculty who are considering taking on administrative leadership roles.

Please contact Amit Mrig at amit@academicimpressions.com or 720-988-1210 for more information or to discuss whether this program is right for you.

LEARNING OUTCOME

After participating in this conference, you will be able to lead more effectively through collaborative practices.

[CLICK HERE TO REGISTER](#)



AGENDA

MONDAY, DECEMBER 8, 2014

- 8:00 - 8:30 a.m.** Continental Breakfast (included in registration fee) and Registration
- 8:30 - 9:00 a.m.** Opening Remarks and Introductions
- 9:00 - 10:00 a.m.** Future Timeline
In our opening session, we will identify the potential events, trends, and issues that could impact institutions over the next five to ten years. The timeline will help participants develop a future orientation in which to think about their challenges and opportunities as leaders.
- 10:00 - 11:00 a.m.** Leadership Overview
The higher-education landscape is becoming more complex, and a new skill set will be required to compete in the future. In this session we will examine the future roles, skills, and qualities necessary for success. You will create a leadership “scorecard” that will assess your current strengths and areas of needed development as leaders. These tools will become touchstones for this two-day workshop and serve as the basis of the action plan you will develop.
- 11:00 a.m. - 12:00 p.m.** Trust and Decision Making
Developing trust and proper decision making are essential elements of leadership effectiveness. In this session, we will explore decision making strategies that can build and enhance trust and overall effectiveness.
- 12:00 - 1:00 p.m.** Reflective Journal/Lunch (included in registration fee)
- 1:00 - 2:00 p.m.** Thinking Styles Inventory
Understanding the diverse thinking styles of others provides insight into how to lead effectively. Using a validated assessment that identifies four primary thinking styles, you will uncover your dominant style of thinking and problem solving and discuss how this can and should influence your leadership style.
- 2:00 - 2:15 p.m.** Break
- 2:15 - 3:15 p.m.** Leading and Influencing
Leadership is an action not a position, and learning how to influence others up, down, and across the organization is central to accomplishing your objectives. Building on what we’ve learned about communication and building trust, we’ll explore strategies to influence with integrity.
- 3:15 - 4:30 p.m.** Leader As Diagnostician
If leaders are going to be successful in the future, they will need to develop a “diagnostic mentality” in which they learn to assess a situation before they present solutions. This session will introduce three organizational assessments that will give you deep insight into some of the most important aspects/elements of institutional life. The assessments cover creativity, effective meetings, and high-performing teams. You will be able to choose two of the four assessments, each providing practical experience.
- 4:30 - 4:45 p.m.** Reflective Journal/Wrap-up and Homework Assignment
- 4:45 - 5:45 p.m.** Networking Reception (included in registration fee)



AGENDA

TUESDAY, DECEMBER 9, 2014

- 8:00 - 8:30 a.m.** Continental Breakfast (included in registration fee)
- 8:30 - 9:00 a.m.** Day One Review
- 9:00 - 10:00 a.m.** 5 Paths to Leadership
In addition to understanding others' thinking styles, it's important for you, as a leader, to understand how your behaviors impact those around you. This session uses an assessment instrument that divulges each participant's operating style and its impact on effectiveness when working with others. Suggestions will be offered for mitigating the effects of overused strengths as well as for overcoming challenges created by shortfalls in other areas.
- 10:00 - 10:45 a.m.** The Seduction of the Leader
This presentation will discuss the pernicious dynamic that most leaders face as they lead their institutions. This "seduction" occurs when leaders do not get honest feedback about how they lead and the decisions they make. The faculty will provide practical strategies to neutralize the negative impact of this leadership dilemma.
- 10:45 - 11:00 a.m.** Break
- 11:00 a.m. - 12:00 p.m.** Creative Leadership
Creativity is essential to tackle the complex issues facing higher education today, and leaders play a special role in creating the conditions and structures to support creativity. Using a published assessment, you'll better understand how you can strengthen and improve this essential skill.
- 12:00 - 1:00 p.m.** Reflective Journal/Lunch (included in registration fee)
- 1:00 - 3:00 p.m.** Leveraging the Knowledge of Others
With increasing demands on time, it can be difficult to stay current on the latest research and practices on effective leadership. In this innovative and creative session, you will leverage your time and the knowledge of your colleagues to discuss current research and essential leadership lessons.
- 3:00 - 3:30 p.m.** Resilience
Resilience is not often believed to be innate to certain individuals. In this session, we'll unpack the concepts of resilience and discuss practical ways that leaders can build this important quality.
- 3:30 - 4:00 p.m.** Tips and Techniques for Leadership Effectiveness
There are a handful of techniques and approaches that successful leaders employ to enhance their overall effectiveness. We will present several of these during this session, including tips on managing change, delegation, and decision making.
- 4:00 - 4:30 p.m.** Reflective Journal/Wrap-up, Discussion, Next Steps, and Conference Evaluation



INSTRUCTORS



PAT SANAGHAN / President

The Sanaghan Group

Dr. Sanaghan serves as the head of The Sanaghan Group, an organizational firm specializing in leadership development, executive coaching, strategic planning, and leadership transitions. Pat has worked with over 100 campuses and hundreds of organizations in the last twenty-five years. He has taught leadership to thousands of leaders in higher education, and helped dozens of campuses conduct collaborative, transparent strategic planning processes.

He is the co-author/author of five books, numerous articles, and several monographs in the fields of strategic planning, leadership, and change management. His most recent book, *Collaborative Leadership in Action* was published in 2011, and his next book, *How to Actually Build an Exceptional Team* will be published in early 2014.



HOTEL RESERVATIONS

The conference will be held at:

Hyatt Regency Phoenix
122 N. Second St.
Phoenix, AZ 85004



To reserve your room, call (602) 252-1234. Please indicate that you are with the Academic Impressions group to receive the room rate of \$159 for single or double occupancy, plus applicable tax.

A room block has been reserved for the nights of December 7 and 8, 2014. Reservations must be made by November 16, 2014. There are a limited number of rooms available at the conference rate. Please make your reservations early.

Experience the tranquil beauty of the Southwest combined with the exhilarating energy of a vibrant cosmopolitan city at Hyatt Regency Phoenix. Situated in the center of downtown Phoenix, the hotel is adjacent to the Phoenix Convention Center and steps away from sports venues, dining and shopping.

PHX Sky Harbor International Airport is 6 miles/10 minutes from the hotel. Taxi is \$18 each way. Phoenix Light Rail is \$2 per person each way.



PLEASE FAX ALL REGISTRATION PAGES TO: 303.221.2259

Questions about the event? Call us at 720.488.6800 to help determine if this event is right for you.

Register online at www.academicimpressions.com

REGISTRATION FEES

Your registration fee includes: Full access to all conference sessions and materials, breakfast, lunch, and access to the networking reception on Monday, breakfast and lunch on Tuesday, as well as refreshments and snacks throughout the conference.

Conference
Conference only - \$1395 USD
<input type="checkbox"/> ___ # of attendees

Total_____

EARLY BIRD PRICING

Postmarked on or before November 21, 2014. For registrations postmarked after November 21, 2014, an additional \$100 fee per registrant applies.

Visit our website to register online:

<http://www.academicimpressions.com/conference/collaborative-leadership-higher-education>



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CONFERENCE REGISTRATION INFORMATION

Print Name

Job Title

Institution/Organization

What name do you prefer on your name badge?

Address

City

State/Province

Zip/Postal Code

Country

Telephone

Email

IF THIS CONFERENCE PARTICIPANT HAS ANY DIETARY OR ACCESSIBILITY NEEDS, PLEASE LIST THEM IN THE SPACE BELOW. WE WILL DO OUR BEST TO ACCOMMODATE THESE NEEDS.

How did you hear about this event? (email from AI, ACPA, colleague forwarded email, *The Chronicle*, etc.) _____

If you would like us to send a copy of your registration confirmation or receipt to someone else, please complete this section

ADDITIONAL CONTACT INFORMATION

Additional Contact Name

Contact Phone

Additional Contact Email

Additional Contact Title

EMERGENCY CONTACT INFORMATION

Emergency Contact Name

Emergency Contact Phone



PLEASE FAX ALL REGISTRATION PAGES TO: 303.221.2259

PAYMENT METHOD

We accept Visa, MasterCard, and American Express credit cards. To pay by check, include the check with this form or select the "invoice me" option. Fax form to 303.221.2259 or mail form along with payment to: Academic Impressions, 4601 DTC Blvd., Ste. 800, Denver, CO 80237

CREDIT CARD



Name on Card		Account Number	
Billing Address		Billing City	Billing State
Billing Zip Code/Postal Code	Exp. Date	Security Code (last 3 digits on the back of Visa and MC or 4 digits on front of AmEx)	

AMOUNT TO CHARGE: _____

CHECK/INVOICE

- My check is included and covers _____ registration(s) Check # _____
- Please invoice me, Purchase Order # _____ (PO # not required to receive invoice)



FREE HIGHER ED NEWS AND ANALYSIS

Each conference registration includes a subscription to *Higher Ed Impact*, a free industry scan of news, trends, and research on higher education, delivered in an easy-to-scan email. *Higher Ed Impact* (HEI) includes:
(Check the boxes for the editions you would like to sign up for)

- HEI: Daily Pulse** - impactful news, trends, and practices, sent daily
- HEI: Weekly Scan** - the week's most critical news, with analysis of top stories and trends, sent on Fridays
- HEI: Monthly Diagnostic** - practical takeaways addressing a strategic challenge facing institutions of higher ed, sent 9-12 times/year

List the names of the registrants you'd like to sign up:

Note if you do not provide any names in the above space, all attendees will be signed up for the options selected.



ACADEMIC IMPRESSIONS CANCELLATION AND REFUND POLICIES



SATISFACTION PROMISE

We want you to be satisfied with your Academic Impressions learning experience. If the program you purchased fails to meet your expectations, please contact us within 30 days and let us know. We'll credit the full amount you paid toward another AI program that may better fit your needs.

CONFERENCES

For in-person conferences, substitute registrants are welcome and may be named free of charge at any time. If you cancel 8 weeks or more prior to the first date of the conference, you will receive a full refund, less a \$100.00 service charge per attendee.

If you cancel within 8 weeks of the first date of the conference, you are not entitled to a refund. However, as a courtesy, we will allow you to apply your payment, less the service charge, toward a future purchase within one year from the date you cancel. Your payment is transferable to another person from your institution if you wish.

Please note that if you do not attend and you do not contact us in advance to cancel as described above, you are responsible for the entire payment. In case this event is cancelled, Academic Impressions' liability is limited to a refund of the registration fee only.

ONLINE TRAININGS CONSISTING OF AT LEAST ONE LIVE TRAINING DATE

You will receive a full refund (less a \$75 service charge) if you cancel 8 weeks or more prior to the first live training date. If you cancel within 8 weeks of the first live training date, you are not entitled to a refund. But as a courtesy, we will apply your payment (less a \$75 service charge) towards a future purchase within one year from the date you cancel. Your payment is transferable to another person from your institution if you wish. You may name a substitute primary participant free of charge at any time prior to the first live training date. If available, you may switch the live training format to a self-paced format (such as a CD-ROM Recording or On-Demand Download) free of charge. (Shipping charges will apply to CD-ROM Recording orders outside the U.S. or Canada.)

ONLINE TRAININGS WHICH ARE PURELY SELF-PACED

All sales are final. No cancellations or refunds are provided.

RECORDINGS, ON-DEMAND DOWNLOADS, MONOGRAPHS AND OTHER PUBLICATIONS

All sales are final. No cancellations or refunds provided.