



CONFERENCE

FUNDAMENTALS OF LEADERSHIP IN HIGHER EDUCATION

September 25 - 26, 2017
Washington, D.C.





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Learn who you are as a leader and how your style aligns with your colleagues.

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OVERVIEW

Learn how to successfully navigate the everyday challenges of leadership as a first-time manager. This training focuses on how to be high performing and influential in your leadership role with limited support and resources. This program is a unique opportunity for you to jump start your career as a leader by learning how to:

- Identify the core values that shape your leadership style
- Evaluate your strengths and weaknesses
- Influence others and build relational capital
- Succeed with difficult and complex conversations
- Manage competing priorities
- Build a high-performing team with diverse talents
- Supervise more effectively

This program is experiential and limited to 40 participants. Reserve your spot early by registering today.

MAKING THE MOST OF THE EXPERIENCE

Leadership experiences can't simply begin and end with the program itself. You'll begin your leadership journey by reading a couple of short but powerful articles prior to the program. Following the program, you'll have an opportunity for a one-on-one coaching session with one of the program facilitators to help ensure you're able to implement what you've learned.

WHO SHOULD ATTEND

If you are new to higher education, new to your role as a manager, or have a few years of experience with minimal formal training, this workshop is specifically designed for you.

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

LEARNING OUTCOME

After participating in this conference, you will be a more self-aware and confident leader, able to better navigate the challenges of everyday leadership.

[VISIT EVENT PAGE](#)

www.academicimpressions.com/conference/fundamentals-leadership-higher-education-september-2017



AGENDA

DAY 1

8:00 - 8:30 a.m.

Registration and Continental Breakfast (included with registration fee)

8:30 - 9:15 a.m.

Introductions and Expectations

9:15 - 10:00 a.m.

Core Beliefs and Values of a Leader

Leaders must understand how their core beliefs play into their thinking patterns, emotional patterns, and behaving patterns. This fundamental awareness is key in both recognizing your strength as a leader, as well as understanding how to modify your beliefs in order to become more effective at leading.

10:00 - 10:15 a.m.

Break

10:15 a.m. - 12:00 p.m.

Assessing Your Leadership Effectiveness

Leaders must understand how their own behaviors impact those around them. During this session, you'll complete an assessment that will reveal your operating style and its impact on others. Suggestions will be offered for mitigating the effects of overused strengths and for overcoming challenges created by shortfalls in other areas.

12:00 - 1:15 p.m.

Lunch (included in registration fee)

1:15 - 1:45 p.m.

Everyday Leadership: Introduction

1:45 - 2:45 p.m.

Creating Healthy Dialogue

Participants will assess their "Style Under Stress" and play active roles in learning a communication method to limit aggressiveness and defensiveness and shift the focus to more healthy motives, including understanding and strengthening relationships.

2:45 - 3:00 p.m.

Break

3:00 - 3:45 p.m.

Disagree Agreeably

Learn to use the funnel method to communicate the evidence or the 'shy' you believe what you believe before giving your opinion and learn how to 'cushion' or validate your listeners and work to find understanding vs. disagreeing.

3:45 - 4:30 p.m.

Managing Priorities

The average professional checks email between 33 to 45 times each day and is distracted repeatedly throughout each workday. The result is a "shallowness" in our work. In this session, we will explore how you can identify and focus on priorities and create a life of deep meaning.

4:30 - 5:30 p.m.

Networking Reception (included in your registration fee)



AGENDA

DAY 2

8:00 - 8:30 a.m.

Continental Breakfast (included in registration fee)

8:30 - 9:00 a.m.

First Day Review

9:00 - 10:00 a.m.

Evaluating Yourself and Your Team

What is your leadership narrative? In higher education, we always seem too busy to stop and reflect on our personal philosophy on how we are to lead our teams. In this session, we will assess both the strengths and weaknesses of your current team while addressing the tendencies that shape your leadership style.

Participants will complete the “Powerful Team Diagnostic” to support the development of their respective teams. By the end of this session, you will be able to create and communicate your vision while developing a plan of action for your own ongoing development.

10:00 - 10:15 a.m.

Break

10:15 - 10:45 a.m.

Debrief: Powerful Team Diagnostic

10:45 a.m. - 12:00 p.m.

Communicating Across Generations

Leading a team of diverse generations can be an incredibly rich and productive experience when we have the skills in place to capitalize on the strengths each generation brings to the team. Each generation has their unique mindset, work style, and method of communication. This being the case, connecting and leading across generations has become vitally important in building a cohesive and successful team.

12:00 - 1:15 p.m.

Lunch (included in registration fee)

1:15 - 1:45 p.m.

The Power of Recognition in an Experiential Exercise

1:45 - 3:15 p.m.

The Power of Coaching

Leaders frequently underestimate their role as coach within their team. In this session, participants will be introduced to several useful coaching techniques that will help to immediately create/build rapport and allow others to be effective contributors.

3:15 - 3:45 p.m.

Break

3:45 - 4:30 pm

Presentations: Leadership Philosophy

Students will present short presentations that reflect on the two-day experience while providing an opportunity to articulate a plan to move forward in their future role as leader. Presentations will include identifying both short and long-term goals each student wishes to achieve.



INSTRUCTORS

Jennifer Liberty Clark, Instructor of Psychology, Anoka Ramsey Community College

Jennifer has a long history with Dale Carnegie Training®. She began working in a consulting role in 1998, assisting companies to meet their corporate training goals. Shortly after, Jennifer became a certified instructor for Dale Carnegie Training® and has been training ever since. In the fall of 2004, she left her consulting role for the classroom and became a tenured faculty member at Anoka Ramsey Community College. Jennifer teaches in the Psychology Department, co-chairs a Student Success Committee, is a member of the Diversity Committee, and is involved in Strategic Planning for the college. In addition, she and her business partner own a small start-up consulting company, R.U.N. focused on helping small to mid-size businesses with the development of their people.

She works with students, staff, and faculty across generations and knows first-hand the dynamics that go along with that. She has three children, and her and her husband reside in Maple Grove, MN.

Steve Riccio, Lecturer, International Business & Management, Dickinson College

Steve joined the human resource services department at Dickinson in May 2006 following nine years in change management and human resources consulting. After establishing and leading the organizational development and employee wellness programs, he served as the associate vice president of the department from 2013 to 2015. He also taught as an adjunct professor from 2009 to 2015. He continues to consult with the college on a variety of human resource projects, in addition to teaching.

Steve is a certified facilitator through the Center for Creative Leadership and is certified to teach personal effectiveness programs including DiSC, Crucial Conversations, Crucial Accountability, Change Anything, and the 7 Habits of Highly Effective People. He has written articles for publications including Inside Higher Education and The Higher Education Workplace, and has served as an author and peer evaluator for SHRM on several case studies used in national student competitions at the graduate and undergraduate levels.



OTHERS	VS	ACADEMIC IMPRESSIONS
Typically large annual event		Intimate, workshop-style event with personalized attention
Many concurrent sessions; forcing choice		One focused learning track
Uneven sessions and less outcome-focused, driven by an open call for proposals		Needs-driven and meticulously planned with practical outcomes <ul style="list-style-type: none"> Action plans and next steps to use upon returning to campus Carefully-vetted expert instructors that are also practitioners in the field
Lecture-based		Learner-centric and designed for interaction and collaboration
Large networking events with vendors		Small-scale opportunity to truly connect with colleagues in the same position at other institutions
Some slide presentations posted online after the event		200+ page workbooks with references, worksheets, articles, templates, exercises, and planning documents

96%
of past attendees would recommend an AI conference to a colleague

250+
and growing of AI member institutions (AI Pro)

15,000+
higher ed professionals served

AI Conference Experiences

Academic Impressions provides valuable exploration of timely and pragmatic challenges to higher education institutions. The combination of impassioned subject matter experts as presenters and means of engaging conference attendees was potent.

- C. Tennent, Associate VP of Facilities Management, University of Saskatchewan

This conference was the complete package: relevant topics, philosophical and practical applications, fantastic speakers, fantastic location. One of the BEST conferences I've ever attended. It is what a conference should be! Full of collaboration, networking and solutions.

- M. Lowe, Associate Professor and General Reference Librarian University of Louisiana at Monroe



LOCATION

September 25 - 26, 2017 :: Washington D.C. Area

HOTEL:

Hyatt Regency Reston
1800 Presidents St.
Reston, VA 20190

To reserve your room, please call 703-709-1234. Please indicate that you are with the Academic Impressions group to receive the group rate.

ROOM RATE:

The rate is \$189 for single or double occupancy, plus applicable tax.

ROOM BLOCK DATES:

A room block has been reserved for the night of September 24 and 25, 2017.

RATE AVAILABLE UNTIL:

Make your reservations prior to September 4, 2017. There are a limited number of rooms available at the conference rate. Please make your reservations early. Rooms are subject to hotel availability.

TRANSPORTATION:

- **Complimentary Shuttle Service:** The hotel offers a complimentary shuttle that arrives at Dulles Airport at the top of each hour between 6am-10pm Monday through Friday and 7am-10pm on Saturday and Sunday. The pick-up and drop-off point will be at curbs 2A and 2H, adjacent to the lower level baggage claim level. Return shuttle transportation from the hotel departs on the :45 beginning at 5:45am Monday-Friday and 6:45am Saturday and Sunday. For more information please call the concierge at 1 (703) 709-1234 x51
- **Estimated taxi fare:** 60 USD (one way)



PLEASE FAX ALL REGISTRATION PAGES TO: 303.221.2259

PRICING (CIRCLE ONE)

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
Fundamentals of Leadership in Higher Education
\$1,395

EARLY BIRD PRICING

Postmarked on or before September 8, 2017. For registrations postmarked after September 8, 2017, an additional \$100 fee per registrant applies.

[REGISTER ONLINE](#) or on the next page.



PLEASE FAX ALL REGISTRATION PAGES TO: 303.221.2259

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.) _____

ADDITIONAL CONTACT INFORMATION

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

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)

HIGHER ED IMPACT

Delivered free to your inbox, Higher Ed Impact provides you with a full tool kit to help you monitor and assess the trends and strategic challenges likely to have an impact on your institution's health and competitiveness. (Check the boxes for the editions you would like to sign up for)

- DAILY PULSE** - Scan current events, timely research, and notable practices at other institutions.
- WEEKLY SCAN** - Review the week's most significant events and the most timely research in higher education, with key takeaways suggested by higher education's leading experts.
- DIAGNOSTIC** - Get an enterprise-wide and in-depth look at a current, strategic challenge; identify steps to take and critical questions to address.

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

Learn more or sign up to receive Higher Ed Impact at: www.academicimpressions.com/news-sign-up

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



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.