



CONFERENCE

FUNDAMENTALS OF LEADERSHIP IN HIGHER EDUCATION

September 24 - 25, 2018

Cleveland, OH





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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 you can be a high-performing and influential leader on your campus. While not an introductory-level training, we have designed this program to appeal to professionals in the early stages of their leadership journey. Throughout the training you will gain a solid mix of theory and practical application as you develop a set of leadership tools and skills. You will learn how to:

- Identify your core values, strengths, and weaknesses
- Negotiate, influence, and build relational capital
- Approach difficult and complex conversations
- Manage competing priorities
- Build your team with diverse talents
- Manage and lead individuals

This program is **highly experiential and limited to just 40 participants** to maintain a productive learning environment. We anticipate that we will reach capacity and encourage you to register and reserve your spot early.

ASSESS YOUR STRENGTHS AND WEAKNESSES AS A LEADER

Your registration for this program includes two research-based assessments that will be taken and interpreted during the training, so you can evaluate:

- Your core strengths as a leader
- Your leadership style under stress
- Your team's effectiveness

ONE-ON-ONE COACHING SESSIONS AVAILABLE

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.

[VISIT EVENT PAGE](#)

www.academicimpressions.com/fundamentals-of-leadership-in-higher-education/



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 designed for you. In September 2017, we had the following job titles attend:

- Interim, Assistant, and Associate Deans
- Assistant Directors, Directors, Senior Directors, and Executive Directors
- Assistant Vice Presidents
- Professors and Department Chairs
- Registrars
- Senior Gift Officers

Please contact Grace Royal at 720-988-1233 or grace@academicimpressions.com for more information or to discuss whether this program is right for you.

LEARNING OUTCOME

After participating in this conference, you will have tools and resources to lead with more confidence, purpose, and self-awareness, to lead more effectively.



AGENDA

MONDAY, SEPTEMBER 24, 2018

8:00 - 8:30 a.m.

Registration and Continental Breakfast (included with registration fee)

8:30 - 9:30 a.m.

Introductions and Expectations

9:30 - 10:30 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 an effective leader.

10:30 - 10:45 a.m.

Break

10:45 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 - 1:00 p.m.

Lunch (included in registration fee)

1:00 - 3:30 p.m.

Creating Healthy Dialogue

Managing differences, conflict, and knowing how to "disagree agreeably" are some of the most crucial skills for all leaders. In this session, participants will assess their "style under stress," learn how to seek understanding with those with whom you disagree, and practice techniques for managing difficult conversations in ways that limit defensiveness.

3:30 - 4:30 p.m.

Purposeful Work

The average professional checks email between 33 to 45 times each day and is interrupted by other distractions repeatedly. 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

TUESDAY, SEPTEMBER 25, 2018

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

In this session, we will use a powerful assessment tool to diagnose both the strengths and weaknesses of your current team. You'll gain deep insights into the dynamics that both contribute and hinder your success as a team and learn specific and practical strategies for improving your team's performance.

10:00 - 10:15 a.m.

Break

10:15 - 11:15 a.m.

Team Challenge

Now that we've learned what drives team performance, you'll have a chance to put your knowledge to the test. Using a simulation, you'll draw out valuable lessons on team performance as they relate to both the task at hand and the relationships in the group.

11:15 a.m. - 12:00 p.m.

The Power of Recognition

One important aspect of leadership is to be able to effectively recognize and communicate the strengths in others. Participants will practice the skill of evidence-based recognition within small groups using a method called T.A.P.E. You'll experience the power of being recognized firsthand as you'll not only learn and deliver recognition, but receive it.

12:00 - 1:00 p.m.

Lunch (included in registration fee)

1:00 - 2:15 p.m.

Coaching Techniques

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.

2:15 - 2:30 p.m.

Break

2:30 - 3:15 p.m.

Presentations: Leadership Philosophy

Participants 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 the short-term and long-term goals each student wishes to achieve.

3:15 - 3:30 p.m.

Wrap-up and Final Q&A



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.

Steve Riccio, Lecturer, International Business & Management, Dickinson College, Coach and Consultant

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 24 - 25, 2018 :: Cleveland, OH

HOTEL:

Metropolitan at The 9
2017 East 9th St.
Cleveland, OH 44115
216-239-1200

Room Rate: \$209+ applicable tax.

Room Block Dates: the nights of September 23 and 24, 2018.

Rate available Until: August 26, 2018.

Reserve Your Room: Please call 216-239-1200 and indicate that you are with the Academic Impressions group to receive the group rate.

Please book early - rooms are limited and subject to availability.