

# COLLABORATIVE LEADERSHIP IN HIGHER EDUCATION

February 4 - 5, 2019 | Newport Beach, CA



## *Gain collaborative strategies and tactics that will allow you to lead more effectively.*

### OVERVIEW

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

Join us in New Orleans for this leadership program where you will:

- Complete a leadership scorecard assessing your strengths and weaknesses
- Uncover your dominant style of thinking and problem solving
- Learn how to make decisions and influence with integrity and trust
- Develop a diagnostic mentality to address issues and provide solutions
- Discover how your operating style impacts the way you lead, especially under stress
- Gain practical tips and techniques to build your leadership effectiveness

**Given the highly interactive and experiential nature of this program, attendance is limited to the first 40 registrants. Register early to save your spot!**

### WHO SHOULD ATTEND

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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 720-988-1210 or [amit@academicimpressions.com](mailto:amit@academicimpressions.com) for more information or to discuss whether this program is right for you.

# AGENDA

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## DAY ONE

### Registration and Continental Breakfast (included in registration fee)

8:00 - 8:30 a.m.

### Opening Remarks and Introductions

8:30 - 9:00 a.m.

### Future Timeline

9:00 - 10:00 a.m.

In this opening hour, we will identify the potential events, trends, and issues that could impact our institutions over the next five to ten years. The timeline will help you develop a future orientation in which to think about your challenges and opportunities as leaders.

### Leadership Overview

10:00 - 11:00 a.m.

The higher education landscape is only becoming more complex, and a new skill set will be required to compete in the future. In this session, we will examine these 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 a leader. These tools will become touchstones for the two-day workshop and serve as the basis of the action plan you will develop.

### Trust and Decision Making

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

Trust and decision making are essential elements of leadership effectiveness. We will explore decision making strategies that can build and enhance trust and overall effectiveness.

### Reflective Journal/Lunch (included in registration fee)

12:00 - 1:00 p.m.

### Thinking Styles Inventory

1:00 - 2:00 p.m.

Understanding the diverse thinking styles of others provides insight into how to lead them effectively. Using a validated assessment that identifies four primary thinking styles, you will uncover your dominant style of thinking and problem solving. You will also discuss how this can and should influence their leadership style.

### Break

2:00 - 2:15 p.m.

### Leading and Influencing

2:15 - 3:15 p.m.

Leadership is an action not a position. 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.

# AGENDA

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## DAY ONE (CONTINUED)

### Leader As Diagnostician

3:15 - 4:30 p.m.

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 involve the utilization of three organizational assessments that will give you deep insight into some of the most important aspects/elements of institutional life. The assessments will cover creativity, effective meeting, and high performing teams. You will be able to choose two of the four assessments and gain practical experience with them.

### Reflective Journal/Wrap-up and Homework Assignment

4:30 - 4:45 p.m.

### Networking Reception (included in registration fee)

4:45 - 5:45 p.m.

## DAY TWO

### Continental Breakfast (included in registration fee)

8:00 - 8:30 a.m.

### Day One Review

8:30 - 9:00 a.m.

### 5 Paths to Leadership

9:00 - 10:00 a.m.

In addition to understanding others’ thinking styles, it’s important to understand how leaders’ behaviors impact those around them. This session utilizes an assessment instrument that will divulge a 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.

### The Seduction of the Leader

10:00 - 10:45 a.m.

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.

### Break

10:45 - 11:00 a.m.

# AGENDA

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## ***DAY TWO (CONTINUED)***

### **Creative Leadership**

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

Creativity is essential to tackling 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 resource.

### **Reflective Journal/Lunch (included in registration fee)**

*12:00 - 1:00 p.m.*

### **Leveraging the Knowledge of Others**

*1:00 - 3:00 p.m.*

With the increasing demands on our time, it can be difficult to stay current on the latest research and practice 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.

### **Resilience**

*3:00 - 3:30 p.m.*

Resilience is not often believed to be innate to certain individuals. We'll unpack the concepts of resilience and discuss practical ways that leaders can build this important skill.

### **Tips and Techniques for Leadership Effectiveness**

*3:30 - 4:00 p.m.*

There are a handful of techniques and approaches that successful leaders employ to enhance their overall effectiveness. Several of these will be presented during this session including tips on managing change, delegation, and decision making.

### **Reflective Journal/Wrap-up, Discussion, Next Steps**

*4:00 - 4:30 p.m.*

## INSTRUCTOR

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### Patrick 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 200 campuses and hundreds of organizations in the last twenty-five years. He has taught leadership to thousands of leaders in higher education, and helped over one hundred campuses conduct collaborative, transparent strategic planning processes. He is the co-author/author of six books, numerous articles, and several monographs in the fields of strategic planning, leadership, and change management. His most recent books include: *Collaborative Leadership in Action* and *How to Actually Build an Exceptional Team*. Dr. Sanaghan also serves as a board member of the College of Saint Benedict in St. Joseph, MN.

## LOCATION

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***February 4 - 5, 2019 | Newport Beach, CA***

***Hotel:***

Renaissance Newport Beach  
4500 MacArthur Blvd  
Newport Beach, CA 92660  
949.476.2001

**Room rate:**

\$189 + tax

**Room block dates:**

The nights of February 3 and 4, 2019.

**Room block cutoff date:**

January 11, 2019.

Reserve Your Room: Please call 949.476.2001 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.

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9 out of 10 participants  
recommend our trainings  
to colleagues