



CTL Deans and Directors Development Program

Center for Teaching and Learning (CTL)

CTL Deans and Directors Development Program

Introduction

The Deans and Directors Development Program has been designed to achieve the standard of excellence in training for deans, directors, presidents and other academic leaders with fundraising responsibility. You will strengthen your partnership with your peers and learn to engage with potential donors in productive, meaningful and authentic ways-ultimately leading to a new level of comfort and greater success with fundraising.

This is a two days program which will be focused upon both the conceptual and practical aspects of maintaining a senior leadership role in a higher education environment. Dean, director and other leaders in a higher education institution requires a range of administrative competence that spans academic and scholarly leadership, resources and employees management, strategic planning and execution, faculty and staff development, governance, external and internal affairs, relationship building, and fundraising.

Benefits of Attending

- Get practical information for use in fulfilling your fundraising role as an academic leader.
- Collaborate with colleagues and faculty on techniques to implement at your institution.
- Gain a fresh approach for understanding successful development.
- Work together and discuss fundraising initiatives and best practices with your development team.
- Network with your peers.

Audience:

- Academic deans and directors
- Administrators who work with academic deans
- Department chairpersons

Duration:

Two Days. The timings of program would be from 10:00 am to 05:30 pm for all program days.

Venue:

TBA

Program Schedule

Time	Day 1 Role of the Dean in University Advancement	Day 2 Role of the Dean in Fundraising, Communication & Marketing
10:00 - 11:30	Strategic Planning and Execution, Responsibilities of the Dean <ul style="list-style-type: none"> - Role of the Dean - The Place of an academic school in the Higher Education Environment - Challenges of being a Dean - Group Session on Strategic Issues 	Making the artful Ask (Fundraising) <ul style="list-style-type: none"> - Setting your goals for the future - Preparing your message into persuasive fundraising case - Approaches for successful ask
11:30 - 12:00	<i>Tea Break</i>	<i>Tea Break</i>
12:00 - 13:30	Internal Relations, Effective Management of People and Change <ul style="list-style-type: none"> - Personal Development Tools and Coaching - Effective Management of the School: Managing Finance, Information and People - Managing Change - Managing the Relationship with the Central authority of the University 	Cultivating Donor Relationship <ul style="list-style-type: none"> - Moving a prospective giver from the initial contact to “the ask” - Refine strategies for top donors
13:30 - 14:30	<i>Lunch Break</i>	<i>Lunch Break</i>
14:30 - 16:00	External Relations, internationalization and managing the brand <ul style="list-style-type: none"> - Establishing International Capability: A Critical Comparison of Alternative Routes - Creating & Managing a Differentiated Brand - Building a Relationship with Enterprise and the Local Economy - Corporate Relations 	Organizational Models <ul style="list-style-type: none"> - Centralized Vs Decentralized Staffing - Knowing your university approach - Issues and opportunities within centralized and decentralized staffing - work well within your model: Find how to work effectively within each model
16:00 - 17:30	Quality Assurance <ul style="list-style-type: none"> - Teaching and Student Experience - Developing Research and Impact - How to Position and Present Yourself to head hunters – what Universities are looking for in Deans - Reflections and Insights 	Developing a Dream Team <ul style="list-style-type: none"> - Hear success stories from deans about developing dream team - Collaboration and coordination for the work of development - Recruitment, Deployment and management - Budget issues & Program strategies