Effective Leadership, Successful Fundraising

After completion of this course, the participant will:

1) Internalize the personal traits necessary for effective leadership - especially how power, authority, and humility need to be understood and applied;
2) Recognize how the traits of a successful fundraiser translate into the qualities of an effective leader and how the application of leadership is distinct from management;
3) Understand how to recruit the right people to the team and then guide, correct, and encourage their collective efforts as an in-group, transformational leader;
4) Learn how to become an innovative leader who crafts and communicates a compelling vision, listens and responds to disagreement and resistance, and oversees responsive initiatives in the philanthropic sector; and
5) Identify and address ethical challenges associated with effective leadership.

DAY 1

8:30am: Welcome & Introductions
Defining Leadership

10:00am: Break

10:15am: Humility, Power, and Authority

11:45am: Lunch

1:00pm: Hiring and Managing the Staff Team

3:00pm: Break

3:15pm: Vision

5:00pm: Adjourn
Effective Leadership, Successful Fundraising

Day 2

8:30am:    Transformational Leadership
10:00am:   Break
10:15am:   Change Agent: In-Group Leadership
11:45am:   Lunch
1:00pm:    The Leader as Coach: Leadership & Communication, and Team Chemistry
3:00pm:    Break
3:15pm:    The Leader as Coach: Continuous Improvement & Innovation
5:00pm:    Adjourn
Effective Leadership, Successful Fundraising

Day 3

8:30am: The Leader as Coach: Saying “No;”
Overcoming Resistance: Expecting the Unexpected;
and The Leader Shows Up

10:00am: Break

10:15am: Crisis Leadership

11:45am: Lunch

1:00pm: Ethical Decision-Making & Course Application Exercise

3:00pm: Break

3:15pm: Leadership in Your Greatest Context
Final Questions

5:00pm Adjourn