



IUPUI THE FUND RAISING SCHOOL

LILLY FAMILY SCHOOL OF PHILANTHROPY

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



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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



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Day 3

8:30m:	The Leader as Coach: Saying “No;” Overcoming Resistance; Expecting the Unexpected; and The Leader Shows Up
10:00am:	Break
10:15m:	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