



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:	Participant Introductions & Expectations Course Objectives Philanthropy – Development – Fundraising – Leadership Leadership v. Management Fundraising Traits = Leadership qualities
10:00am:	Break
10:15:	Humility, Power, and Authority
Noon:	Lunch One-on-one sessions with faculty
1:15pm:	Recruiting the Right People to Your Team Hiring Staff Members
3:00pm:	Break
3:15pm:	Recruiting the Right People to Your Team Celebrating Success & Correcting Underperformance Terminating Employment
4:45pm:	Summarize and Conclude
5:00 – 6:00pm:	One-on-one sessions with faculty



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Day 2

- 8:30am: Review Day One
The Four Roles of the Nonprofit Leader
Crafting a Compelling Vision
Transformational Leadership – Leading to the Vision
- 10:00am: Break
- 10:15am: Transformational v. Transactional Leadership
Are You a Transformational Leader?
Change Agent: Leading Up
Change Agent: In-Group Leadership
- Noon: Lunch
One-on-one meetings with faculty
- 1:15pm: Coaching: Authentic Leadership
Coaching: Implementation of a Culture of Discipline
Team Chemistry
Listening to and Addressing Disagreement and Resistance
- 3:00pm: Break
- 3:15pm: Continuous Improvement
Leading the Innovation Process
- 4:45pm: Summarize and Conclude
- 5:00 – 6:00pm: One-on-one meetings with faculty



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Day 3

- 8:30m: Review of First Two Days
Consensus Has Its Limits: Knowing When to Say “No”
Dealing with the Unexpected
- 10:00am: Break
- 10:15m: Crisis Leadership
The Leader Shows Up
- Noon: Lunch
One-on-one meetings with faculty
- 1:15pm: Leadership Ethics
- 3:00pm: Break
- 3:15pm: Leading with Urgency
Case Study (Newfields: Innovative Vision or Wayward Mission Drift?)
Review & Apply Course Materials & Develop List of Action Steps
Final Reflections
- 5:00pm Adjourn
- 5:00 – 6:00pm: One-on-one meetings with faculty