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; and

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.

DAY 1

8:30a – 10a: Participant Introductions & Expectations
Course Objectives
Philanthropy – Development – Fundraising – Leadership
Leadership v. Management
Fundraising Traits = Leadership qualities

10a – 10:15a: Break

10:15a – 12:00p: Humility, Power, and Authority

12:00p – 1:15p: Lunch

1:15p – 3:00p: Recruiting the Right People to Your Team
Hiring Staff Members

3:00p – 3:15p: Break

3:15p – 4:45p: Recruiting the Right People to Your Team
Celebrating Success & Correcting Underperformance
Terminating Employment

4:45p – 5p: Summarize and Conclude
Day 2

8:30a – 10a: Review Day One
The Four Roles of the Nonprofit Leader
Crafting a Compelling Vision
Transformational Leadership – Leading to the Vision

10a – 10:15a: Break

10:15a – 12p: Transformational v. Transactional Leadership
Are You a Transformational Leader?
Change Agent: Leading Up
Change Agent: In-Group Leadership

12p – 1:15p: Lunch

1:15p – 3p: Coaching: Authentic Leadership
Coaching: Implementation of a Culture of Discipline
Team Chemistry
Listening to and Addressing Disagreement and Resistance

3p – 3:15p: Break

3:15p – 4:45p: Continuous Improvement
Leading the Innovation Process

4:45p – 5p: Review & Apply Course Materials & Develop List of Action Steps
Final Reflections & Adjourn