

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