

# Leading the Way in Management Development

Workshop for Top Leadership Teams

## Program Outline

### Sunday, November 4

19:00 – 21:00 Welcome dinner and Introduction to the Workshop and Faculty Coaches

### Monday, November 5

#### Day 1: Understanding Management School Strategy-Making

8:30 - 9:00 Welcome coffee

9:00 - 10:00 **Master Class 1:** What's in a Good Strategic Plan for a Management School: Performing while Transforming for the Future

10:00 – 11:00 **Master Class 2:** Financial planning and control: Getting the essential numbers on the table

11:00 - 11:30 Coffee break

11:30 – 12:30 **Teams meet** to discuss the implications of Master Classes 1 & 2 and to make first revisions to their strategy and plans

12:30 - 13:30 Lunch

13:30 - 14:30 **Teamwork** on Master Classes 1&2 continued

14:30 – 15:30 **Master Class 3:** Strategic Positioning: Choices Going Forward

15:30 - 16:00 Coffee break

16:00 - 17:00 **Teams meet** to discuss the implications of Master Class 3 and to make second revisions to their strategy and plans

17:00 - 18:30	<b>Teams present</b> their updated strategies and plans to a second team and faculty coach for detailed feedback
18:30 - 19:00	Free time
19:00	Apero and Dinner
20:30 - 22:00	<b>Idea and experience sharing among team members with parallel responsibilities</b> , across all teams (Deans/Directors; Associate Deans/ Vice Presidents for Academic Affairs and Research; Heads of Finance/Administration; etc)

## Tuesday, November 6

### Day 2: Anticipating the Future Challenges of Management and of Management Development

8:30 - 9:00	<b>Teams further update</b> strategy and plans to reflect Monday late afternoon feedback (third revision)
9:00 - 10:00	<b>Master Class 4:</b> A Look into the Future Challenges of Management, Leadership, and Entrepreneurship: What Capacities Will Be Needed and How May They Be Acquired?
10:00 – 11:00	<b>Master Class 5:</b> Future Scenarios for Management Development and the Shape of Innovation: New Demands and Solutions; New Technologies; New Innovative Competitors; and Possible Redefinitions of Our "Industry"
11:00 - 11:30	Coffee break
11:30 – 12:30	<b>Teams meet</b> to discuss the implications of Master Classes 4&5 and to make fourth revision to their strategy and plans
12:30 - 13:30	Lunch
13:30 - 14:30	<b>Teamwork</b> on Master Classes 4&5 continued
14:30 - 15:30	<b>Master Class 6:</b> Connecting to the Market and to Other Partners and Stakeholders: Push and Pull Marketing; Program and Research Development and Innovation; Fund Raising, etc; Respective Roles of School Leadership and Faculty

15:30 – 16:00	Coffee break
16:00 - 17:00	<b>Teams meet</b> to discuss the implications of Master Class 6 and to make fifth revision to their strategy and plans
17:00 - 18:30	<b>Teams present</b> their updated strategy and plans to a (new) second team and (new) faculty coach for detailed feedback
18:30 - 19:00	Free time
19:00	Apero and Dinner
20:30 – 22:30	<b>Continuation of idea and experience sharing among team members with parallel responsibilities</b> – follow-up on Day 1 discussions

## Wednesday, November 7

### Day 3: Aligning Teaching, Research, Faculty Policies, and Organisation with Updated Institutional Strategy and Plans

8:30 - 9:00	<b>Teams further update</b> strategy and plans to reflect Tuesday late afternoon feedback (sixth revision)
9:00 - 10:00	<b>Master Class 7:</b> Delivering EXCELLENT and RELEVANT Programs and Teaching
10:00 - 11:00	<b>Master Class 8:</b> Designing and Executing EXCELLENT and RELEVANT Research with a Triple Purpose: Supporting Management Practice; Contributing to New Conceptual Theory; and Enriching the Classroom
11:00 - 11:30	Coffee break
11:30 – 12:30	<b>Teams meet</b> to discuss the implications of Master Classes 7&8 and to make seventh revision to their plans
12:30 - 13:30	Lunch
13:30 - 14:30	<b>Master Class 9:</b> Addressing Faculty Hiring, Assignments, Promotion, Development, Compensation and Other Resource Policies
14:30 - 15:15	<b>Master Class 10:</b> Organizational Issues

- 15:15 - 16:15      **Teams meet** to discuss the implications of Master Classes 9&10 and to make the eighth and last revision to their plans (coffee in groups)
- 16:15 - 17:00      **Final Master Class:** Closing in on 2-3 High Priority Strategic Initiatives
- 17:00 - 17:30      Workshop conclusion and a glass of wine

*Thursday, November 8 – optional cultural program*

*Friday, November 9 – optional attendance of the Presidents' Forum at IEDC-Bled School of Management (tbc, separate fees apply)*

## Next Steps

### November and December

Teams finalize their strategies, plans, and chosen Strategic Initiatives with one 1-hour Skype session with faculty coach at half-way mark

### February 2019

Final Presentation and feedback from faculty coaches (Skype)