# Intro to Case Study Format & Learning Leadership Lessons

Tuesday, August 6 10:15 AM - 11:45 AM

Kendra Yoshimoto, Joyce Lopes, Yolanda Anglin, Amber Blakeslee, Queen E.
King

Program Knowledge Level: Basic

Field of Study: Business Management & Organization

Course Description: The Track 2 program is designed for learning through active involvement. We will begin with a session titled 'Introduction to Case Study Format & Learning Leadership Lessons.' During this time, we will discuss several example case studies to help guide your learning and analyze potential leadership opportunities. This year's Track 2 participants will be separated into small groups and each group is scheduled to participate in case study group sessions after the initial introduction. During your time at BMI, you will present your own case study to be analyzed and discussed within your assigned group. Case studies are a description of a work situation in which participants are placed in the role of decision-makers. Case material may include descriptions of the major role players, history, financial data, and other information. Participants work through a process to recommend a course of action. The case study sessions will be facilitated by current and former higher education business leaders.

## **Learning Objectives:**

- Participants will activate critical thinking and reflective learning during a case study.
- Explore creative ideas in a risk free environment and grow mindset while putting yourself in the role of others.
- Explore working with teams, public speaking, organizational analysis, and considering trade-offs.

- Group Discussion
- Instructor-posed question with period of reflection
- Use of Case Study

Tuesday, August 6 1:00 PM – 2:30 PM

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## Collaborate with Strengths

Tuesday, August 6 2:45 PM – 4:15 PM

Katy Rees, Jennifer Williams

## **Program Knowledge Level: Personal Development**

**Field of Study:** Intermediate - Participants should have completed previous WACUBO BMI strengths series courses including "Discover Your Strengths" or "Leverage Your Strengths". Prospective attendees may contact instructors if having previously taken other CliftonStrengths courses in lieu of above pre-requisites.

Course Description: Strengths are the key to higher workplace engagement, increased productivity, and enhanced quality of life. During this session, individuals will learn how to aim and apply talents to collaborate and achieve greater success on their teams. Building upon the first-year curriculum of discovering individual strengths, participants will explore theme dynamics, discuss the four domains of strengths, and leverage newly gained insights to create strengths-based collaborations and partnerships to be at their best. Join us to partner your talents and collaborate with strengths.

### **Learning Objectives:**

- Explore Theme Dynamics and enhance ability to leverage individual talents and productively apply them to build strengths in ourselves and others.
- Identify, apply, and manage strengths to be at your best, navigate challenges, articulate needs, and highlight areas of contribution.
- Uncover the domains of strength and the unique ways to utilize and leverage these resources to collaborate effectively and positively contribute to your team(s).

- Group Discussion
- Polling Questions
- Instructor-posed question with period of reflection
- Learning by using games or simulations

Wednesday, August 7

8:30 AM - 9:45 AM

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- Group Discussion
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- Use of Case Study

# **Creating Coaching Conversations**

Wednesday, August 7

11:15 AM - 12:30 PM

Carina Celesia-Moore

Program Knowledge Level: Basic

Field of Study: Personal Development

Course Description: The most effective business officers in higher education are those who approach people and projects with positivity and a sense of curiosity. Innovative organizations have leaders who serve as a "coach"—someone who enables a culture where ongoing, coaching conversations about performance and professional development are a common practice throughout the year. In this interactive session, you will explore how to get to the heart of meaningful matters in moments through the art of asking powerful, open-ended questions. You will gain useful tools and techniques to increase your effectiveness in creating coaching conversations that employees want, and that inspire their best work.

## **Learning Objectives:**

- Compare and contrast coaching, advising, counseling, mentoring, training, consulting.
- Practice using "powerful questions" to create coaching conversations people want.
- Reflect on potential actions for creating coaching conversations at work.

- Instructor-posed question with period of reflection
- Learning by using games or simulations

Wednesday, August 7

2:00 PM - 3:15 PM

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Field of Study: Business Management & Organization

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3:30 PM - 4:15 PM

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# **Negotiating Everything**

Wednesday, August 7

4:15 PM - 5:30 PM

Lupe Valencia & Teri Bump

Program Knowledge Level: Basic

Field of Study: Personnel/Human Resources

**Course Description:** Life is filled with negotiations. Join us to learn some skills to build your awareness and maximize your opportunities. Viewing negotiation as an opportunity for insightful communication and potential collaboration can lead to big success. Can you turn disputes into partnerships? Can you build better partnership deals? Learn to navigate tension and create opportunities to get the very best offers in your role and in executive job search. Negotiating is a critical leadership skill that can propel you to the next level.

## **Learning Objectives:**

- Increase your awareness of your negotiation style and approach.
- Identify your areas of strengths and areas for growth in negotiation.
- Accurately label emotions and interests. Discuss ways to be more effective and sharpen your leadership skills.

- Skill building exercises
- Break out groups
- Up/Down open questions for group
- Open Q & A