

ISACS Leadership Academy: Business Acumen for School Leaders



TUESDAY, JUNE 20 - THURSDAY, JUNE 22, 2017



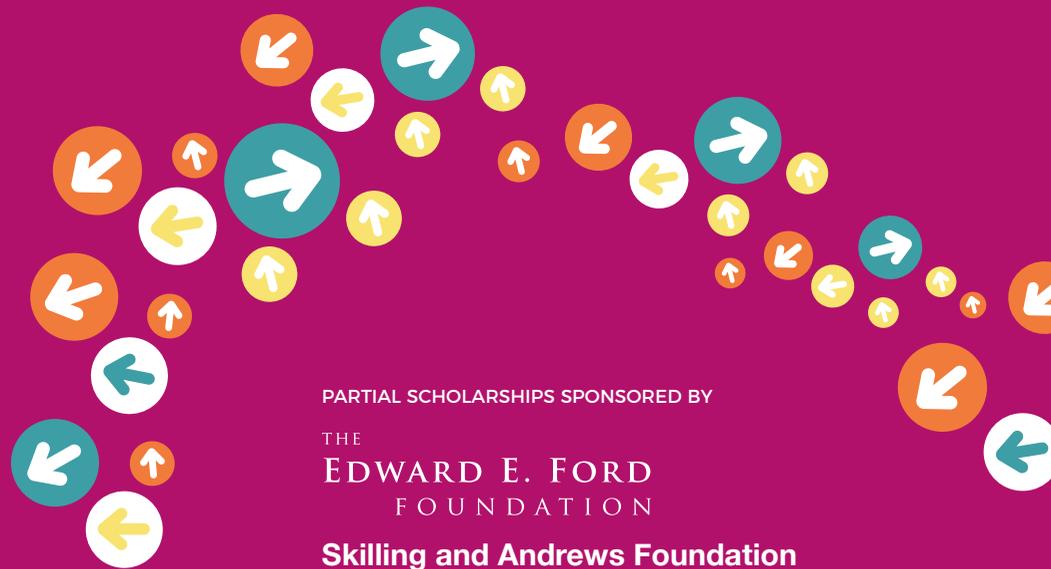
Northwestern
Kellogg
School of Management

EXECUTIVE EDUCATION

in Partnership with the
Kellogg Center for Nonprofit Management

Located at Northwestern University
Downtown Chicago Campus

REGISTRATION NOW AVAILABLE AT WWW.ISACS.ORG



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THE
EDWARD E. FORD
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ISACS Leadership Academy

TUESDAY, JUNE 20 - THURSDAY, JUNE 22, 2017

WHO SHOULD ATTEND:
LEADERS OF INDEPENDENT SCHOOLS

DATES/TIMES:
TUESDAY, JUNE 20 9:00 AM, TO THURSDAY, JUNE 22 3:30 PM.

TOPICS INCLUDE:
Intersection of Finance & Mission Advancement with Marian Powers

Using financial statements for decision making requires knowing the strategies for asking good questions associated with each financial statement. We will identify those strategies and discuss how financial statement information could help you convey your school's mission. The session will conclude with an opportunity to apply these ideas to your school.

Communicating Finance & Mission in Board Reports with Marian Powers

Have you ever wondered how effectively your board reports convey your school's financial results and mission success? We will identify some ways to increase the effectiveness of financial information and metrics reported. The session will provide opportunity to critique your school's board reports.

Executive Presence: Deconstructing "Gravitas" with Brooke Vuckovic

Those rising to the upper ranks of an organization often give—or receive—the feedback that they need to develop “executive presence” or “gravitas.” Unfortunately, though this feedback is suggestive, it is almost entirely unhelpful for someone looking to make real change. By the end of this session, participants will have a set of tools that will allow them to probe feedback when/if given to them and strategies to give more helpful feedback (and great resources) to those they lead.

Learning with Outcomes & Inspiring with Data with Pranav Kothari

During this interactive session, participants will build knowledge on the latest trends in social sector and education performance measurement, develop a clear set of measurable outcomes and indicators to mark progress toward their desired impact, and practice engaging stakeholders to support their school and mission. This class is grounded in outcomes-based performance measurement and borrows tools from commercial and social science driven approaches to continuous improvement, performance measurement, and program evaluation.

Understanding Decision Making with Lauren Rivera

Leaders make critical decisions all day long, but sometimes even the strongest, most sophisticated leaders struggle to make the smartest decisions. This interactive session blends cutting-edge insights from the social sciences with an experiential learning opportunity to provide strategies for spotting and counteracting the psychological traps that undermine effective individual and group decision making.

Engaged: The Art & Science of Human Motivation with Nicholas Pearce

Many organizations that are able to attract top talent find it incredibly difficult to retain top talent—and in the social era, the costs of high turnover are greater than ever before. It is in any organization's interest to gain keen insight into how to motivate people to do their best and keep their heads, hearts, and hands engaged once they've come on board. This session leverages insights from the social and behavioral sciences to offer strategies for how to stop demotivating talent, how to drive sustained engagement at every level of the organization, and how to transform your organization's culture into a competitive advantage.



PRANAV KOTHARI is the founder & CEO of Revolution Impact, LLC, which helps social sector organizations improve their results through better business practices and organizational strategies. Kothari also serves as adjunct lecturer of Social Enterprise at the Kellogg School of Management at Northwestern University, teaching both MBA and executive education courses on the education sector, social sector performance measurement, and board governance. He holds an AB from Washington University in St. Louis and an MBA from the Stephen M. Ross School of Business at the University of Michigan.



NICHOLAS PEARCE, PhD serves as Clinical Associate Professor of Management & Organizations at the Northwestern University Kellogg School of Management. An expert in the areas of values-driven leadership, change, diversity and inclusion, and collaboration in organizations, he has served as a lecturer, executive adviser, leadership coach, and organizational strategist for Fortune Global 500 corporations, governments, philanthropic organizations, and megachurches. Pearce holds a PhD in Management & Organizations from Northwestern University's Kellogg School of Management and an SB in Chemical Engineering & Management from MIT with a concentration in Religious Studies earned in conjunction with the Harvard Divinity School.



MARIAN POWERS, PhD serves on the faculty of the Kellogg School of Management's Allen Center for Executive Education at Northwestern University. She specializes in teaching financial reporting and analysis to executives. Since 1987, Powers has designed and delivered customized finance and accounting training

for corporations and nonprofit organizations. She is co-author of several college accounting textbooks, including *Financial Accounting and Principles of Accounting*. Her research has been published in *The Accounting Review*, *The International Journal of Accounting*, *The Journal of Accountancy*, *The Journal of Business, Finance and Accounting*, and *Financial Management* among others.



LAUREN RIVERA, PhD, is an Associate Professor of Management and Organization at Northwestern University Kellogg School of Management. She teaches on workplace evaluations, decision making, persuasion, and negotiations and has written extensively on hiring and promotion practices. Her award-winning book *Pedigree: How Elite Students Get Elite Jobs* investigates class, gender, and racial biases. Her research has been featured in the *Atlantic*, *Economist*, *Financial Times*, *Fortune*, *New York Times*, *Wall Street Journal*, and *NPR*. Rivera has been named one of the top 40 business school professors under 40 by *Poets & Quants*. She received her BA in sociology and psychology from Yale University and her PhD in sociology from Harvard University.



BROOKE VUCKOVIC focuses on helping executives define their purpose and presence as leaders. She teaches leadership coaching to MBA students and has co-developed coaching programs for multiple executive education programs. She actively lectures and coaches through Kellogg School's Allen Center and the Center for Nonprofit Management. Outside of Kellogg, she works with senior executives in a wide range of industries—from finance, technology, law, education, government, and non-profit management. She received her MA and PhD from the University of Chicago, where she also taught in the University of Chicago Booth School of Business.

HOTEL ACCOMMODATIONS

ISACS has secured a discounted room rate at the Cambria Suites, 166 East Superior, Chicago, which is located less than two blocks from the Kellogg Center's downtown campus. The special rate is: \$209/night plus tax (single or double occupancy) for the nights of June 19, 20, and 21. To make a reservation, please call 312-523-0902 and mention the group name ISACS. Reservations must be made by June 2, 2017 or before the room block reaches capacity. Visit the ISACS website for a link to online reservations. If you have a problem securing the rate, please call the ISACS office at 312-750-1190.

REGISTRATION FEE

- \$2250 ISACS member fee
- \$2500 non-member fee
- Academy includes: Three breakfasts, three lunches, one reception and one dinner.

PARTIAL SCHOLARSHIPS AVAILABLE

Thanks to grants from E.E. Ford Foundation and Skilling and Andrews Foundation, registrants from schools with assets of less than \$18 million are eligible for partial scholarships. To determine your school's net assets, see the Statement of Financial Position from your most recent audit and find “Year-End Total Net Assets.” These scholarships are available for member and non-member schools. For more details about the partial scholarship, please contact the ISACS office at 312-750-1190.

BRING A TEAM – Register Additional Attendees from Your School for Half the Fee Registrations from the same school are at half the rate of the first registration. While the program was designed with heads in mind, we have found that it is a good fit for aspiring heads, CFOs, and other school leaders as well. We believe that taking the experience home with a school colleague or two can maximize the potential for applying the learning. For more details about the team member discount, please contact the ISACS office at 312-750-1190.

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