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ISACS

LEADERSHIP ACADEMY

The Business of Leading Schools

Tuesday, June 25 –
Thursday, June 27, 2019

IN PARTNERSHIP WITH THE KELLOGG SCHOOL
CENTER FOR NONPROFIT MANAGEMENT

LOCATED AT NORTHWESTERN UNIVERSITY
DOWNTOWN CHICAGO CAMPUS

Northwestern
Kellogg
School of Management
EXECUTIVE EDUCATION

REGISTRATION NOW AVAILABLE
AT WWW.ISACS.ORG



WHO SHOULD ATTEND LEADERS OF INDEPENDENT SCHOOLS

DATES & TIMES

TUESDAY, JUNE 25, 9:00 AM TO
THURSDAY, JUNE 27, 3:30 PM

TOPICS INCLUDE

Conflict Dynamics: Resolving Disputes Effectively, Gail Berger

Conflicts can arise every day in schools—between staff, teachers, parents, and students. It is imperative that school leaders have tools to handle these situations effectively and confidently. This session is designed to provide participants with relevant conflict resolution skills that can be used to deal with a broad spectrum of disagreements faced internally or with external stakeholders. Participants will have an opportunity to explore their personal conflict management styles and assess the effectiveness of various conflict styles across different contexts. They will also analyze the behavior of individuals and groups during a dispute and develop a keen understanding of a model that can be used to resolve disputes effectively.

Storytelling: A Differentiating Leadership Skill for the 21st Century, Rives Collins

As the world grows increasingly high-tech, effective leaders are rediscovering the power of the high-touch art form of the storyteller. More and more frequently, leaders are banning “death by bullet point presentations,” opting instead for narrative communication. Starting with the premise that everyone is a storyteller, this interactive workshop will explore WHY we tell stories, WHAT stories we should tell, and HOW we should go about telling them effectively.

Strategic Stakeholder Engagement, Ernest Duplessis

Effective relationship building and efficient resource allocation is at the top of the priority list for any organizational leader, but is particularly paramount for the educational leader. This session is designed to help the leader identify, prioritize, and effectively engage key organizational stakeholders; empower leaders to stay ahead in their highly competitive industry by developing a deliberate and compelling stakeholder engagement strategy; and help leaders develop clear and concise messaging for their primary stakeholders.

Influence Without Authority, Loran Nordgren

Interpersonal influence and persuasion skills are among the strongest predictors of career advancement. Research shows that our power to persuade is based on how the source (the person), the message, and the audience all have an important role in influence. Through a focus on the psychology of influence, this session will help school leaders refine their interpersonal skills and reveal how to capitalize on each factor to more effectively sell ideas and change people's behavior.

Inspired Leadership, Nicholas Pearce

Leaders are expected to be constant sources of inspiration, motivation, and vision for their teams, organizations, and beyond—in short, leadership is hard work. But the hard work of leadership is made even tougher when the leader is struggling with his/her own personal purpose for leading. In this interactive session, leaders will be invited to explore their values, vision, and vocation as the fuel for inspired leadership. This session will challenge participants to clarify their life's work and at the same time develop the courage to pursue it. Inspired Leadership is an introspective, challenging, and energizing session that has been described by participants from around the world as “a most welcome oasis for the leader's journey.”

Using Financial Statements for Decision Making, Marian Powers

This session will provide a review of school financial statements and identify strategies for gaining insights about the story each financial statement conveys. There will be opportunity to apply these skills to your school's financial statements.

Intersection of Finance & Mission, Marian Powers

Illustrate how finance can lead to better mission-focused decision-making and examine the use and benefits of Activity Based Reporting in this session.

Finance & Board Communications, Marian Powers

Identify strategic, mission-focused types of information to report to the board of directors (and other constituencies) and ways to enhance its effectiveness in this session.



GAIL BERGER, PhD is an assistant professor of instruction at Northwestern University in the Kellogg School of Management, the McCormick School of Engineering, and the School of Communication.

She brings experience in the areas of talent development and assessment, conflict resolution, team dynamics, and executive coaching across a variety of industries including consumer services, education, engineering, financial services, hospitality, and the nonprofit sector. Berger received her PhD from the Kellogg School of Management and is the recipient of the Instructor of the Year Award at Northwestern's School of Education and Social Policy.



RIVES COLLINS has taught at Northwestern's department of theatre for the past 30 years. At the Kellogg Graduate School of Management, he teaches business narrative, asserting that storytelling is a differentiating skill in the 21st century that strengthens leaders, brands, and organizations. Collins is head of the Theatre for Young Audiences program at Northwestern, a professional stage director, and an associate artist at Adventure Stage Chicago of the Northwestern Settlement House. He is the co-author of *The Power of Story: Teaching Through Storytelling* and is the recipient of the Charles Deering McCormick Professor of Teaching Excellence Award at Northwestern University.



ERNEST DUPLESSIS is the Theodore R. and Annie Laurie Sills Professor of Integrated Marketing Communications at Northwestern University's Medill School of Journalism, Media, Integrated Marketing Communications. An expert in strategic communications, his career includes over 25 years of industry experience serving most recently as senior vice president of corporate communications and government affairs at Mondelēz International. His previous positions include vice president (VP) of corporate communications at Kraft Foods, VP of investor relations at Grainger, VP of communications at Grainger, and director of public affairs for the U.S. Navy. Duplessis received a master's degree from Medill and an MBA from Northwestern's Kellogg School of Management.



LORAN NORDGREN is an Associate Professor of Management and Organizations at the Kellogg School of Management. His research examines how contemporary environments (what he calls human ecology) affect human behavior. He uses theory-driven insights to create interventions and policy recommendations that improve decision-making and well-being. His research has been published in leading journals such as *Science* and is regularly discussed in prominent forums such as the *Harvard Business Review*. In recognition of his work, Nordgren has received the Theoretical Innovation Award in experimental psychology. A former Fulbright Scholar, he has received numerous teaching awards for excellence in the classroom and in 2012 was named Kellogg's Management and Organization's Teacher of the Year. He is one of *Poets & Quants'* 40 under 40 business school professors.



NICHOLAS PEARCE, PhD is an award-winning 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. He is the author of *The Purpose Path: A Guide to Pursuing Your Authentic Life's Work*. Pearce holds a PhD from Northwestern University's Kellogg School of Management and an SB 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.

UPDATED HOTEL ACCOMMODATIONS

ISACS has secured a discounted room rate at the Doubletree by Hilton Chicago-Magnificent Mile, 300 E. Ohio Street, which is located less than four 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 24, 25, and 26. To make a reservation, please call 1-800-445-8667 or 1-800-222-8733 and mention group **ISA**. For online reservations, [click here](#). Reservations must be made by Tuesday, June 4, 2019 and before the room block reaches capacity. If availability allows, the hotel will honor extended reservations three days before and three days after the Academy. 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, and one dinner

PARTIAL SCHOLARSHIPS

Thanks to a grant from Skilling and Andrews Foundation, registrants from schools with assets of less than \$18 million are eligible for partial scholarships. To determine your school's assets, see the Statement of Financial Position from the 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 Karen Zeitlin at (312) 750-1190 or karen@isacs.org.

TEAM DISCOUNT

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. We believe that taking the experience home with school colleagues can maximize the potential for applying the learning. For more details about the team member discount, please contact Karen Zeitlin at (312) 750-1190 or karen@isacs.org.

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