Engaging with your senior leadership: integrating external relations and development

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#IDPE19



IDPE CONFERENCE

ENGAGING WITH YOUR SENIOR LEADERSHIP INTEGRATING EXTERNAL RELATIONS AND DEVELOPMENT

Exploring the Abbey, Reading's three-year journey of:

- ✓ Integrating the marketing, admissions, alumnae, and development departments;
- ✓ Transforming team culture; and
- Refocussing budgets and staff output on achieving the school's business goals.

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SPEAKERS



RACHEL DENT Head, The Abbey School, Reading



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Lead Development
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Relations, The Abbey

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JANE PENDRY
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PANELISTS



RACHEL DENT

Head, The Abbey, Reading



JULIE CORNELL

Lead Governor, The Abbey, Reading



CRAIG ANDREW

Head of External Relations
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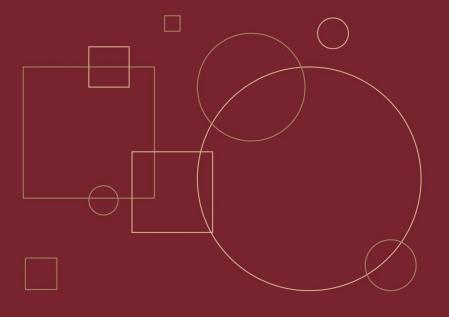
JANE PENDRY

Senior Coach, Socius



SOLUTIONS FOCUSED COACHING

Professional coaching processes designed to bring teams together to identify solutions that measurably increase surplus and impact on the school's business goals.



SOLUTIONS FOCUSED COACHING

The Socius Solutions Focused Coaching process brings together teams to identify solutions that measurably increase surplus and impact on their strategic goals.

Brief and Stakeholder Survey

After taking a detailed brief, we assess your team's perceptions of success by administering an internal stakeholder survey. The results are analysed to form the basis for our guided conversation.

Benchmarking & Guided Conversation
As a team you share your aspirations as if all of

As a team you share your aspirations as if all obstacles were suddenly overcome. We then evaluate your current position to create a benchmark from which future progress can be measured.

Creating a Preferred Future

As a group you describe what your department and roles would look like, and what team members would experience, deliver and achieve if you were one step closer to achieving your aspirations.

Implement SMART Actions

Each team member identifies the SMART actions that they can implement immediately to move the team towards achieving its Preferred Future, with a focus on team culture.

Realise and Recast Vision
The conversation and actions are documented and Socius management tools are used to track team progress. After 6-12 months progress is reviewed and a new Preferred Future is created to drive incremental improvements.

OUTCOMES

Maximise ROI
 Streamlined outputs and increased efficiency

2. Strategic Focus
Time/effort refocused
on outputs that achieve
strategic objectives

3. Internal Buy-In

Natural buy-in from stakeholders due to inclusive nature of process

4. Innovative Solutions
Creative thought unlocks
innovative solutions

5. Team Culture
Transformation
Regular incremental
improvements prioritised to

shape team culture

Aren't you just a little bit curious? If you would like to find out how Socius can help you utilise the strengths of your team members more effectively to achieve your financial objectives, contact Jane Pendry at: jane@socius.ch.

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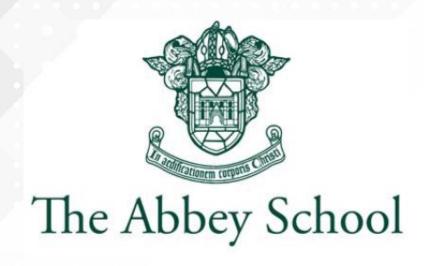
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QUESTIONS



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CONTACT

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