Association for Collaborative Leadership Annual Conference 2017

Hosted by the New York Six, NELLCO, and Western New York Consortium

October 18 – 20, 2017

Desmond Hotel and Conference Center

Albany, New York

Conference registration: http://acl.site-ym.com/page/AnnualConference

Hotel reservations: Call 518-869-8100 or toll free 1-800-448-3500, and provide the group code 12L50B to get the negotiated room rate of $133.00 per night.

Hotel address: 660 Albany Shaker Rd. Albany, New York 12211, United States

Questions: comms@national-acl.org; admin@national-acl.org

Conference Schedule

Wednesday, October 18, 2017

1:00 p.m. – 4:00 p.m.

Preconference Workshop on Grant Writing:
$100, includes lunch (lunch will begin at noon)

Developing, Refining and Revising Your Next Proposal for External Support for a Collaborative Inter-Institutional Initiative

This workshop will begin with a review of tips, checklists and best practices for developing a strong proposal for external funding for a collaborative project. Each participant have will submitted in advance as much of the following as possible for review by the workshop mentors: goals and objectives, proposal outline, proposal draft, coalition description, and potential or identified funders. Participants will receive group and individual mentoring on their proposals, regardless of the present phase of the proposal development: conceptual planning, building relationships with potential funders and their staff members, tailoring the proposal to a particular funder, building a non-threatening coalition of collaborators, proposal writing, or revision of a proposal denied funding after review. After mentoring sessions there will be a plenary session for the individuals and groups to report back on strategies they have revised or adopted.

Our goal is to provide mentoring in small groups of individuals facing challenges at similar stages with a ratio of one mentor to no more than 3-4 group members. Hence enrollment will be limited, perhaps to 20 or 24 participants.

Workshop mentors/organizers include experienced leaders of higher education collaborations and experienced development professional, all with successful records of developing proposals that earned external support.

Wednesday, October 18, 2017
ACL Conference Begins

5:00 p.m. – 5:15 p.m.   **Welcome by ACL President**

5:15 p.m. – 6:15 p.m.   **Poster Session** New This Year! Have a service, project or activity you would like to share with your colleagues? Consider sharing it during our poster session! Sign up to participate when you register for the meeting.

6:15 p.m. – 6:30 p.m.   **Sponsor Spotlight**

6:30 p.m. – 8:30 p.m.   **Opening dinner** Join your ACL colleagues for the conference opening dinner followed by an additional opportunity to learn about each other's work during the dessert poster session.

Thursday, October 19, 2017

7:30 a.m. – 8:30 a.m.   **Registration open**

7:30 a.m. – 8:30 a.m.   **Breakfast available**

8:45 a.m. – 10:15 a.m.   **Plenary Session: Presidential Perspectives on Sustainable Partnerships**

A panel of college and university presidents from New York area consortia will share their insights on what makes collaboration sustainable over time, and how they ascertain the value of collaborative partnerships.

What kinds of collaborations do presidents view as sustainable over time? How do presidents assess the value of collaboration? How is collaboration tied to institutional mission and vision? What are the challenges of collaboration from the presidents' point of view? How do consortia maintain momentum in times of leadership transition?

10:15 a.m. – 10:30 a.m. **Break**

10:30 a.m. – noon **Concurrent Sessions:**

SESSION 1: Two Models of Academic Research Collaborations (Academic Collaboration)
What are the most important factors to consider before launching a research collaboration? How do you lay the groundwork? Who should be involved and when? What are the markers for success? How do you assess the outcomes? What about funding? TBI Big Ten/Ivy League Research Collaboration and Health Equity Initiative (BTAA), Lehigh Valley Research Consortium (LVRC). Learning objectives: 1) Articulate the value of academic research collaborations. Who are the beneficiaries? 2) Identify potentials obstacles/pitfalls to successful research collaborations. 3) Recognize key stakeholders in building a collaboration. 4) Evaluate funding models. 5) Explore assessment approaches.

SESSION 2: Making the Most of Business Collaborations (Administrative Collaboration)
Getting the most out of business collaborations goes beyond immediate return on investment. Ensuring a better bottom line requires attention to process and people. Several examples highlight approaches and strategies that maximize buy-in and results.

Noon – 1:30 pm **Lunch and ACL Committee meetings**
Learn more about the work of the ACL Committees by joining lunch table discussions with committee leads.

1:30 p.m. – 1:45 p.m. **Sponsor Spotlight**

2:00 p.m. – 3:30 p.m. **Concurrent Sessions**

SESSION 1: Sustaining Language Instruction through Course Sharing (Academic Collaboration)
Panelists will share strategies for maintaining language learning opportunities for both classroom-based instruction and tutorials, for commonly taught languages and less commonly taught languages (LCTLs) involving inter-institutional sharing of courses and instructors. We will offer examples from neighboring campuses and widely separated campuses and for similar institutions and significantly different institutions. Panel members will discuss lessons learned and advise on best practices for exploring and implementing these kinds of sharing.

SESSION 2: Using Technology to Develop and Manage Collaboration (Administrative Collaboration)
How are consortia using technology to develop and manage collaboration? This session's facilitators will demonstrate three applications integrated to promote--and track--stakeholder engagement in collaborative work: Salesforce for customer relationship management; Pardot for communication engagement; and Canvas as a learning management system to promote administrators' engagement with faculty. Attendees will be engaged to "show and tell" their own tech solutions, working with each other to tackle common challenges. What approaches are realistic to expect for new, small and lesser-resourced consortia?

3:30 p.m. – 3:45 p.m. **Break**

3:45 p.m. – 4:00 p.m. **Sponsor Spotlight**

4:00 p.m. – 5:30 p.m.   **Plenary: Strategic Planning in Dynamic Times**
As transitions take place more frequently within collaborative organizations, how should the consortium handle strategic planning efforts? Are there best practices? This interactive panel will explore principles of effective planning within an ever-changing environment. The session will invite in advance specific situations faced by consortium directors and staff in order to generate discussion and practical guidance.

Learning Objectives:

1. Learn how a strategic planning framework can provide options for decision-making and action amidst changes
2. Identify strategies for advancing strategic planning while managing change

6:30 p.m.   **Dinner on your own in Albany** sign up sheets will be available to join with others.

Friday, October 20, 2017

7:30 a.m. – 8:30 a.m.   **Breakfast available**

8:45 a.m. – 10:15 a.m. **Building Trust through Collaborative Activity**

Leaders agree that trust is key to any collaboration. How do leaders strengthen trust within a competitive environment? Can it be accelerated? Bringing together the literature with interviews among many consortium leaders, key findings will stimulate active discussion with experienced leaders about strategies for building trust among multiple stakeholders.

Learning Objectives:
1. Identify the basic requirements for the establishment of trust within higher education consortia;
2. Recognize interpersonal or social exchange theory factors associated with the formation of trust within consortia;
3. Articulate inter-organizational factors linked with risk mitigation, effective consortium leadership and creation of trust;
4. Identify strategies for building trust among multiple stakeholders.

10:15 a.m. – 10:30 a.m. **Break**

10: 30 a.m. – noon   **Identifying Stakeholders' Value and Providing Evidence of that Value (ROI)**

Assessing the Performance of Consortial Work, Assessing Stakeholder Needs and Interests | Assessing the performance of any endeavor is a necessary component for any successful venture. Meeting stakeholder needs is a crucial piece of receiving fruitful assessment data and articulating return on investment. How do we in the consortial landscape: a) identify stakeholder needs and interests, b) deliver on stakeholder needs and interests, c) measure program impact and link outcomes to identified stakeholder needs and interests, and d) utilize assessment data to improve and replicate the program in question?

Noon   **Closing Session and Lunch**