**January 2015 - DRAFT**

**Lead Partners: Potential 2015 Learning Agenda**

The following is a list of topics and learning objectives which we believe could be helpful in building additional influence, capability and skill for our Lead Partners (and their teams) in their work inside non-profit Investees. These “trainings” would likely be 60-90 minutes long and include an interactive format such as:

* round table and/or panel discussion,
* presentation plus reflection and sharing
* relevant case study and discussion

**Influencing Without Authority: Having an Effective Seat at the Leadership Table** (Larry Fox)

* Understanding the business partnering role
* influencing with impact and an urgency of ownership
* Understanding the nature of the Partner relationship: readiness and willingness of each party
* The path to deeper relationship, involvement and influence

**Turning Intentions & Plans into Action: Listening For and Creating Strategic Thinking** (Rod McDow)

* How does strategic thinking make non-profits more successful?
* Practical approaches to “do strategic planning” that don't require bringing in 'experts'?
* How can Lead Partners influence decision makers to take action?

**Change Management: The Role(s) of Leaders – Sponsors – Teams in Facilitating Change Inside Organizations** (Wendy Weissman)

* Understanding the rhythms and processes inside organizational change
* The interactive role(s) of Sponsor & Change Leader(s) in driving change
* Creating inspiration, early successes and learning as organizations drive change

**Coaching & Consulting: (some of) The art of listening for possibility and offering new practice fields for learning** (Dave Riveness plus friends?)

* How to’s for creating readiness & openness for a coaching relationship
* Developing a contract for exploration and sharing
* Bringing other sources of expertise & resource to the table

**Working Inside Non-Profits 101** (TBD)

* Paying attention to differences in culture, pace and the role of mission
* The importance of relationship & fit
* Our role in keeping line(s) of sight open to effectiveness in management, operations, Board & governance & program impact(s)