# Member Education Sessions - Learning Objectives

# **Strategic Business Sessions**

#### 1. Marketing & Branding

- Analyze audience behaviors to develop targeted marketing strategies.
- Create a cohesive brand identity that aligns with organizational values.
- Evaluate the effectiveness of branding and marketing efforts using key performance metrics.

### 2. Strategic Planning

- Identify organizational goals and priorities to align with long-term vision.
- Develop actionable strategies that drive measurable growth and success.
- Assess the impact of strategic initiatives and adjust plans for continuous improvement.

# 3. Narrative Budgets

- Interpret financial statements to extract key insights for storytelling.
- Construct a compelling narrative that connects financial data with mission-driven impact.
- Critique and refine narrative budgets to enhance transparency and stakeholder engagement.



# **People and Culture Sessions**

#### 1. Foundational Leadership

- Recognize core leadership principles that inspire and motivate teams.
- Demonstrate effective communication and decision-making in leadership roles.
- Assess leadership effectiveness through feedback and selfreflection.

### 2. Conflict Management

- Identify sources of workplace conflict and their impact on team dynamics.
- Apply conflict resolution strategies to facilitate constructive conversations.
- Evaluate conflict management approaches to enhance collaboration and workplace harmony.

#### 3. Performance Management

- Define key performance indicators to measure individual and team success.
- Implement feedback techniques that foster employee development and accountability.
- Analyze performance trends to inform coaching and improvement strategies.

#### 4. Succession Planning

- Examine organizational needs to identify future leadership gaps.
- Design succession plans that ensure leadership continuity and sustainability.
- Evaluate the effectiveness of leadership transition strategies through case studies and best practices.