

Strategic Conversations for Business Model Vitality

What Small College Boards, Presidents and CFOs
Need to Know—and Discuss

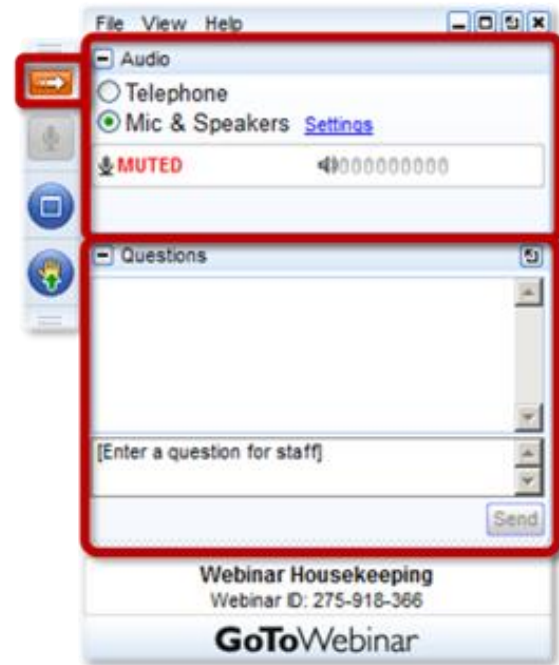
AGB Webinar

March 7, 2023

Interact with Us

Questions are encouraged and may be addressed during the webinar as they arise.

This session will be recorded, and the recording will be made available by email within a week following the session.



Today's Speakers

Moderator:

Steve Golding, senior consultant, AGB; board chair, Washington College; treasurer, Forum for World Education; managing partner, The 1792 Group

Speakers:

Leslie Brunelli, senior vice chancellor for business and financial affairs, and university treasurer, University of Denver

La Jerne Terry Cornish, PhD, president, Ithaca College

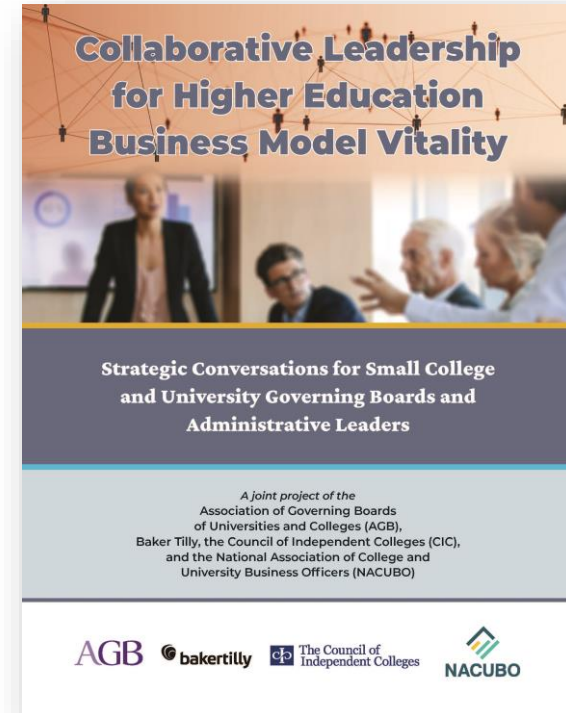
Elizabeth H. Noe, JD, board chairperson, Agnes Scott College

AGB / Baker Tilly / CIC / NACUBO report

Collaborative Leadership for Higher Education Business Model Vitality

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Strategic Conversations for Small College and University Governing Boards and Administrative Leaders



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The Key Leadership Conversations

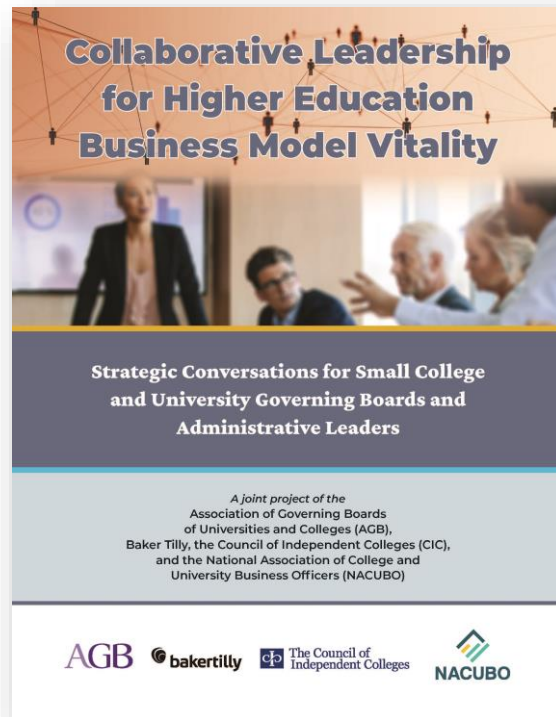
- What are the roles and responsibilities of our leadership?
- Does our institution have a resilient governance structure?
- Do we have a working knowledge of our business model?
- Does our institution have an effective strategic planning process?
- What are our dashboard indicators and benchmarks?
- How do we develop situational awareness?
- Have we reached an inflection point?
- What are our options?

Download the Report and Explore Toolkits

Collaborative Leadership for
Higher Education Business Model
Vitality

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AGB.org/BusinessModel



Key Takeaways

- College and university business model risk mitigation requires engaging in a series of collaborative leadership conversations. These conversations take on urgency if the institution is facing financial headwinds.
- Through a strategic planning process and dialogue, institutional leaders can define expectations, clarify business goals and objectives, and prioritize necessary steps for securing business model vitality.
- The conversations can promote institutional transparency and instill confidence among stakeholders by highlighting the factors critical for the success of the institution's business model.

Key Takeaways (cont.)

- Robust institutional research capabilities with internal feedback loops help measure progress to goals and provide the board and administration sound data for making decisions.
- A disciplined process for stress testing the underlying business model assumptions helps leaders and stakeholders understand the options available and the resources required when the institution experiences a deviation from plan.
- The risk assessment process provides governing board and leadership with the information to evaluate program options and make informed risk decisions (based on sound market data) that can support innovation that moves the institution forward.

Upcoming AGB Webinars

- **March 13th** – System Boards as Catalysts for Strategic Change
- **March 16th** – Choosing Transformation over Rankings: Inside Colorado College's Decision to Stop Cooperating with U.S. News & World Report
- **March 23rd** – Investment Governance for the Post-Pandemic World
- **March 28th** – Best Practices for Creating Strategic Board Retreats

Thank You

We greatly value your attendance and participation.

Within the next week you will receive by email a recording of this webinar.

We kindly request that you share any feedback, and please feel free to contact AGB should you have follow-up questions.

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