



## ABS Development Programme for Top Teams in UK Business Schools (TDP) 2009/10

Take time out to review your strategic plan and how your leadership team is working with customised feedback from business school experts



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### Overview

The TDP is designed by ABS and co-facilitated by a very experienced dean and an organisational development specialist. It is intended to complement the ABS suite of development programmes for individuals. It is based on the belief that team leadership is important for strategic development of services, infrastructure and skills. The programme uses self-assessments, HESA benchmarking data, a team questionnaire and evidence-based action learning to focus on key performance indicators and sustainability. At the end of the programme, the team will present to a panel of their choice to receive feedback on plans for the business school. The purpose of the programme is to provide a series of 4 away-days over six months to develop school and team identity, set performance objectives and standards and to build the team for innovation and effective team working beyond the TDP.

### Who should attend

The executive team of an individual business school.

### How the TDP is delivered

The programme is co-produced with the team responsible for the strategic leadership of a UK business school. The team members must commit to attend all three sessions. The programme is highly participatory and encourages the sharing and comparing of challenges and good practice in a safe, supportive and challenging environment.

### Key benefits

- Time out to think
- The opportunity to reflect on strategy and team processes
- Specific feedback on plans
- Greater clarity of identity and purpose
- Team building within and between teams
- A greater appreciation of the challenges and opportunities facing the business school sector.

### Venue

Sessions will usually take place at the ABS offices in Euston and run from 9am – 5pm. Accommodation and dinner for the two-day workshop will be booked for participants close to ABS.

### Cost

The cost includes a pre-meeting with the dean, three workshops and programme materials, HESA data analysis, refreshments, dinner, overnight accommodation for the two-day workshop, APTI assessment and a post evaluation meeting. The fee is payable in two instalments. Alternatively, on request we can invoice the full cost of the programme of which full payment must be received prior to the commencement of the programme.

*“The TDP gave us a great opportunity to take time out in our busy lives. We’re quite an established team and we get on well but we did need time to bond. As a result of the sessions with ABS, we’ve completely revamped our taught programmes. The panel session in the final workshop was hugely helpful.”*

**Jerry Forrester, Associate Dean, University of Hertfordshire Business School**



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### Schedule over 6 months, to be agreed with the dean:

#### Session 1 2 days

- trends in business schools and the environment
- scenario planning
- strategic planning
- review of self-assessment exercise
- analysis of HESA benchmarking data
- stakeholders
- key markets
- developing identity
- defining objectives and performance standards
- challenges of differentiating the business school
- ATPi (Aston Team Performance Inventory) feedback
- supporting the dean.

#### Session 2 1 day

- developing team synergy to add value
- working with other teams
- maintaining quality and innovation
- making your school visible
- working with your advisory board
- fund and friend raising
- why strategies fail.

#### Session 3 1 day

- presentation to a panel (e.g. advisory board members, leaders in other business schools)
- sustaining team working
- managing the vice-chancellor's expectations.

When two business schools are participating in the TDP in parallel, there may be scope for them to present to each other if appropriate.



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### Registration Form 2009/10

Please **tick one of the boxes** below

I would like to register for the ABS Development Programme for Top Teams in UK Business Schools (TDP)

Full programme including lunch, refreshments, dinner, overnight accommodation and breakfast.

#### **Cost to be confirmed**

Payable in two instalments (two thirds on registration and a third on completion).

**Please Quote/Attach Purchase Order Number.**

If you wish to be invoiced for the full amount instead of instalments, for which we must receive payment prior to the commencement of the programme, please tick the box.

**For further enquiries and to return this form by fax or post:**

**Julie Davies, Head of Research and Development**

Association of Business Schools  
137 Euston Road, London NW1 2AA

Email: [jdavies@the-abs.org.uk](mailto:jdavies@the-abs.org.uk)  
Tel: 078 8400 2470  
Mobile: 07884002470  
Fax: 020 7388 0009

**If your institution is paying then your registration MUST include a valid purchase order number**

If we receive a form without a valid purchase order number, it will be necessary to return the form and request its proper completion. This is due to changes in University finance office procedures.

**Purchase Order No**

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**Name**

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**Position**

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**School/Department**

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**Institution**

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**Address**

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**Email**

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**Phone**

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**Mobile**

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**Fax**

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**Signature**

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Please keep me informed of any relevant news from the ABS  
Note: your information will not be passed on to any third parties

NB: ABS offices are not DDA compliant. ABS reserves the right to change elements of the programme if necessary.