

# 2018/ 2019 Library Management Skills Institute

## Pricing Schedule

**Library Management Skills Institute I: The Manager**

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**Library Management Skills Institute II: The Organization**

# Library Management Workshops

*Consistent with our goal of helping you build capacity, we offer two Library Management Skills Institute workshops delivered to your location across the world so you can expose up to 40 people per session in developing shared language, creating a common approach, and practicing shared tools.*

Our Library Management workshops are based on well-researched, current theories and practices and designed with the adult learner in mind. We stay in touch with the latest developments across many pertinent fields to ensure that our programs are relevant to the issues and challenges facing today's organizations. Workshops can be customized to ensure case studies, self-assessments, and group exercises use language tailored to reflect your audience. We also pride ourselves on the diverse experiences and skills sets among our facilitators, ensuring that you have people who bring credibility and the ability to connect in meaningful ways with your audience.

## Library Management Skills Institute I: The Manager (3 Days)

Most Requested

Description	What you will learn
<p>This workshop is considered the seminal management professional development experience within and across the library community. It was designed over 40 years ago on a solid foundation of tried-and-true management principals and guided by best practices in libraries. The content and practical application are presented and explored in a library context that reflects the specific audience—academic, public or special libraries.</p>	<p><b>Participants will:</b></p> <ul style="list-style-type: none"> <li>• Practice using tools and techniques that nurture an inclusive workplace culture</li> <li>• Have a greater awareness of individual preferences and implications on managerial behaviors</li> <li>• Be able to use a variety of influencing strategies and use different strategies in different situations</li> <li>• Practice using differentiated approaches to motivation that increase employee engagement levels</li> <li>• Use structured processes for helping group reach decisions that have strong buy-in</li> <li>• Practice giving constructive feedback that leads to changed behavior</li> <li>• Be empowered as organizational culture and change facilitators</li> </ul>
Ideal for:	Workshop includes:
<p>Supervisors, Department Heads, Coordinators, Managers and Administrators • Team and Project Leaders • Anyone interested in developing more confidence and expanding your toolkit as a leader/manager</p>	<ul style="list-style-type: none"> <li>• 3 full transformational days of workshop content</li> <li>• Skilled facilitators with credibility and ability to connect in meaningful ways within the professional community</li> <li>• Behavioral and Influencing Strategies instruments for each participant</li> <li>• Workshop Participant Guide</li> <li>• Case studies, practical application tools, group activities and discussion</li> <li>• Workshop Evaluation</li> <li>• All facilitator travel expenses included</li> </ul>

# Library Management Workshops

Workshop facilitators are selected based on alignment of their professional experience with the type of library organization.

Library Management Skills Institute II: The Organization (3 days)	
Description	What you will learn
<p>Leaders, at all levels of the organization, are expected to This workshop was designed using Peter Senge’s renowned Learning Organization as the organizing framework. Participants are introduced to each of the five disciplines practiced by organizations best positioned for responsiveness to the ever-changing environment and growth. The content and practical application are presented and explored in a library context that reflects the specific audience—academic, public or special libraries. Library practitioners and leaders can understand and have an impact on organizations that need change agents and leadership at all levels.</p> <p><i>Participation in the LMSI I: The Manager is not required to participate in this event.</i></p>	<p><b><i>Institute participants will:</i></b></p> <ul style="list-style-type: none"> <li>• Have a sophisticated understanding of organizational learning and how the associated practices positively impact inclusion, organizational health, positioning and growth</li> <li>• Practice engaging colleagues in processes that clarify vision and create momentum</li> <li>• Have practical tools for engaging change in their organizations</li> <li>• Have tools for differently approaching long-standing problems</li> <li>• Increase empathy related to different roles in the organization, and act as a bridge across stakeholder groups</li> </ul>
Ideal for:	Workshop includes:
<p>Supervisors, Department Heads, Coordinators, Managers and Administrators • Team and Project Leaders • Change agents, regardless of classification</p> <p>Open minds are required.</p>	<ul style="list-style-type: none"> <li>• 3 full transformational days of workshop content</li> <li>• Skilled facilitators with the credibility and ability to connect in meaningful ways to your audience</li> <li>• Real world simulation exercises that transform leadership dynamics within your Library Institution</li> <li>• Comprehensive Participant Guide</li> <li>• Case studies, practical application tools, group activities and discussion</li> <li>• Workshop Evaluation</li> <li>• All facilitator travel expenses included</li> </ul>

# What Makes Our Workshops **Unique**

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Our programs are designed for busy adults, and respond to the needs our clients have expressed time and time again.

## **We are known for:**

**Equity, Diversity and Inclusion** – Our content integrates concepts, knowledge and techniques necessary for exhibiting cultural competence and building this capacity in all leaders.

**Collaborative Learning** – Participants explore strategies for implementing ideas, share best practices and resources during and beyond the event.

**Practical Application** – Participants are introduced to the most widely and effectively used tools, and practice with them in session and with facilitator and colleague input.

**Expert Facilitation** – Our facilitators receive intense training by DeEtta Jones and beyond, and bring tremendous professional experience that allows them to provide pertinent examples of concepts, their practical application, and form meaningful and credible relationships with participants.

# Workshop Pricing – 2018/ 2019

Unlike other library leadership training offerings, our Library Management Skills Institute workshops will save your organization time and expenses as it is delivered in fewer days, hosted at your institution, and includes all travel expenses. You provide the venue and our facilitators' travel expenses are all inclusive in our fees. Each workshop is delivered for a flat fee and includes up to 40 participants.

**Library Management Skills Institute I: The Manager \$36,000**

**Library Management Skills Institute II: The Organization \$34,000**

View the workshop pricing comparison chart below to view our value.

			
	<b>DJA</b> <i>Custom, multi-faceted design and facilitation blending in-person</i> <i>\$300 per person/per day</i>	<b>Triangle Research Libraries Network</b> <i>5 day consecutive sessions</i> <i>\$300 per person/ per day</i>	<b>Triangle Research Libraries Network</b> <i>5 day consecutive sessions</i> <i>\$780 per person/ per day</i>
<b>Number of days</b>	<b>3</b> consecutive	<b>5</b> consecutive	<b>5</b> consecutive
<b>Price Per Person/ day</b>	<b>\$300</b>	<b>\$300</b>	<b>\$780</b>
<b>Course materials</b>	✓	✓	✓
<b>Continental Breakfast/ Lunch</b>	Host provides	Included	Included
<b>Travel</b>	<i>Host provides the venue and the DJA teams' travel to your location is included</i> ✓	<i>Travel and accommodations are not included</i> ✗	<i>Travel and accommodations are not included</i> ✗

# Begin Your Journey in Leadership and Organizational Development Today!



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We would be honored to work with you.