



Reflecting on some key messages from literature

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Business

THE GRADUATE CERTIFICATE, EDUCATION BUSINESS LEADERSHIP

Core Units in Graduate Certificate, Education Business Leadership

ELT700	Education Business Planning and Capacity Building
ELT701	Governance in Education
ELT702	Leading Strategy and Change in Education
ELT703	Understanding Funding & Finance for Educational Outcomes.

Level 1 – Certificate I
Level 2 – Certificate II
Level 3 – Certificate III
Level 4 – Certificate IV
Level 5 – Diploma

Level 6 – Advanced Diploma, Associate Degree
Level 7 – Bachelor Degree
Level 8 – Bachelor (Hon), **Grad Certificate** or Diploma
Level 9 – Masters Degree
Level 10 – Doctoral Degree



Making a difference in

- Our behaviours
- Our actions
- Our PRACTICE

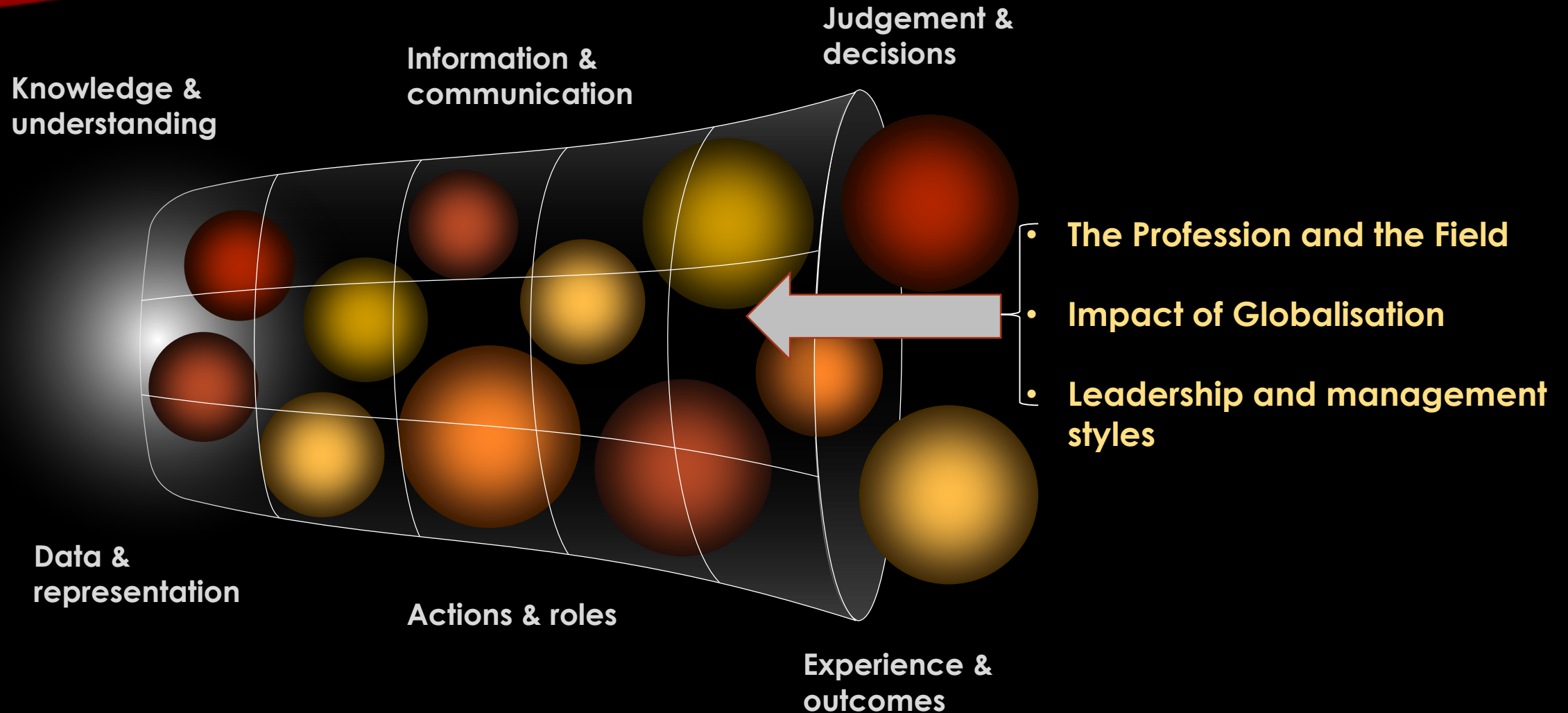




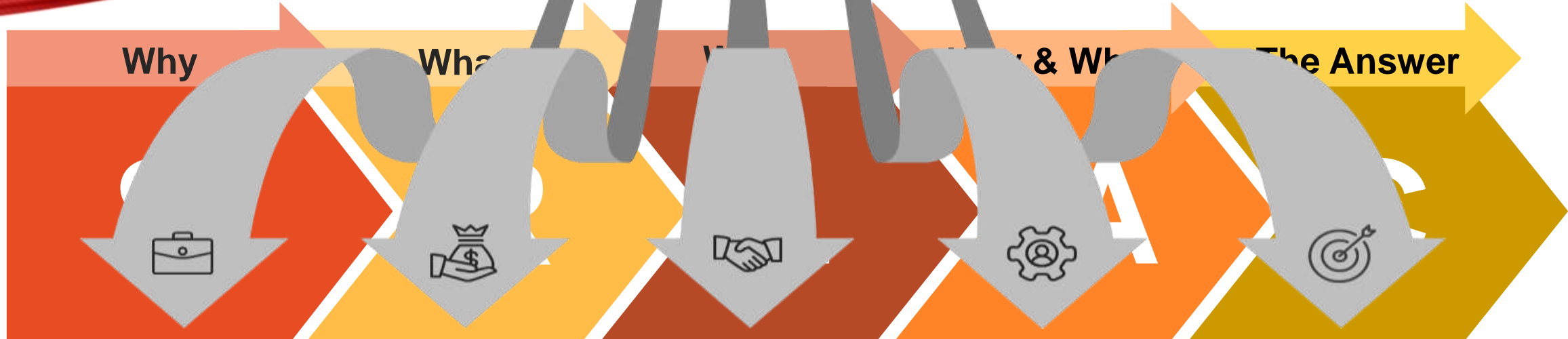
MKR

MARK'S KNOWLEDGE RULES

What does our workplace look like



Focus is the key driver for Excellence



STRATEGIC
awareness of
why we do
things for our
students

Every
educational
decision has a
RESOURCE
implication

LEADERSHIP
as well as
Management
skills and
attributes are
required by all

Putting our
plans and
processes into
ACTION in a
timely manner

Our beliefs
and values
are
underpinned
by our
CHARACTER

Recipe for success through on-going development of self and others



Key messages for impacting strategic directions

➤ **Communication is about listening as well as speaking**

➤ **Biggest challenge is success**

➤ **Ideas are fueled with passion**

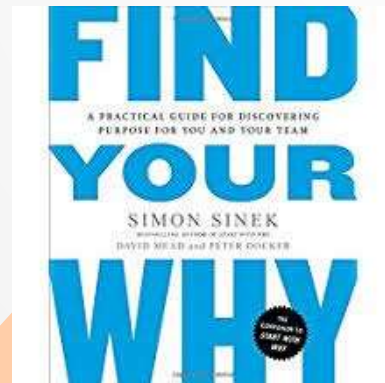
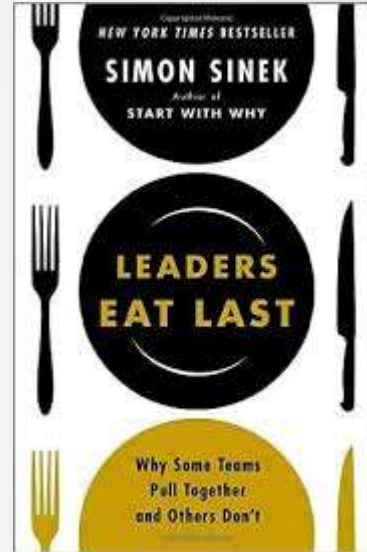
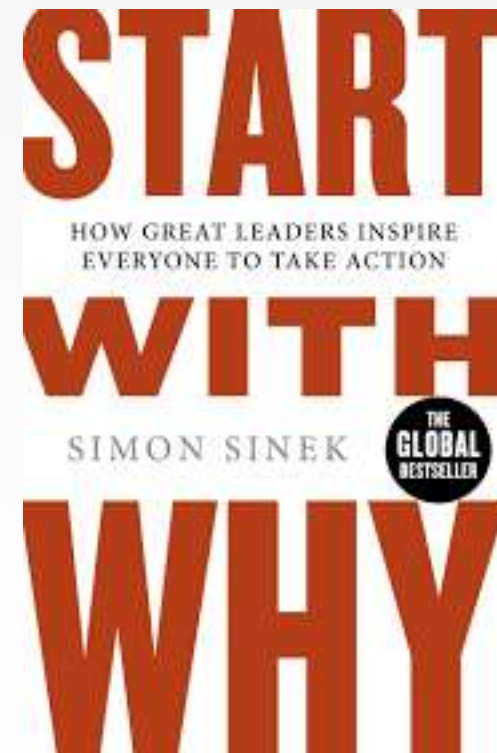
➤ **Leaders do not always need to be driving the bus**

WHAT

HOW

WHY

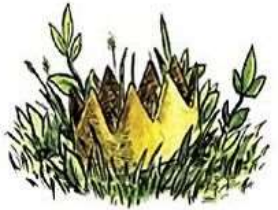
Learning from Simon Sinek



Start with WHY

... you know

Together is Better
A Little Book of Inspiration

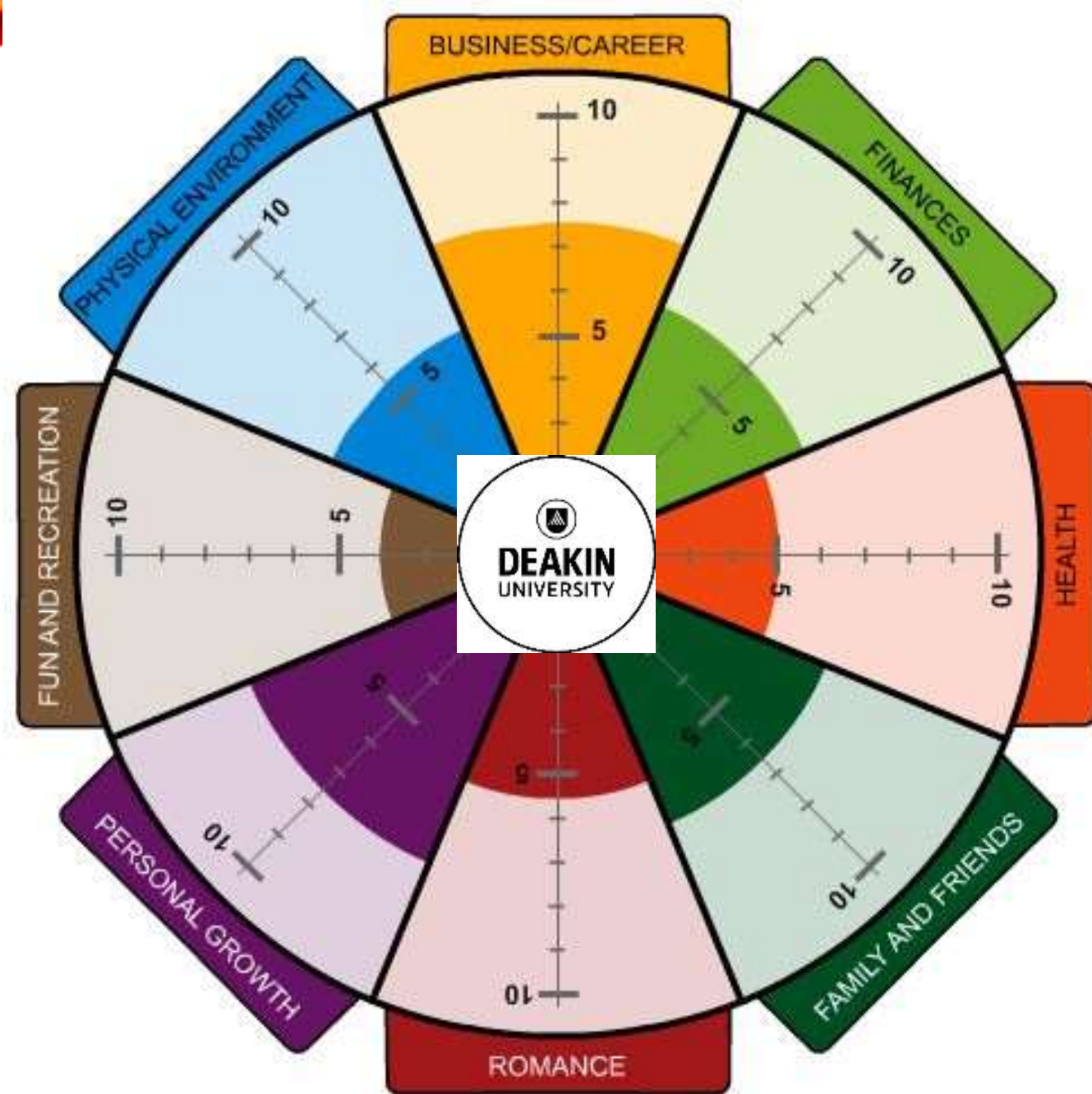
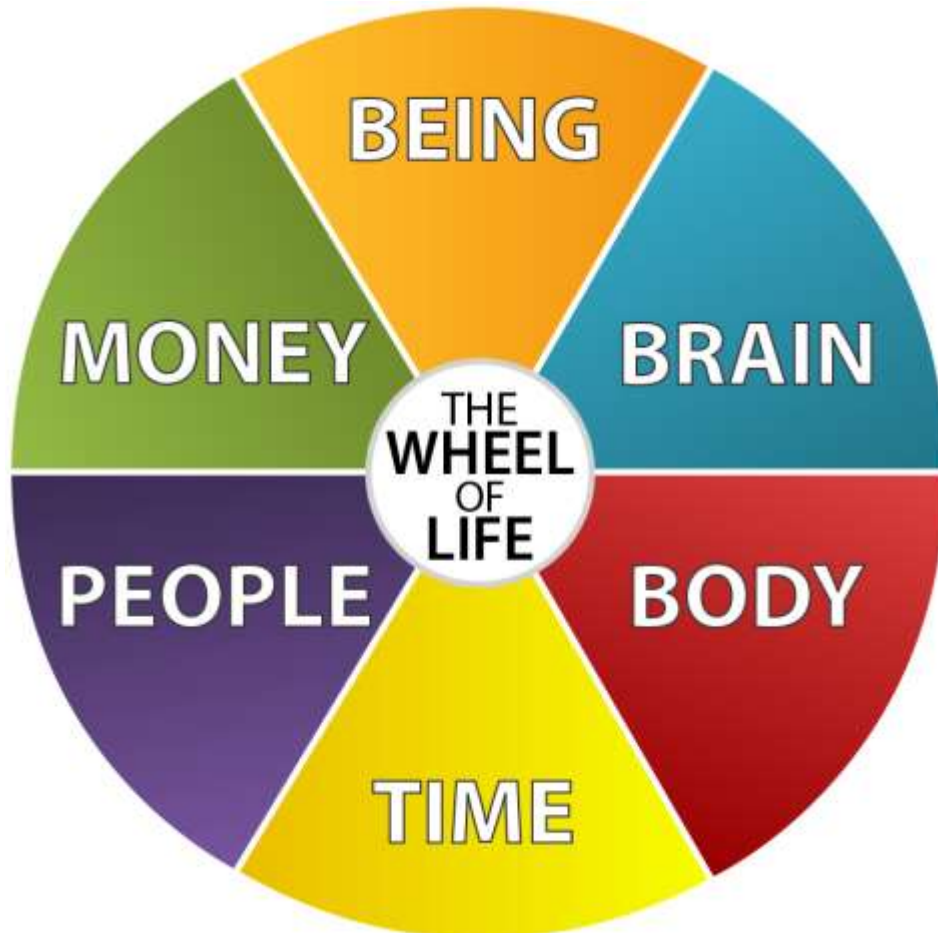


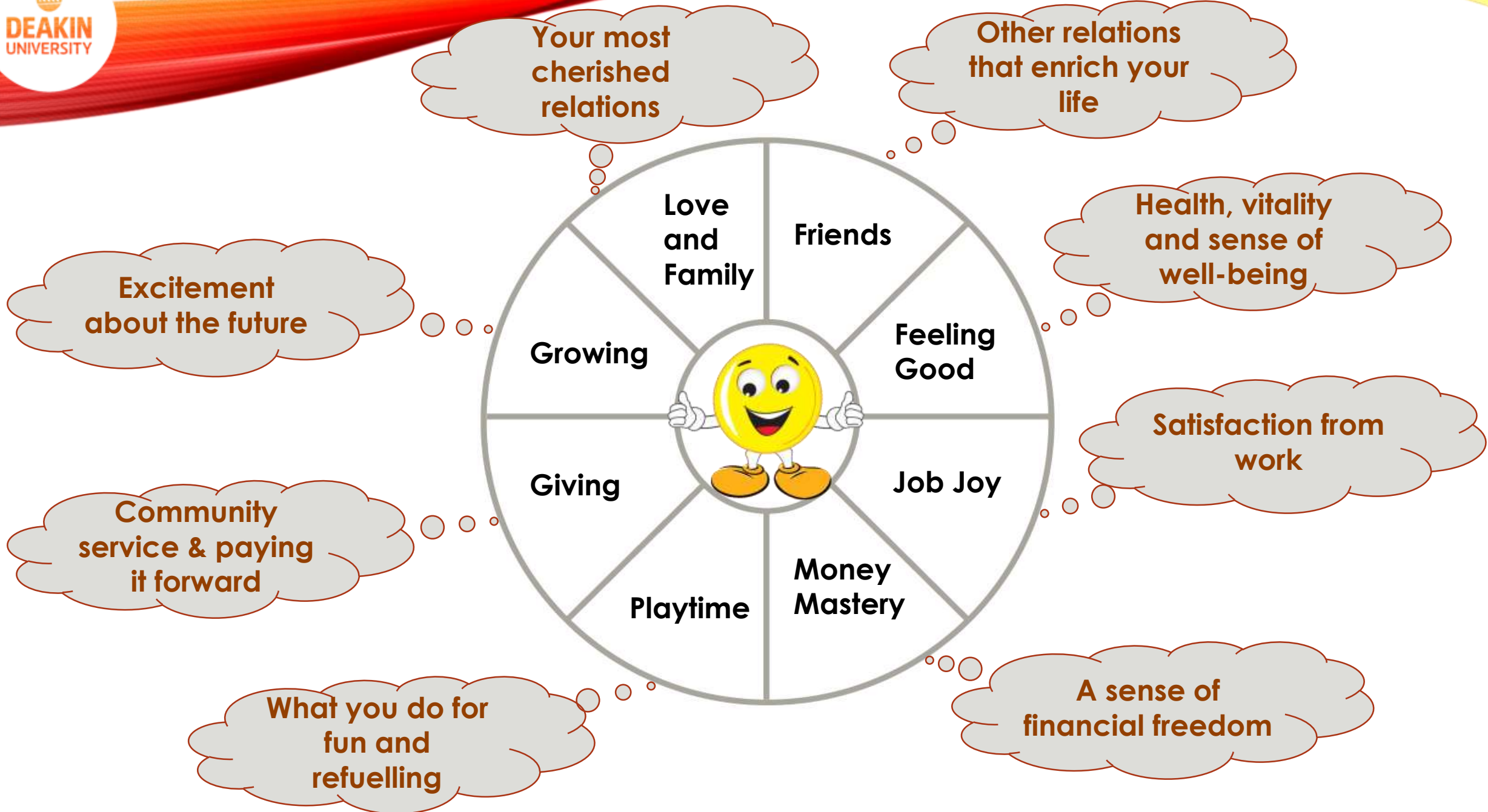
by SIMON SINEK

Bestselling author of *Start With Why* and *Leaders Eat Last*

Illustrated by Ethan M. Aldridge

What are your goals?





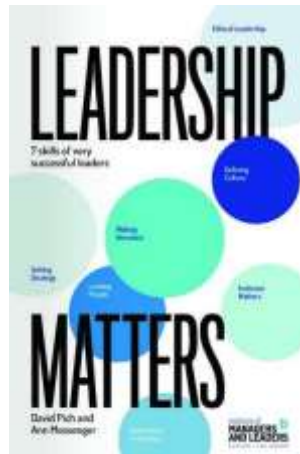
Your skills linked to organisation structures

Two central focusses

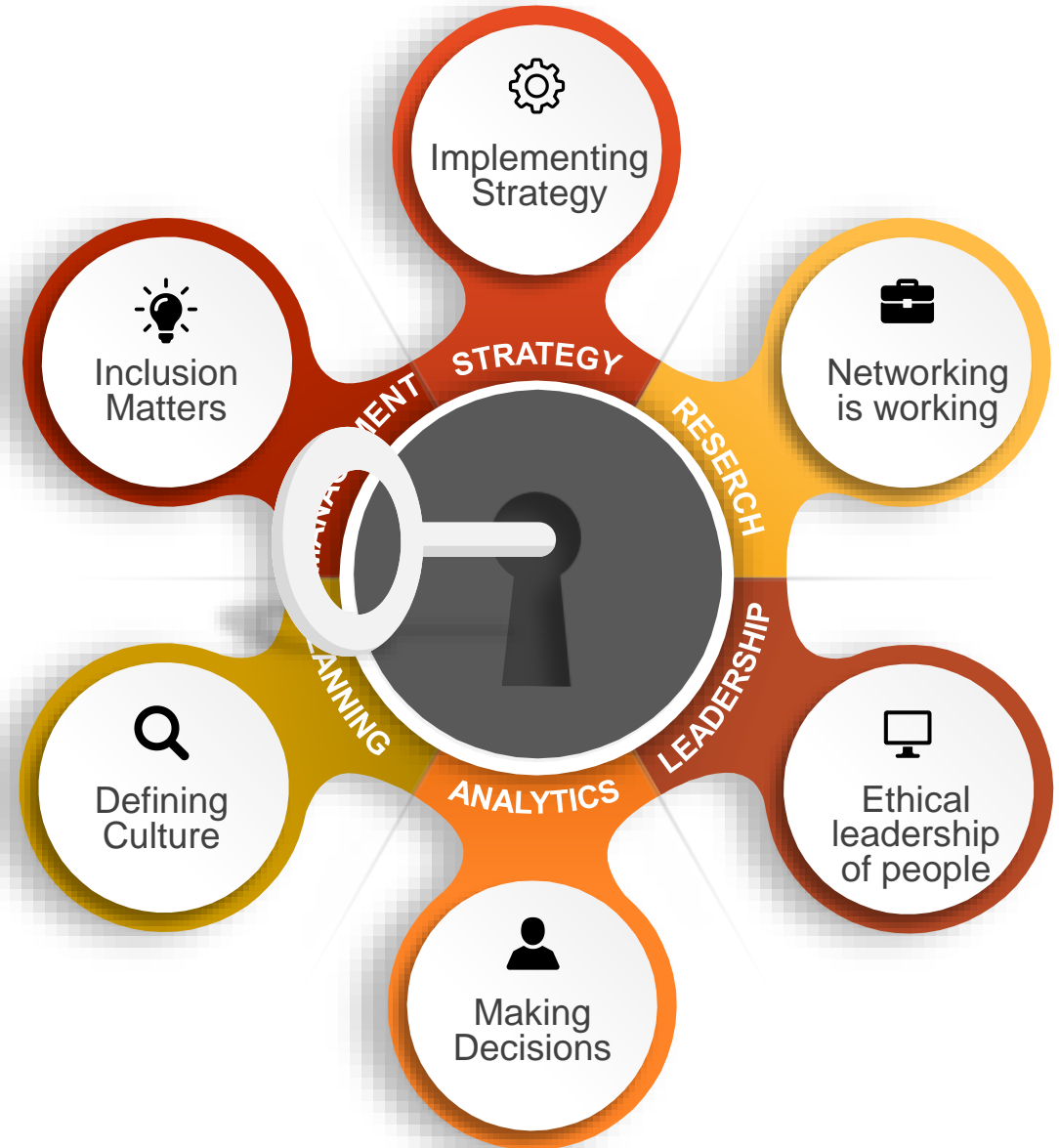
- the quality of our skills in making a difference to students
- the effective use of our time



Whenever you see a successful business, someone once made a courageous decision... Peter Drucker



What are the keys to unlock your potential?



The keys
to
growth

Living and working in a
'technicolor world' develops
a broad and balanced
perspective

01

'Taking on' your review
and feedback challenges

03

The unknown can be worth
the risk Unlock your
potential through your
'cognitive flexibility'

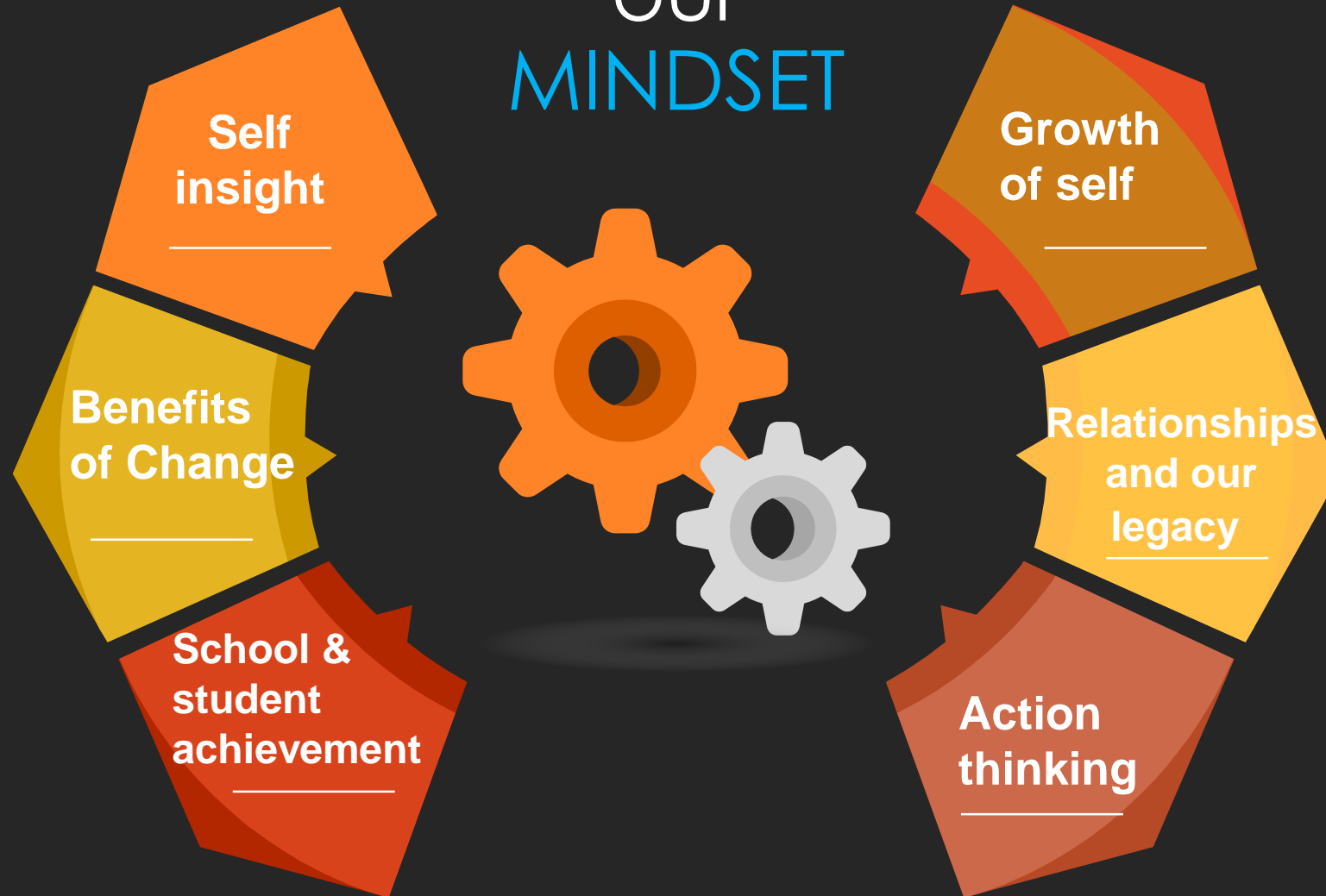
02

When learning
opportunities knock ...
'OPEN the door'

04



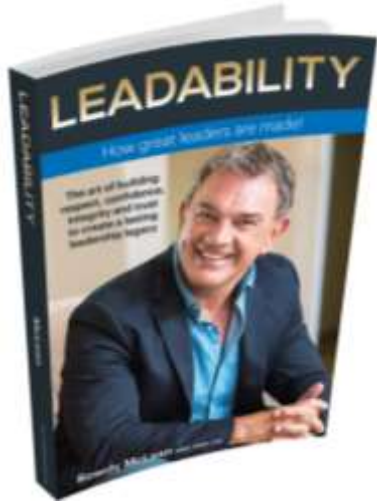
Nurturing our MINDSET



Changing the way you think to fulfil your potential



Starting your 'LEADABILITY'



01

Always positive



02

Communication



03

Genuine care



04

Effective Feedback



05

Motivation and
inspiration



Six tasks to consider

1. Create energy
2. Build capacity
3. Meet and minimise crises
4. Secure and enhance the environment
5. Seek and chart improvement
6. Extend the vision of what is possible

Tim Brighouse 'How successful head teachers thrive and survive'



Seven qualities to consider

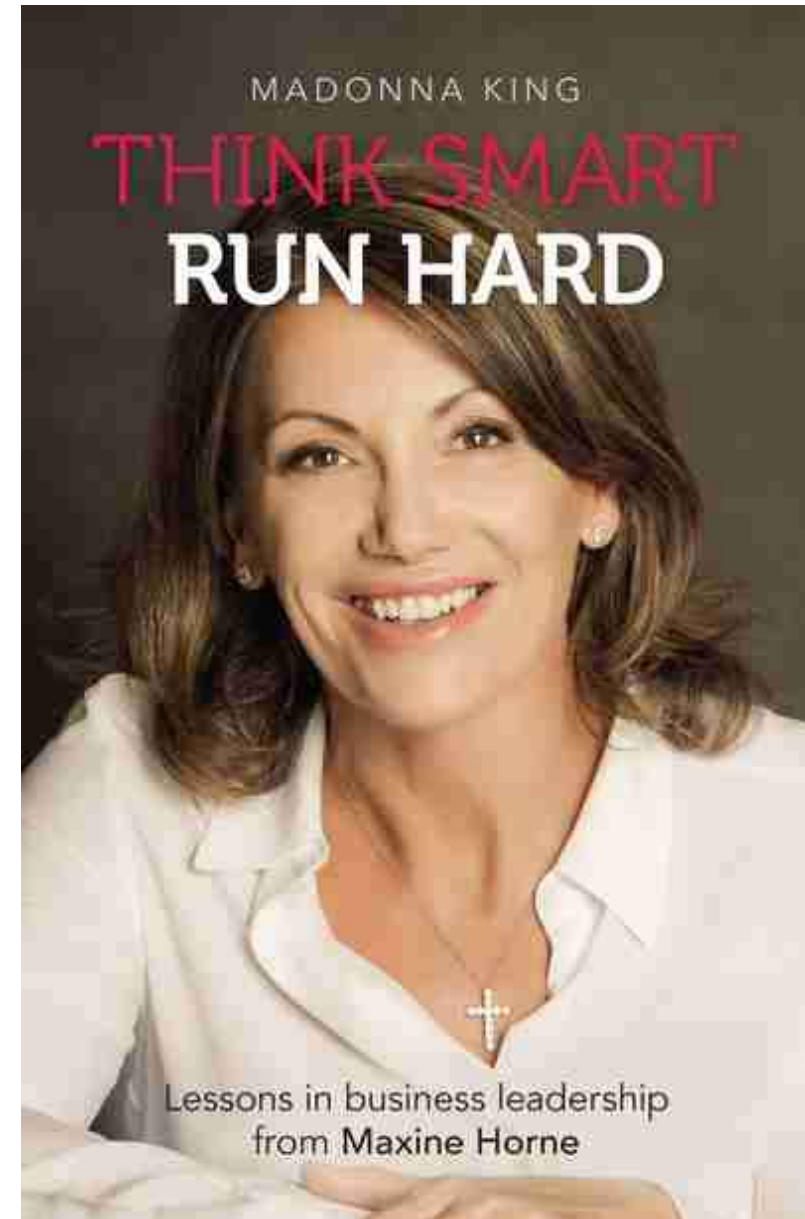
1. Cheerful optimism.
2. Welcoming and enthusiastic.
3. Being a good listener.
4. Have a considered view and practice towards time.
5. Celebrate others.
6. Develop the ability to lead & manage change.
7. A clear educational philosophy.

Tim Brighouse 'What makes a Good School Now?'

**THINK SMART
RUN HARD**

Need a Strategy

**Stand
& Deliver**





LEAD, don't just MANAGE and
You do not need to know it all 01



Look over the fence 02



Metrics Matter
Data leads to Knowledge 03

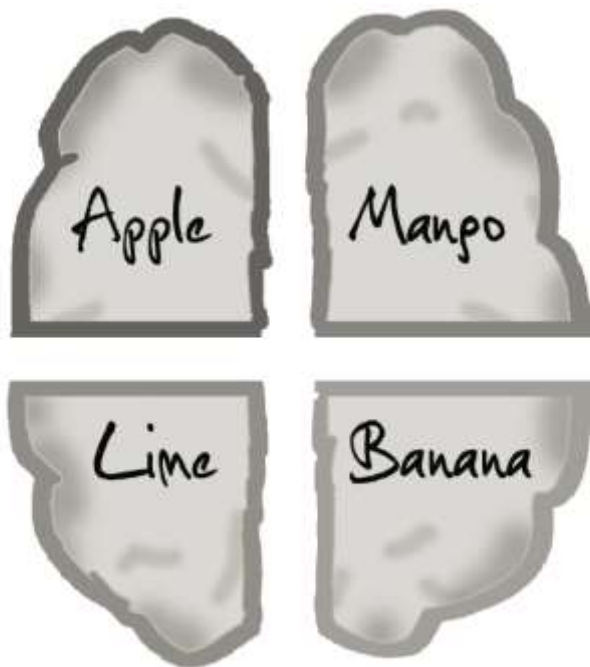


Employ for Will, not just
Skill 04



Grow yourself and also
Take care of yourself 05

And do not forget toput the **Cult into Culture** and **Value into Values**



Are you

- An Apple
- A Mango
- A Lime
- A Banana

Bite Me!

and other do's and don'ts of
dealing with our differences



Lynne Schinella

Bite Me! takes a look at ourselves and why we don't make the most of our relationships with others.

Apple



You are direct, to the point, and don't suffer fools gladly. You think quickly and logically, and don't get why everyone else can't keep up. You are highly competitive and nothing gets in the way of a result. You love challenges and can't stand incompetence.

Mango



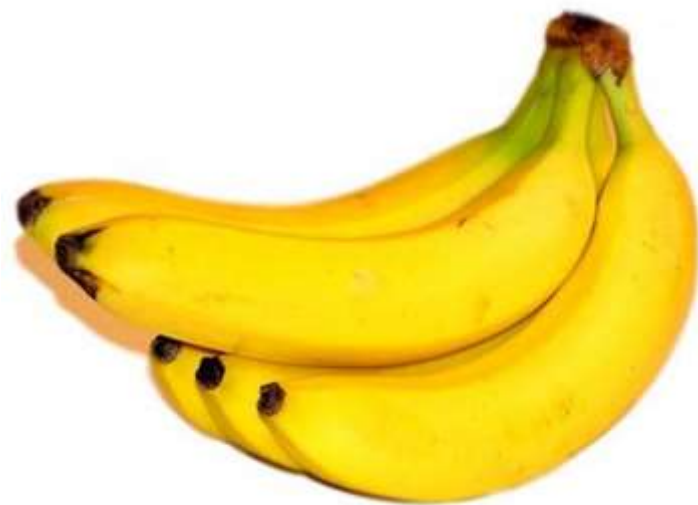
You live life to the fullest and in the present moment. You see opportunity in everything. A quick, visual thinker, you see the big picture and don't get bogged down in detail. You love variety and change, and you don't care for rules or negativity.

Lime



You are ordered and efficient, thinking things through carefully rather than making impulsive decisions. Often creative, you seek beauty outside your work life through the arts. You are excellent at detail and identifying potential problems. You love routine and harmony and have no time for show-offs and rule-breakers.

Banana



You're kind, compassionate, and patient, and don't understand why everyone else can't be the same way. Known for your exemplary empathic and diplomatic skills, you often find yourself being a mediator or a shoulder to cry on. You love relationships and a peaceful existence, and can't bear intolerance and aggression.

“ Some of our biggest crises come from misunderstanding and miscommunication with other human beings.

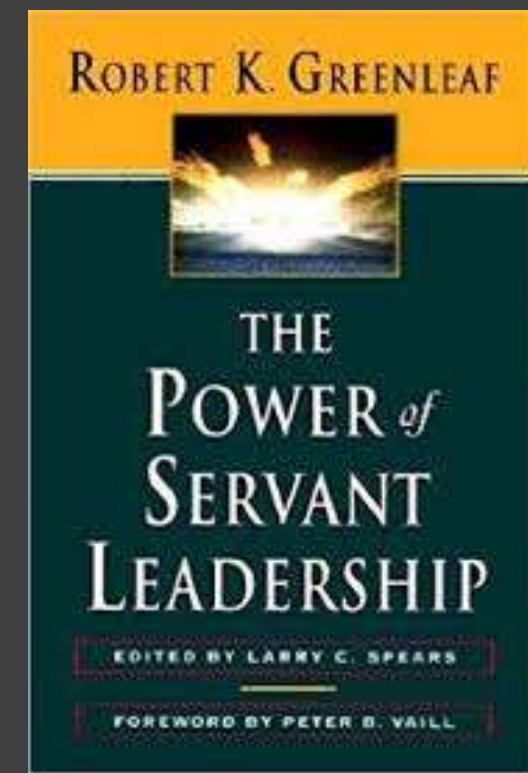
By learning more about how different people behave, by respecting those differences, and by seeking to change not others but ourselves in dealing with those differences, we can have more productive and healthy relationships.”



Servant leadership

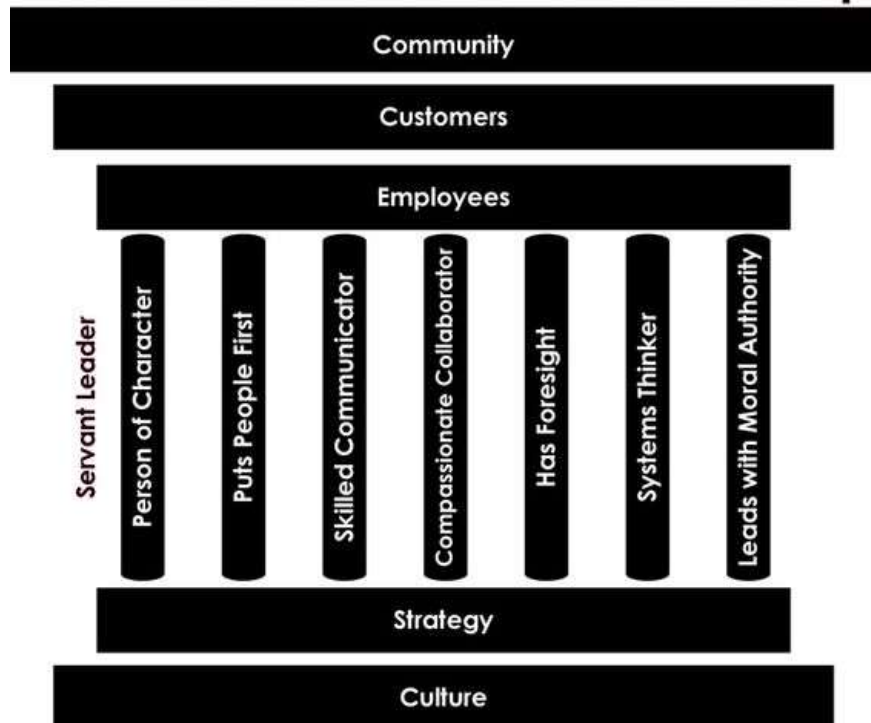
(As defined by Robert Greenleaf)

'... Is a person of character who puts people first. He or she is a skilled communicator, a compassionate collaborator who has foresight, is a systems thinker and leads with moral authority.'

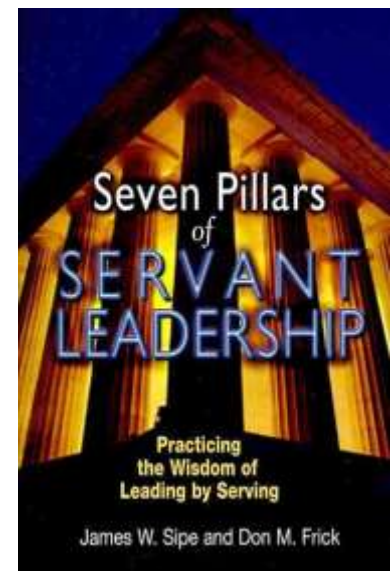


Seven pillars of Servant Leadership

Seven Pillars of Servant Leadership

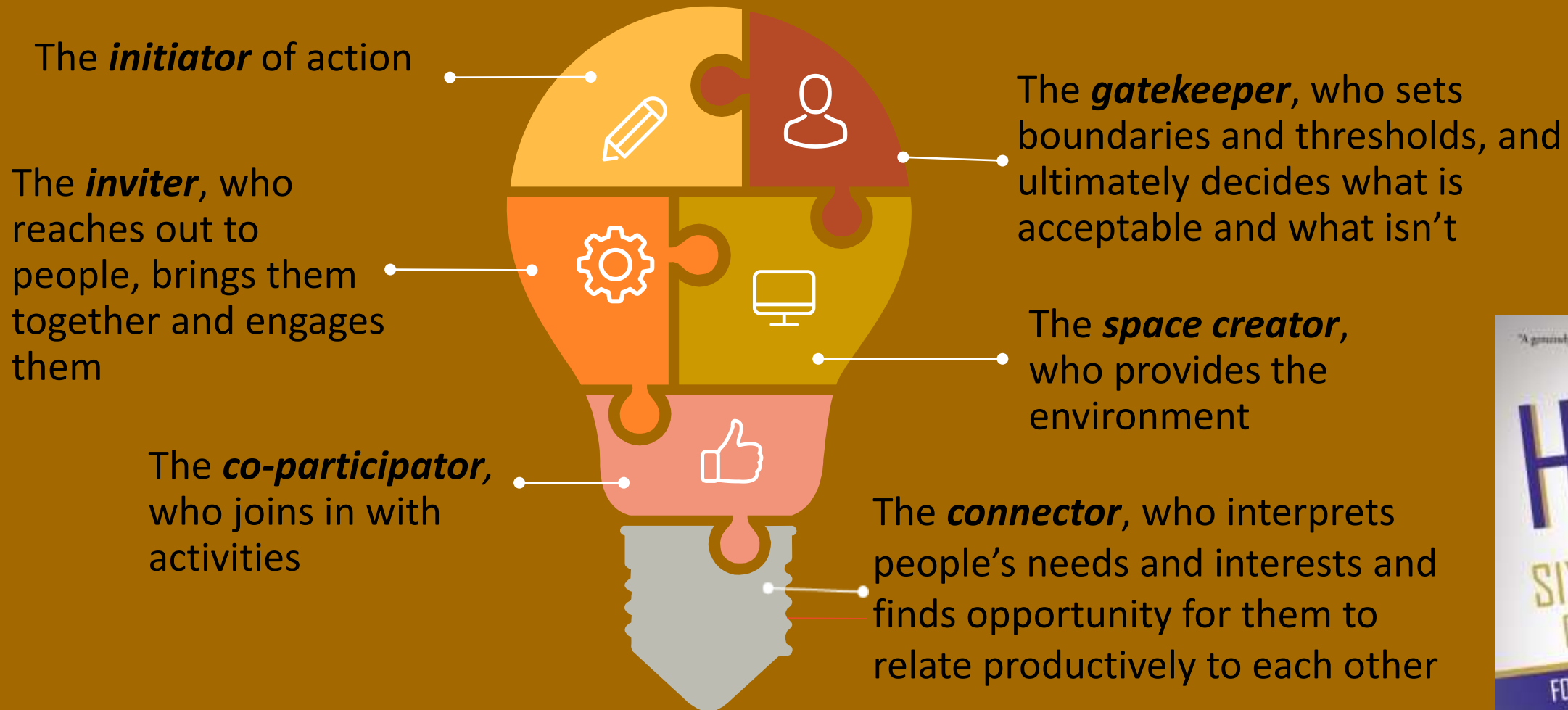


1. Person of character
2. Puts people first
3. Skilled communicator
4. Compassionate collaborator
5. Has foresight
6. Systems thinker
7. Leads with moral authority

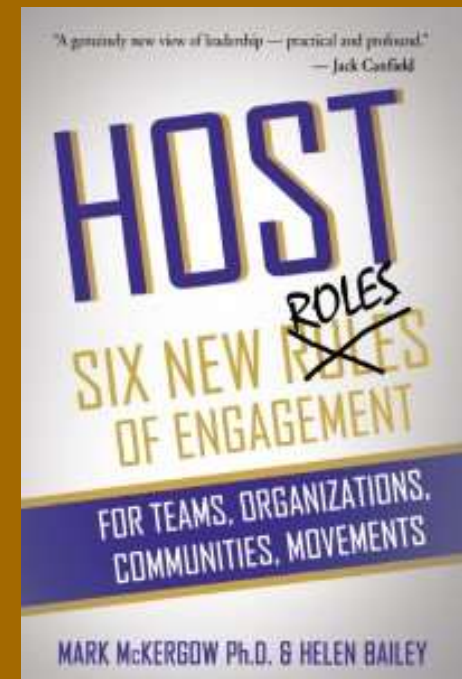


HOST LEADERSHIP

(As defined by Mark McKergrow and Helen Bailey 2014)



Key behaviours could be summarised into ***SIX ROLES***



4 positions of host leadership

*Being the focus of attention,
Out front making things happen*

**In the
Spotlight**

*In a more private space –
preparing and reflecting*

**With the
Guests**

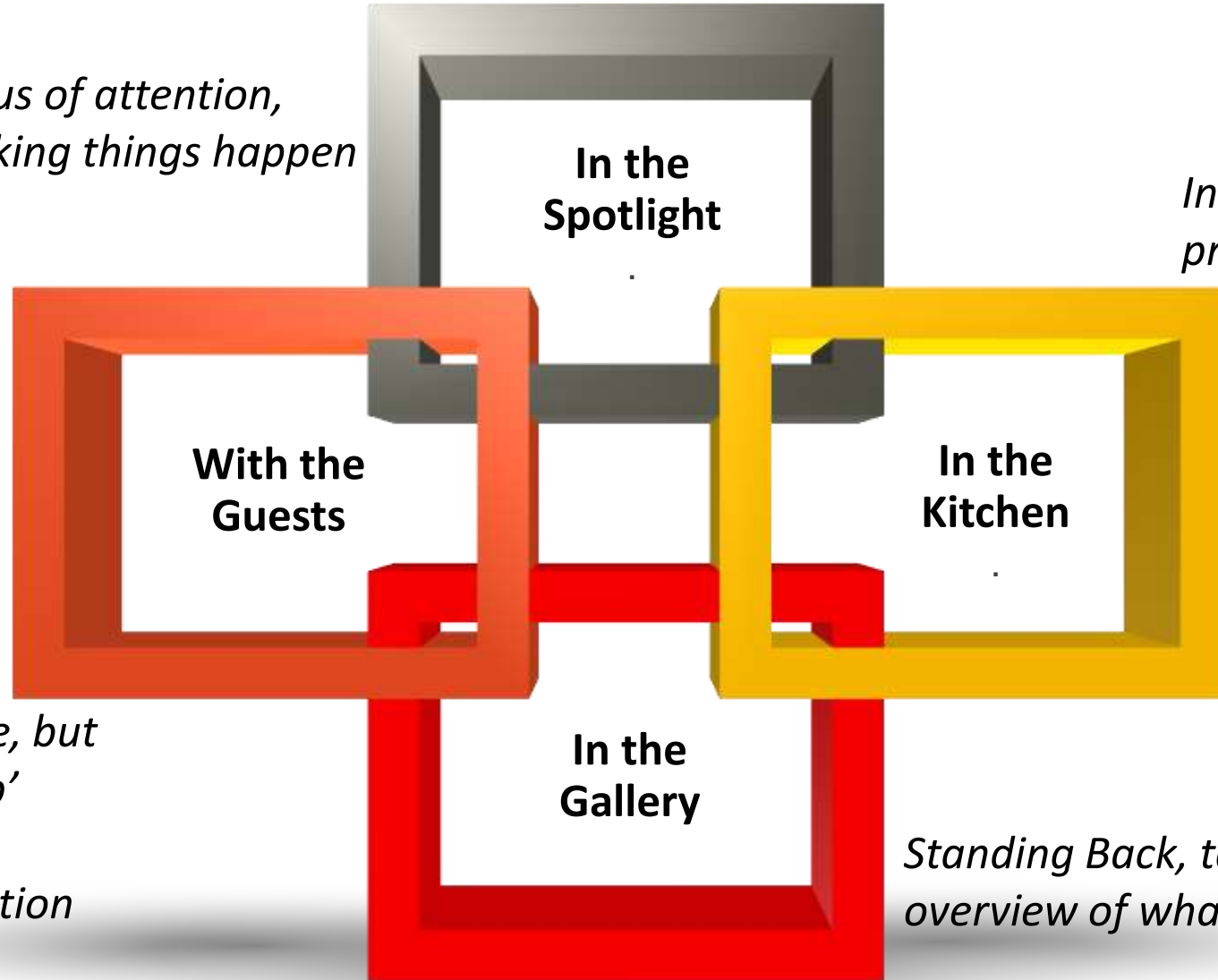
**In the
Kitchen**

*Still in view of everyone, but
being 'one of the group'*

Not the centre of attention

**In the
Gallery**

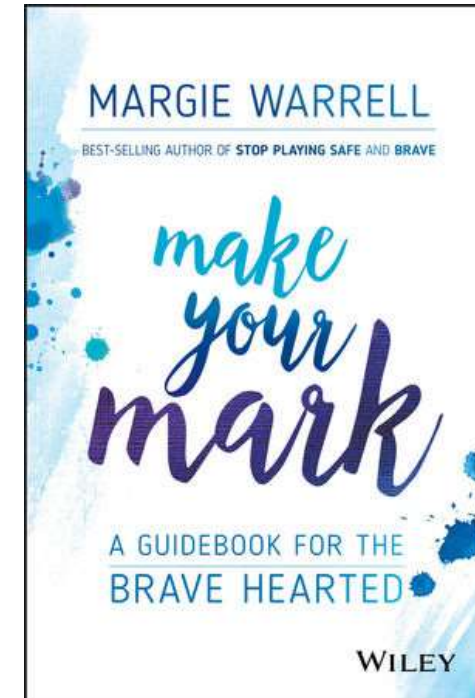
*Standing Back, taking an
overview of what's happening*



'I am not afraid of storms because I am learning to sail my ship.'

Having
courage

- Do what's right over what's easy
- Take full responsibility
- Own my unique value
- Challenge how I look at life



**'As you go the way of life, you shall see a great chasm. JUMP!!
It is not as wide as you think.'**

- Choose *growth* instead of comfort
- Speak bravely and risk making mistakes
- Know myself and appreciate others
- Own my individuality and be myself

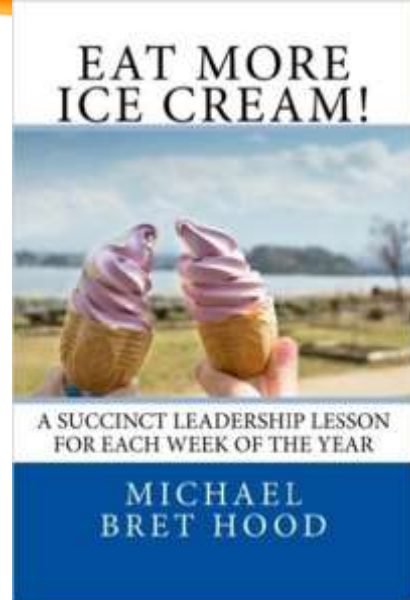
**Exit the
safe lane**

'Go confidently in the direction of your dreams. Live the life you have imagined'

**Lift as
you
climb**

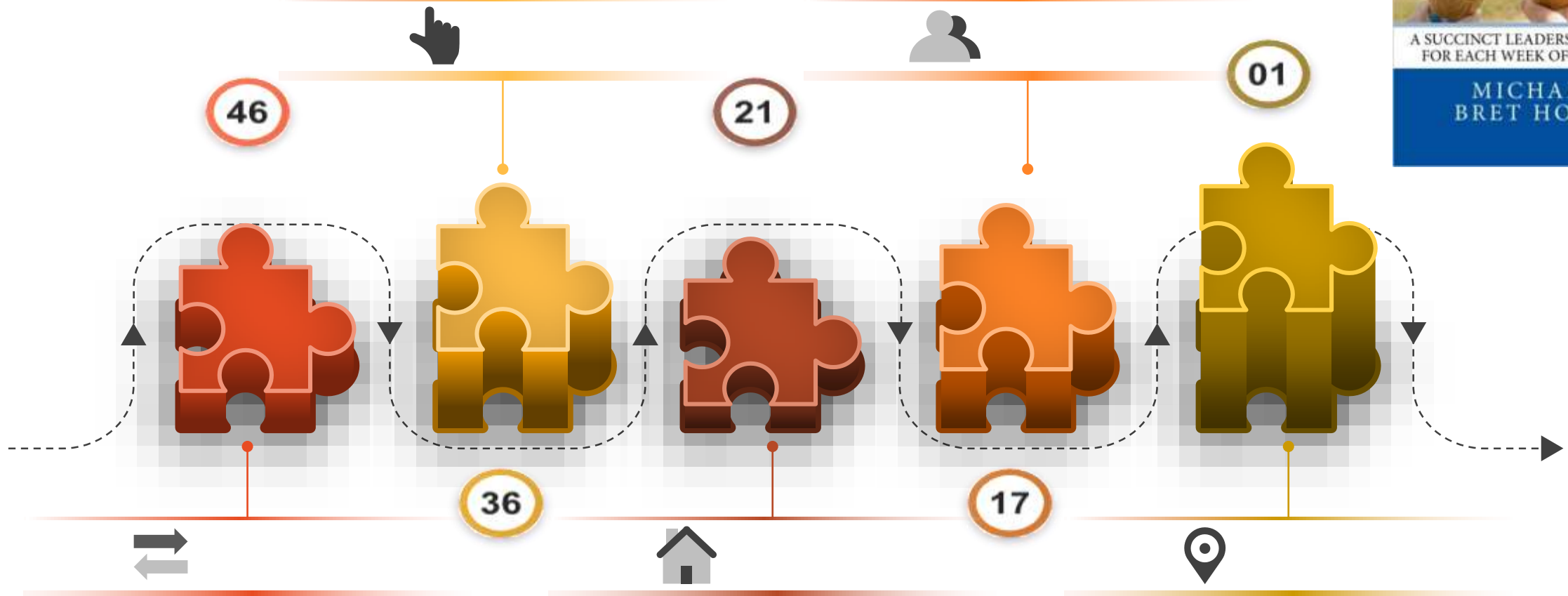
- **Open my heart wide**
- **Say NO to good things. Say YES to GREAT things**
- **Admit our mistakes (learnings) and move forward**
- **Believe I am here for a purpose**

TOP 5 FROM 52 LESSONS



Leading with
memorable messages

Own your actions



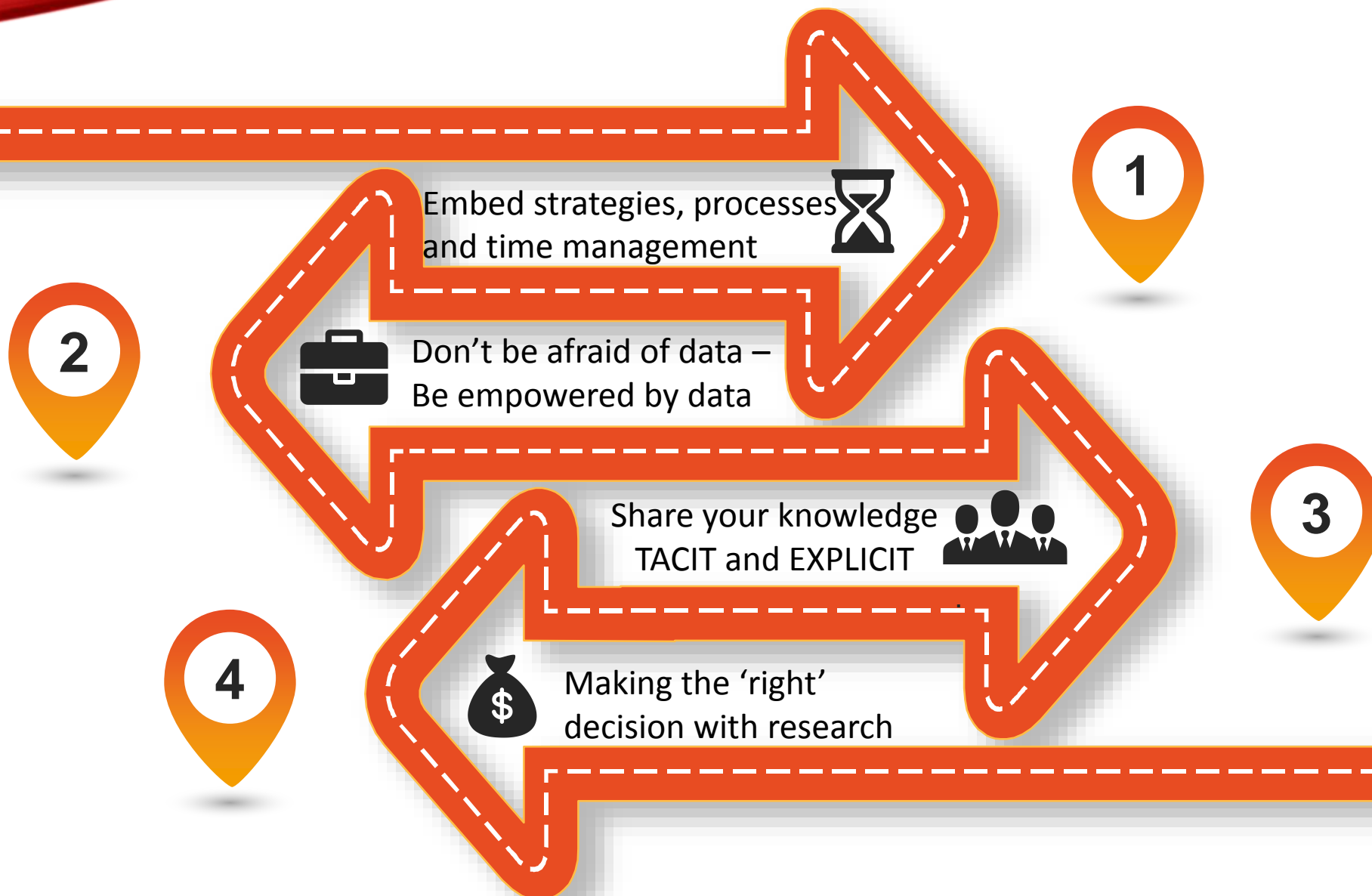
How important is Trust

Devils Advocate:
A leaders best friend

I should have eaten
more ice-cream

Understand the directions of the organisation

Be you - Be positive - Be ready!





Go to work each day knowing,
what you do, impacts on a student for life!!!