

## 2014 PROGRAMS

- DC Spring Cohort – March to Aug
- DC Fall Cohort – July to Dec
- Bay Area Fall Cohort – July to Dec

“The *Managing for Success* program was a fantastic opportunity to work hands-on with like-minded peers, and develop wider and deeper professional networks in the nonprofit sector. It was a great learning opportunity on all facets of management. I am thankful for the time spent in the program and am now a manager who is better trained and more motivated. I have already used new techniques that I have learned in my training to exceed expectations on several projects.”

– Richard Baltimore,  
Partner Relations Manager at Year Up

“One of the most significant barriers we face to high performance is a critical mass of skilled managers. We have struggled as an organization to find top quality management training for our emerging leaders, and we were lucky enough to send three of our managers to *Managing for Success*. The training opened the eyes of our managers to important skills that have empowered them to serve students and staff better. When other sites in our network heard about the opportunity, they immediately began inquiring about when the program might be available in other cities.”

– Justin Steele,  
Deputy Director at Year Up

## Managing for Success

*Prolnspire is developing the next generation of nonprofit leaders by preparing new and recent managers with management tools and peer support.*



### Curriculum

Managing for Success will focus on four key areas – Managing Self, Managing with Others, Managing for Results\*, and Managing Teams. Participants will engage with best-in-class materials, including *Crucial Conversations* and *Tao of Coaching*, and complete a capstone project to put into practice their new learnings and management skills.

\*AECF 2-Day Results Based Leadership Institute

#### Managing Self

- Vision and purpose
- Emotional intelligence

#### Managing with Others

- Coaching skills
- Managing up

#### Managing for Results

- Facilitation
- Leadership skills
- Results Based Leadership

#### Managing Teams

- Delegating and engaging people
- Difficult conversations

### Program Structure

- 4 workshops over six months in Washington D.C.
- 2 webinars
- Peer coaching
- Cohort of managers from leading nonprofits

### Selection Criteria

Participants should have:

- Worked in a management role for less than 5 years
- Responsibility for managing people and/or projects
- Commitment to developing themselves, their teams, and their organizations

### Partner Responsibilities

- Program fee of \$1250 per participant
- Allow the Manager to attend five full-day workshops at Prolnspire during the program

*Note: All participants are selected as part of a competitive selection process*

This program is funded in part by the Annie E. Casey Foundation and Capital One Foundation.