

**'Aspiring New Leaders'**  
**6 & 7 March 2017**  
**Halifax Hall Hotel, Sheffield**  
**CUBO Rate £395 + VAT and General Rate £474 + VAT**  
**(price includes one night's bed and breakfast, lunches and dinner)**

### Why should you attend?

Our rewarding two-day HE sector focused programme of workshops for managers from across the HE Sector focuses on developing you as a leader.

You benefit from a high-quality programme of workshops designed to challenge and test your thinking, and be able to take advantage of networking opportunities and thought-provoking discussions to help broaden your experience.

If you aspire to become an effective and inspirational leader, cultivating the right skills and techniques is key to building real leadership capacity.

### Who should attend?

If you are:

- an up and coming star – with the potential for a key leadership role in your organisation
- a first time manager - keen to grow and develop in your role
- a strong current manager – seeking further strategic leadership development and learning

This programme is then ideal for you.

### What are the aims of the training session?

By joining our innovative course, you will learn how to:

- **Understand** the key characteristics of effective leaders
- **Identify** your leadership strengths and weaknesses in the areas that count
- **Establish** the steps you need to take to fulfil your leadership potential
- **Develop** the skills, aptitudes, tools and techniques to do that
- **Accelerate** your development as a leader with your own personal Leadership Development Plan

### How do we book on this course?

Please follow the link below:

<http://www.universityhospitality.co.uk/seminar/aspiring-new-leaders/>

Or alternatively, please contact Lynn Kenny at [information@universityhospitality.co.uk](mailto:information@universityhospitality.co.uk) or call 0114 222 8983/28907

## The Trainers

### **Andy Hanselman**

Andy helps organisations and their people create competitive advantage by 'Thinking in 3D'! That means being 'Dramatically and Demonstrably Different'! As a recognised expert on business competitiveness, he has spent over 25 years researching and working with thousands of successful organisations and their leaders from a wide range of sectors.

This has helped him identify the 7 Characteristics of 3D Businesses. Not the latest 'fad' or hyped 'panacea' for business success, nor a list of 'do's and don'ts, or 'magical answers', but proven methodologies and processes that help successful winning leaders maximise the performance of their organisation, their people and themselves. He's even written a book about them!

Andy brings these lessons to life by speaking at events, conferences, workshops and seminars! As a speaker, Andy thrives on interacting with people ensuring that they are challenged, stimulated and motivated. His style is participative, fast paced, humorous and relevant. He believes people learn best by doing and having fun! As a result, he works hard to offer them practical, stimulating fresh ideas, tools and techniques that provide no-nonsense 'stuff' they can actually use in their organisation immediately.

### **Richard McGloin, Chair of UHS Ltd & Director of Commercial Services at Sheffield Hallam University**

Richard has worked for over 20 years at Hallam University in various roles within the Facilities Directorate. His early career was as a chef, he studied catering at Castle College before undertaking a 4 year chef apprenticeship at the Beauchief Restaurant In Sheffield. He was Head Chef at the Crucible for 3 years. Before joining the University he worked for several large organisations including The University of Sheffield, Royal Mail and for the NHS at Rotherham District General Hospital. In 2007 he completed a Master's Degree in Management.

Richard's current role of Director of Commercial Services includes a diverse portfolio of departments including Sport, Print, Accommodation, the University's Nursery, Security and Catering. He also has responsibility for events which includes Graduation; Conferencing and Corporate Events.

As a member of FD Executive his responsibilities also include the development of FD's strategic goal on "Customers" with a particular focus on how FD's front line services can support the delivery of the "student experience".

Richard was Chair of The University Caterers Organisation (TUCO) for 4 years and was instrumental in restructuring the organisation in 2010 when it merged with Scottish and Northern University Purchasing Institute (SNUPI). He is a Trustee of the Sheffield Industrial Museum Trust and has recently taken on the the chair of University Hospitality Seminars (UHS) and is on the board of the College and University Business Offices (CUBO).

His interests include football, running and reading comedy autobiographies.

## The venue

This training event will be held at Halifax Hall Hotel, University of Sheffield, Endcliffe Vale Road, Sheffield S10 3ER. Further information about the venue can be found at:

<http://www.halifaxhall.co.uk>

## Car Parking

There should be ample free car parking available at Halifax Hall Hotel, when you find a space, please place a car parking permit in your windscreen, which will be emailed with the joining instructions. However, should you fail to find a space, you may park in any Category R car park on the Endcliffe site, but you will need to collect a car parking permit from the reception at Halifax Hall Hotel and display in your windscreen.

## The Programme

DATE/TIME	SESSION	SESSION TITLE/SPEAKER
<b>Monday 6 March</b>		
11.00 – 11.30	Arrival	Refreshments and networking
11.30 – 12.30	<b>Session 1</b>	Welcome & Introductions Andy Hanselman
12.30 – 13.30	Networking Lunch	
13.30 – 15.00	<b>Session 2</b>	Leadership in Action Richard McGloin
15.00 – 15.30	Break	Refreshments and networking
15.30 – 17.30	<b>Session 3</b>	Getting That Vision Thing! Andy Hanselman
	<b>Session 4</b>	Fishing in Different Ponds Andy Hanselman
	<b>Session 5</b>	Removing Your Blind Spots Andy Hanselman
	<b>Session 6</b>	Thinking Strategically Andy Hanselman
18.00 - 19.00	Free time	
19.00	Networking Dinner	
<b>Tuesday 7 March</b>		
07.00 – 9.00	Breakfast	
9.00 – 10.30	<b>Session 7</b>	Working in a Team Andy Hanselman
10.30 – 11.00	Break	Refreshments and networking
11.00 – 12.30	<b>Session 8</b>	Maximising Relationships Andy Hanselman
	<b>Session 9</b>	Communicating for Results Andy Hanselman
12.30 – 13.30	Networking Lunch	
13.30 – 16.00	<b>Session 10</b>	Maximising the Performance of Others Andy Hanselman
15.00 – 15.15	Break	Refreshments and networking
	<b>Session 11</b>	Developing your Personal Leadership Plan Andy Hanselman
	<b>Session 12</b>	Conclusions and Closing Remarks Andy Hanselman
16.00	Conference Close	