



**'Aspiring Directors'**  
**12 & 13 March 2019**  
**Egrove Park, Saïd Business School at Oxford University, Oxford**  
**CUBO Rate £535 + VAT or General Rate £668.75 + VAT**

**Delegates are residential and the fee includes  
Accommodation and all meals.**

### **Why should you attend?**

Back by popular demand, this unique course aimed at highly-motivated managers or recently appointed Directors, combines learning, coaching and practical application to help you sharpen your performance, develop your leadership skills and give you the clarity and passion to design the next decisive phase of your career.

### **Who should attend?**

An innovative and bespoke residential learning support programme for ambitious Higher Education business leaders of the future.

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

The programme will offer exclusive learning sessions with specific relevance to the operational challenges facing universities.

The Aspiring Directors 'Class of 2019' will emerge more capable, confident and most importantly, sought after, with a clear plan for achieving career success. You will also benefit from membership of a close peer group network that will provide access to senior sector contacts throughout the UK and internationally.

### **What will we get out of the course?**

Covering core leadership competencies, the programme will offer coaching in techniques for leading strategic planning and influencing others, and provide tools for understanding organisational behaviour and change management.

An exhilarating and hugely rewarding two days with an engaging mix of presentations, workshops, discussions, interviews and networking, where you will develop your own tailored personal development and training plan.

### **How do we book on this course?**

If you're a highly-motivated manager or recently appointed Director, please register your interest in the first instance by contacting:

[information@universityhospitality.co.uk](mailto:information@universityhospitality.co.uk)

Outlining your current role, background and future aspirations.  
or call 0114 222 8983/28907

## **The Programme**

### **Tuesday 12 March**

**10.00am Registration, Arrival and Coffee**

**10.30am: Introductions and Aspirations:**

**Facilitator: David McKown**

Overview of the event programme, speakers and delegates.  
Expectations and identifying what you should expect to get out of your time with us.

**11.30am: Changing Roles, Applying for Posts and Interviews:**

**Speaker: Gillian Almond**

Managing yourself as you progress in your career. Taking steps to new roles.

**12.30 – 1.30: Lunch**

**13.30 – 14.30: Understanding & Exploring Organisational Behaviour**

**Speaker: Richard McGloin**

Organisations are complex and involve many different relationships. Richard will share his understanding and experience on how to respond to different behaviours as a leader of people.

## **14.30 -15.30: Developing the Team and Making a Difference**

**Speaker: Stewart Ross**

“Growing the Bench”. Succession Planning, Understanding CUBO, balancing different roles, work life balance, and lessons learned along the way.

**15.30 – 16.00: Break**

**16:00 - 17.30: Group Task**

**Facilitator : Peter Russell**

A working case study for groups to prepare your business strategy. A precise and background information will be issued prior to the event.

**17.30 - 19.00: Group Work and Free Time**

19:00: Drinks Reception & Dinner

## **Wednesday 13 March**

0730: Breakfast

**09.00 -10.30: Strategy and Leadership**

**Speaker: Professor David Russell**

Strategic Thinking. Insights and learnings from HE and the commercial sector. Directors and their role in relationship building.

**10.30 – 11.00: Break**

**11.00 – 12.00: Elevator Pitches**

**Professor David Russell & David McKown**

A practical insight into communication with the opportunity to plan, prepare and practice

**12 – 12.30:**

**Review group case study to reflect learnings from last two sessions.**

**12.30 – 13.15: Lunch**

**13.15 – 14.15:**

**Case Study Development in Groups**

**14.15 – 15.30: Presentations**

**15.30 – 16.15**

**The need for personal reflection, development and goal setting.**

**16.30: Close**

### **The venue**

This training event will be held at Egrove Park, Saïd Business School at Oxford University, Oxford. Further information about the venue can be found at:

<http://www.sbs.ox.ac.uk/school/conference-venue-and-facilities-hire/egrove-park>

## **The Trainers**

### **Gillian Almond**



Gillian is the Director of Commercial Services, at Royal Holloway, University of London. Gillian took up this post in December 2016 and is responsible for Catering, Residences and Conferencing. Gillian has extensive experience of the Higher Education sector having been the Commercial Director at Oxford Brookes since 2005. Prior to this, she spent almost ten years at the University of London where she led accommodation and conferencing teams at a strategic and operational level. Other roles have included General Manager for Gardner Merchant, now part of Sodexo, leading a central London contract, and management roles across the hospitality sector, including at a number of London hotels and restaurants.

### **Richard McGloin**



Richard is the Director of Commercial Services at Sheffield Hallam University and this includes a diverse portfolio of departments including sport, security, print,

accommodation, the nursery and catering. In addition Richard is also responsible for events, which includes graduation, conferences and corporate events.

Before joining the Sheffield Hallam University, Richard worked at the University of Sheffield, the Crucible Theatre and in the NHS. Richard is a Board member of Sheffield BID and Chair of University Hospitality Seminars Ltd.

## **David McKown**



David is Head of Training & Quality at the University of Sheffield and a Catey Award Winner for Education and Training. David is an experienced trainer and facilitator with over 25 years' experience of the HE Sector. David is also a Director of University Hospitality Seminars. Initiatives created by David, include the Skills for Chefs Conference and the annual UK Young Restaurant Team of the Year competition.

## **Stewart Ross**



Stewart is the Director, Commercial and Campus Services at University of Leeds and Chair of CUBO (College University Business Officers).

Previous roles include Director of the Academy of Sport, Physical Activity and Wellbeing at London South Bank University, Grounds and Sports Manager at Royal Holloway, University of London.

## **Professor David Russell**



David is the Chairman of The Russell Partnership Collection – a group of consulting and technology businesses.

The Russell Partnership is now recognised as the UK's leading Strategic Food and Technology Consultancy with over 400 global clients and a team of 30.

David led the creation and delivery of the Food Strategy for the London 2012 Olympic Games, delivered the same role for the Sochi 2014 Winter Olympic Games and the Rugby World Cup in 2015.

In 2016 The Russell Partnership, the UK's leading collection of Food and Technology Consultancies, were delighted to announce their appointment to Expo 2020 Dubai - bringing together more than 180 nations and an international audience of millions - it will be one of the greatest shows on Earth!

David read Hospitality Management at Leeds Beckett University, is a Freeman of the City of London, a Professor of Tourism, Hospitality and Leisure and a qualified nutritionist. He is regularly named in the top 10 list of most influential individuals in the UK Food and Leisure Sector, has presented over 500 global keynote addresses and has had published in excess of 250 articles.

Notable Board roles include: Chairmanships of the Royal Society of Medicine and the London Food Legacy Board and most recently, appointment to Ascot Racecourses' Hospitality Board.

David was honoured by Welcome Skills with a Lifetime Achievement Award in July 2018 for his total commitment to the Hospitality industry and having spent a lifetime in furthering the sector.

## Peter Russell



Peter leads the RP Technology team as Operations Director and also works across RP Consulting on a wide variety of projects, all focussed on technology and innovation.

Peter manages all global operations and leads the training team for our suite of industry leading training and development programs, which includes business simulation programs focussed on hotel, restaurant and service management. These programs are utilised by both industry and education to deliver training and development across a range of areas; including operations, revenue management and menu engineering.

The RP Technology team deliver industry training worldwide utilising these simulations for clients including Marriott, Hilton, IHG, Wyndham, Deloitte and Expedia. Peter speaks at hospitality conferences worldwide on the utilisation of technology for learning & development and has also completed the Cornell Certificate in Hotel Revenue Management.

Further to these simulations, Peter also leads the RP team for developing new ways to utilise Business Intelligence (BI) for both collecting and presenting business and operational performance data. BI harnesses the power of technology to analyse and present data in a format which can easily be understood and then acted upon by senior managers and business leaders. Peter has recently completed a project where he developed a KPI collection tool for Royal Ascot, which included a data collection element linked with a near real-time online dashboard. This tool allowed for trends to be analysed and acted on much quicker and more efficiently than in the past.

Peter also works to create bespoke simulations, which model environments and test scenarios. These models allow for multiple scenarios to be tested and validated before deciding on the best route forward. Peter has delivered multiple projects utilising this methodology to examine issues like hotel feasibility.

Peter also delivers technology reviews and consultancy to clients looking to drive their usage of technology and move to more efficient ways of working. Implementing new technology can provide real world return on investment, which is something Peter is passionate about. He also manages the RP Orientation program, which is a bespoke and personalised online portal for the orientation of new staff starting work. This program drives operational efficiency and delivers a seamless approach for new starters coming into a business.