The Newcomers Workshop
Team Development Conference 2014
University of Notre Dame, Mendoza College of Business
Outline of Presentation

- Introductions
- UNICON: Your Professional Resource
- The Executive Education Marketplace
- The Executive Education Business
- Expectations
Hello

- Name
- School
- Current position
- Your background and path to university based executive education
What is UNICON?

Values
- Collaboration
- Knowledge
- Service

Vision
- An international leader in knowledge and service

A global consortium of business-school-based executive education organizations. Its community of member organizations is engaged in accelerating the development of leaders and managers, thereby enhancing performance in public and private organizations globally, through executive development initiatives.
Structure

Executive Director

Committees

• Benchmarking
• Board Continuity
• Communications
• Conference
• Finance
• Membership
• Research
• External Communications

Board of Directors

12 members

• Chairman
• Vice Chair
• Former Chair
UNICON Membership

- 107 Full member schools and 3 Associate member schools, giving us a total of 110 members in good standing.

- Member schools in 31 Countries from six Continents
UNICON

Services

- Conferences & Networking
  - Peer counsel
  - UNICON group on LinkedIn
- Benchmarking and Research
  - Annual industry survey now conducted by a third party
  - Increased investment in research
- Webinars: routinely scheduled
- Advocacy: ‘voice of the industry’

https://www.uniconexed.org
Participate in conferences
- Intellectual stimulation and learning
- Build network
- Benchmarking
- Actionable takeaways

Join a committee — exercise influence

Regularly consult UNICON Website for conference proceedings, industry articles, webinars and updates

Get Involved!
What Do We Offer to the Market?

- A vision on talent development from our industry
- Research-based content: trends, best practices, learning methodologies, etc.
Executive Education Capabilities and Choices

Where Does Your School Fit?

Program Types Offered
- Custom
- Open Enrollment

Institution Orientation
- Research
- Teaching

Exec Ed Degree of Independence from rest of B-School
- Low
- High

Teaching Faculty
- Senior Tenured
- Adjunct

Faculty Compensation For Exec Ed Teaching
- Part of Normal Teaching Requirement
- All Above Contract

Faculty Compensation For Exec Ed Teaching
Executive Education Capabilities and Choices

Where Does Your School Fit?

- **Participant Mix**: Junior Exec/ Middle Manager
  - Senior Exec
  - Middle Manager

- **Company Mix**: Regional
  - Global
  - Mid Mkt/Small Cap
  - Targeted Industry Focus
  - Regional
  - Mid Mkt/Small Cap
  - Private
  - Targeted Industry Focus

- **Faculty Involvement (program design, administration, etc.)**: Low Involvement
  - High Involvement
  - Faculty Driven
  - Market Driven

- **New Program Development**: Not Provided
  - Faculty Driven
  - Market Driven

- **Residential and Teaching Facilities**: Not Provided
  - EE Operated
Discussion...

- What does your school offer to the market? What is unique about your school? What is your core competence?
- What would you say is your school main challenge in executive education and how do the answers to these questions relate to your immediate job challenges?
What are your Expectations?
Thank you and welcome to UNICON!