

	Program Outcomes	Course Content	Program Format
Introductory Level	<p>Client Results:</p> <ul style="list-style-type: none"> • Consultant will understand client frustrations with systems that create neither community improvement nor organizational stability, to begin aiming clients towards systems that create more impact in both community & organization. • Consultant will have a network of colleagues to learn from as you begin sharing new ideas with your clients. <p>Business Results:</p> <ul style="list-style-type: none"> • Consultant will learn to apply Community-Driven logic to enhance the business side of your practice by aiming at client / community outcomes. 	<p>I - Overview: Community-Driven Work</p> <ul style="list-style-type: none"> • Why the assumptions behind current systems preclude creating impact; how different systems CAN create impact. <p>II - Overview: Community-Driven Governance</p> <ul style="list-style-type: none"> • Accountability for an organization's community end results. <ul style="list-style-type: none"> • Defining what matters most • Putting what matters into action <p>III - Overview: Building and Sustaining Community-Driven Programs</p> <ul style="list-style-type: none"> • Building programs to be sustainable from the start • Sustainability systems that build both strong organizations and strong communities <p>IV - Overview: Building a Community-Driven Consulting Practice</p> <ul style="list-style-type: none"> • By tethering the consultant's sales & marketing to impact and outcomes, how Community-Driven logic increases your value, your fees and the change you create in the world. 	<p>The Introductory Level Program is a self-paced pre-requisite to the onsite Immersion Level course.</p> <p>Program includes:</p> <ul style="list-style-type: none"> ✓ Reading: Books focused on Community-Driven ways of thinking, being and doing an organization's work. ✓ Reading: Articles focused on Community-Driven approaches not covered in the books. ✓ Listening: Pre-recorded classes, including a special audio class on Community-Driven Consulting ✓ Learning Community discussion to help transform your consulting practice for more impact!
Immersion Level	<p>Client Results:</p> <ul style="list-style-type: none"> • Consultant will be able to aim clients at their highest potential for creating a better future for their communities. • Consultant will have practiced each of the processes and systems in the Community-Driven curriculum. • Consultant will have learned how to transform the systems he/she is currently using, infusing Community-Driven philosophies and approaches into those systems. • Consultant will have a network of supportive colleagues for ongoing learning and support after the class. <p>Business Results</p> <ul style="list-style-type: none"> • Consultants will be able to build the business side of their practice, applying to their own personal goals the same approaches and thought processes they will be using to reach for their clients' goals. 	<p>The Immersion Level teaches consultants to apply Community-Driven thinking to every aspect of the practical processes/systems they are already using with clients. Consultants learn to re-frame their existing approaches, while receiving hands-on initiation into new systems they can adopt.</p> <p>I - Governing for What Matters</p> <ul style="list-style-type: none"> • Defining What Matters: <ul style="list-style-type: none"> • Facilitating vision work • Putting mission into vision-based context • Facilitating values work • Putting What Matters into Action - the place where most vision / values work falls down! <p>II - Community Impact / Organizational Wellness Planning</p> <ul style="list-style-type: none"> • Step-by-Step facilitation of the Planning Process • Facilitation technique • Discussion / integration of other planning approaches and techniques <p>III - Program Development and Sustainability</p> <p>Facilitation of processes for:</p> <ul style="list-style-type: none"> • Building programs upon shared community resources • Asset-Based Resource Development • Community Engagement <p>IV - Practice-Building: Impact Consulting</p> <ul style="list-style-type: none"> • Applying the approaches you've learned to create dramatic results within your consulting practice. <ul style="list-style-type: none"> • Impact planning for your practice, to get what you really want! • Sales training specific to Community Benefit clients, from initial inquiry thru proposal, negotiations & final contract • Transforming your entire practice to aim at client impact and outcomes - and how to sell that for increased fees 	<p>The Immersion Level Program centers around a 5-day intensive on-site program, in Tucson, Arizona.</p> <p>Program core is a Learning Community, to ensure participants gain knowledge from both Institute staff and from each other. The on-site environment encourages learning / practicing new skills together, discussing, exploring, and sharing each other's wisdom. The Learning Community continues after the on-site work, through email discussions and/or other online tools, to provide ongoing support for implementing more Community-Driven approaches with clients.</p> <p>The Immersion Level Program includes:</p> <ul style="list-style-type: none"> ✓ 5 day intensive learning experience, on-site in Tucson, Arizona. ✓ Workbook with handouts / worksheets for use with clients ✓ Post-session Conference Call 30 days after the session, to answer questions, share experiences, and remove stumbling blocks. ✓ Email discussion group before, during and after the session, for ongoing Learning Community support. Institute staff will assist with questions / problems as participants begin using new systems with their clients. ✓ Ongoing assistance by Institute staff for clarifying / answering questions that arise as students begin transforming their consulting practice. ✓ Additional technology tools, such as a wiki, as requested by students and as developed.
Faculty Level	<ul style="list-style-type: none"> • Further transformation of the consultant's practice. • Ability to teach these approaches on behalf of the Institute, and to accept referrals for client workshops, facilitation, and other client engagements on behalf of the Institute. 	<p>Practical application of additional systems and approaches, to add to the systems already learned at previous levels. As it is currently envisioned, the choice of topics to learn as part of the curriculum will in part be self-guided, with options for classes to be taken both within the Institute and through cooperating organizations.</p>	<p>The Faculty Level Program is still in the design stage. Our current vision includes a combination of one-on-one mentoring, proof of competency levels, proof of additional course work, and other facets aimed at having program graduates be ready to teach / facilitate this approach on behalf of the Institute.</p>

For More Information or to Register for this Program call 1-888-747-4433