



**Corporate Engagement Bootcamp
Royal Sonesta New Orleans
February 4, 2019
Agenda**

8:00 a.m. – 8:30 a.m. Breakfast & Registration

8:30 a.m. – 8:45 a.m. Welcome from NACRO Co-Presidents

**Megan Greenwalt, Director of Corporate Relations, University of Pittsburgh Medical & Health Sciences Foundation
Adam Johnson, Senior Advancement Officer, Michigan Technological University**

8:45 a.m. – 9:15 a.m. Networking: Corporate Relations Across the Map

9:15 a.m. – 10:15 a.m. The Evolution of Corporate Relations Offices

The structure of corporate relations offices and their associated responsibilities differ greatly from one university to another. This foundational presentation will first describe current corporate relations models, discuss the specific variables that influence structure, and explore "what matters" using data from empirical studies. Following this session, attendees will have a common base of knowledge to enhance their NACRO experience and advance their perspectives.

Speaker: Cameron McCoy, Assistant Vice President, Office of Economic Engagement, Lehigh University

10:15 a.m. – 10:30 a.m. Break

10:30 a.m. – 11:30 a.m. Corporate Outreach: Building Mutually Beneficial Partnerships

Generating and maintaining new corporate partnerships while coordinating corporate outreach efforts with many motivated players on campus is a challenge. Corporate Relations officers must address the varied goals of their university and corporate partners while connecting the dots to develop comprehensive strategies for engagement, support, and partnership. This session will focus on proven corporate outreach strategies and success stories.

Speaker: Shelley Walter, Director of Corporate Relations, Northern Kentucky University

11:30 a.m. – 12:30 p.m. Lunch & Networking by Affinity

12:30 p.m. – 2:00 p.m. Art of the Deal

This session will guide you through the Art of the Deal. When do you push the ROI? When do you back off and take it slow? What do you do when the "deal" is getting diverted by a well-meaning but anxious faculty member who doesn't have the strategic picture in mind? This HIGHLY interactive session will combine success stories, tales of woe, essential skill sets necessary for Corporate Relations officers to navigate curveballs, and maybe even a little role play, to demonstrate proven techniques to close the deal.

Speaker: Adam Paul Causgrove, Associate Director, Corporate Relations, Dietrich and Mellon Colleges, Carnegie Mellon University

2:00 p.m. – 2:15 p.m. Break



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2:15 p.m. – 3:15 p.m. Stewarding Your Corporate Partners

Stewardship is the careful and responsible management of something that has been entrusted to you. In the context of corporate relations, it is imperative that in addition to prospecting for new partners, we also steward what we already have. This session will review examples and best practices for stewardship at two universities, which is a core activity in a successful corporate relations program. These are overviews of all of the different touchpoints between the university and the company, including recruiting, procurement, alumni employees, leadership engagement, and giving.

Speakers: Wendy Elder, Director, Corporate & Foundation Relations, The University of Texas at Austin McCombs School of Business

Lucy Provost, Senior Associate Director, Corporate & Foundation Relations, The Wharton School, University of Pennsylvania

3:15 p.m. – 4:15 p.m. Corporate Relations from a Corporate Perspective

No discussion of best practices for university corporate relations would be complete without a corporate perspective. What are companies looking for out of their engagement with universities? What's the best way to begin the conversation with prospective corporate partners, and with whom? How do companies work to align recruiting, sponsored research, executive education, and philanthropy? This session will feature a panel of corporate partners to answer these and other questions to help guide you in your growth as a Corporate Relations professional.

Moderator: Claiborne M. Christian, Ph.D., Business Development Associate, Tulane University School of Medicine

Speakers: Dr. Isabella Sledge, Founder and VP of Research and Development, Tides Medical

David Liaw, Corporate University Relationship Manager, Northrop Grumman Corporation

4:15 p.m. – 4:30 p.m. Wrap-Up, Q&A

5:30 p.m. Reception – Location T.B.A.