Leading from the Middle
What it means and how to do it well

Presentation Framework

- **Lead Your Boss: The Subtle Art of Managing Up**
  BALDONI, J. (2018). Lead your boss: The subtle art of managing up. AMACOM.

- My own 26 years in higher education, as a team member and leader.

About Me

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**Departments**
- Admissions
- Registrar
- Orientation
- Advising
- Financial Aid
- Enrollment Management

**Organizations**
- Universities
- Community College
- AASFAA / WASFAA / NASFAA
- HDAs
- Committees

**Titles**
- Advisor (Admissions, Academic, FinAid)
- Secretary, Chair, President
- Program Manager
- Director
- Associate Vice President
Group Share
What do you think leading from the middle means?
Let’s dig in….

Part 1
What does the leader need?
Embrace the Big Picture, Know Your People

Letting Others Create the How

Breaking Down the Doors

Working the System

Part 3

What can I do to help the leader and the team succeed?

Share the Knowledge & Move Forward

Bending but Not Breaking

Preparing Others to Lead

Leading with Presence
Contact Info

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13

Thank you!

14