

CAMPUS CONSULTANCY: WORKSHOP OFFERINGS 2024



MEET OUR AMAZING TEAM



Josh Farr was named one of The Australian Business Journal's *Top 20 Personal Development Coaches in Australia in 2022*. He has experience **leading more than 50,000 students and young professionals**, delivering more than 1300 events in the past 7 years. Josh is passionate about sharing his, "Leadership is Service" message, as described in his 2019 TEDx talk.



Stephanie Balint is the Campus Consultancy Head of Student Support. She manages more than 100 guests for panels, events and programs annually, as well as a personalized communication and marketing plan for our major programs that have seen **results boost for clients by more than 400%** in student sign up, completion and satisfaction.

WHAT ARE CLIENTS AND STUDENTS SAYING?

"You were inspiring, empowering and engaging!"

- **MAXINE RYAN, STUDENT EXPERIENCE OFFICER (FEDERATION UNIVERSITY)**

"This session today was amazing! The room was full of positive energy. Thanks... for delivering such an engaging and practical session on leadership."

- **SARAH BRUEN, GOVERNANCE OFFICER (UNIVERSITY OF CANBERRA)**

"Excellent session that cuts to the core of what drives people and university clubs, and how to push for success."

- **ADRIAN JONES, VICE-PRESIDENT OF RMIT SPACE TECHNOLOGY ASSOCIATION**

"We cannot thank the team at Campus Consultancy enough for a seamless, action-focused program that brought together a community. A special thanks to Josh Farr for sharing so many insights, laughs and engaging high energy throughout the delivery of the program."

- **MONASH UNIVERSITY CAREER CONNECT**



CAMPUS CONSULTANCY: WORKSHOP OFFERINGS 2024



PURPOSE:

Our workshops are designed to **increase the leadership skills, mindsets and knowledge of your students** in order to **increase student engagement, wellbeing, retention and employability.**

WHO DO WE SERVE?

Our expertise lies in helping 4 core areas within university groups:

- **Student Clubs & Societies**
- **Student Colleges & Residences**
- **Leadership Programs (open to all students)**
- **Careers, Mentoring and Ambassador Programs**

We help by delivering the highest quality of professional development covering 3 domains of expertise:

- **Leadership development**
- **Emotional intelligence**
- **Career and employability development**

Between 2017 and 2024, we have worked with **more than 55,000 students** from **41 universities/TAFEs, 35 high schools** as well as in partnership with **7 state/territory governments** and numerous non-profit organizations.

Adapting to online/hybrid learning, we innovated and **delivered more than 800 online workshops via Zoom**, including social-enterprise programs, 6 to 24-week leadership development programs and international programs in New Zealand, Vietnam, Malaysia, China and India.



LEADERSHIP DEVELOPMENT



LEADERSHIP DEVELOPMENT:

Leadership development consists of **12 core workshops** (90-minutes each) that can be delivered as one-offs or as a 1/2 day, full day or multi-week leadership program.

*These workshops are perfect for **student clubs, societies, unions, associations, guilds** as well as **student residences and colleges**.*

WHAT'S INVOLVED?

Most Popular in 2023

The 12 core workshops for leadership development include:

1. **Styles of Leadership**
2. **Team Development & Motivation**
3. **Goal Setting**
4. **Strategy: Mission, Vision, Values**
5. **Event & Project Management**
6. **Running Effective Meetings**
7. **Conflict Management**
8. **Finance, Grants & Funding**
9. **Sponsorship**
10. **Marketing and Branding**
11. **Student Engagement and Innovation**
12. **Selling Your Experience**

HOW'S IT RUN?

A typical program will pick 3-6 topics and run weekly over 3-6 weeks or fortnightly over a trimester/semester.

Alternatively, a half-day workshop (2 modules) will typically run from 10am-1:30pm or a full-day workshop (3-modules) will run from 10am-3pm.



LEADERSHIP DEVELOPMENT WORKSHOP EXAMPLE:

For a detailed breakdown of the modules, please reach out to josh@campusconsultancy.org. All blurbs and learning outcomes are available upon request.

#1 STYLES OF LEADERSHIP

*In this workshop, you will reflect on people who have had a significant influence on your life and derive how they were so impactful. You will learn about four-leadership archetypes: **CONNECTER, DREAMER, PLANNER, DO'ER**. Leadership is a minute-by-minute choice, and after this workshop you will be able to make an even more informed choice on how you want to lead in your life and how to thrive as a leader.*

Learning Outcomes:

- Derive the principles of strong leadership from personal experience
- Describe the 4 leadership archetypes
- Explain how each style can be overused or underused
- Reflect on your areas of strength and development; identifying opportunities to maximize/teach strengths and develop/learn
- Apply the 4 leadership archetypes to your role as a leader
- Explore how the 4 styles of leadership can be used to help your education, personal life (health, wealth, relationships, etc.) and career
- Create an 80:20 action plan to put your biggest “ah-ha!” moments into practice in a tangible plan that includes SMART(ER) goals and support

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EMOTIONAL INTELLIGENCE



EMOTIONAL INTELLIGENCE:

Emotional Intelligence workshops consist of **16 core workshops** (90-minutes each) that can be delivered as one offs or in a series and are applicable for all students.

*These workshops are perfect for **students looking to increase their employability, get an edge or get to know themselves more deeply.***

WHAT'S INVOLVED?

Most Popular in 2023

The 12 core workshops for emotional intelligence include:

1. Ikigai & Self Awareness
2. Leadership Mindsets
3. Emotional Regulation & Beliefs
4. Time Management
5. Energy Management
6. Growth Mindset & Resilience
7. Motivation
8. Goal Setting
9. Design Thinking
10. Communication Skills
11. Personal Branding & LinkedIn
12. Giving Effective Presentations

HOW'S IT RUN?

A typical program will pick 3-12 topics and run weekly, fortnightly or monthly over one or multiple trimesters/semesters.



EMOTIONAL INTELLIGENCE WORKSHOP EXAMPLE:

For a detailed breakdown of the modules, please reach out to josh@campusconsultancy.org
All blurbs and learning outcomes are available upon request.

#4 TIME MANAGEMENT

*With so much in the news and smartphones full of distractions, it's easy to lose hours in the day! In fact, did you know that between news, social media, on-demand streaming, and checking email, **the average person loses more than 21 hours per week?** (Inc, 2018) How do you manage your studies, casual work, increasing your employability and engaging in all that university has to offer? The answer: effective time management! This workshop will help you master your time and keep your eyes on the prize for your studies, career and extra-curricular activities.*

Learning Outcomes:

- Reduce the stress and anxiety from procrastination
- Analyze your weekly tasks using our online TIME168 tool
- Evaluate the effectiveness/efficiency of your time on an importance/urgency matrix
- Start mornings off strongly with our 60&YOU formula
- Achieve your career goals with our 60&ONE formula
- Reflect, analyze and plan for the following week with our 60&RAP formula.



**CAREER &
EMPLOYABILITY**



CAREER & EMPLOYABILITY

Career and employability workshops consist of **8 core workshops** (90-minutes each) that can be delivered as one offs or in a series and are applicable for all students.

*These workshops are perfect for **students looking to increase their employability and get ready for the job search.***

WHAT'S INVOLVED?

Most Popular in 2023

The 7 core workshops for career and employability include:

1. S.T.A.R.(S). Method
2. Finding Jobs & Key Selection Criteria
3. Using LinkedIn to Find a Job
4. Resumes Workshop
5. Networking with Confidence
6. How To Be A Mentee
7. How To Be A Mentor

HOW'S IT RUN?

A typical program will utilize all workshop topics and run a 1-month to 8-week program to establish a base line of employability and career ready skills for students to be empowered in their job search and future careers. We highly recommend including a 'Launch Event' and 'Celebration Event' as part of the series to create community amongst participants.




PROGRAM EXAMPLES



**CAMPUS CONSULTANCY:
WORKSHOP OFFERINGS 2024**

TERTIARY PROGRAM EXAMPLES

Our programs are put together to unite the student cohort and turn insights into actions and results as a community of leaders.






Transition to Canberra
Connecting new students, welcoming them to Canberra and empowering all students to build friendships and skills together in 2022.

- JANUARY 6TH, 4PM-5:30PM AEDT**
WELCOME EVENT & NETWORKING
- JANUARY 7TH, 4PM-5:30PM AEDT**
GOAL SETTING WORKSHOP
- JANUARY 11TH, 4PM-5PM AEDT**
PANEL & NETWORKING WITH UC STAFF
- JANUARY 13TH, 4PM-5:30PM AEDT**
STAYING MOTIVATED WORKSHOP
- JANUARY 14TH, 4PM-5PM AEDT**
PANEL & NETWORKING WITH UC ALUMNI
- JANUARY 18TH, 4PM-5:30PM AEDT**
PLANNING FOR SUCCESS WORKSHOP
- JANUARY 20TH, 4PM-5PM AEDT**
PANEL & NETWORKING WITH LOCAL LEADERS
- JANUARY 21ST, 4PM-5PM AEDT**
CELEBRATION EVENT

Are you ready to get started?

STUDY MELBOURNE LEADERSHIP LABS 4IMPACT CALENDAR:



- Friday, August 6th 2021, 3:00pm-4:00pm: Study Melbourne Leadership Labs 4IMPACT Launch
- Friday, August 13th, 3:00pm-4:30pm: Social Impact & Team Building
- Friday, August 20th, 3:00pm-4:30pm: Identifying Your Team Purpose
- Friday, August 27th, 3:00pm-4:30pm: Creating Your Solution
- Thursday, September 2nd, 3:00pm-4:30pm: Innovation & Prototyping
- Friday, September 10th, 3:00pm-4:30pm: (PANEL) Social Impact Changemakers
- Friday, September 17th, 3:00pm-4:30pm: Branding & Marketing
- Thursday, September 23th, 3:00pm-4:30pm: Planning & Partnerships
- Friday, October 1st, 3:00pm-4:30pm: How to Pitch Your Project
- Friday, October 8th, 3:00pm-4:30pm: Study Hubs Offshore Event (Pitch Practice)
- Friday, October 15th, 3:00pm-4:30pm: Pitch Competition
- Monday, October 18th, 3:00pm-4:00pm: Reflections, Feedback, Next Steps & Future Opportunities



HOW THEY RUN

These programs include a mix of workshops as well as options for networking events, and guest speakers/panellists (if desired). In 2021 for example, we engaged 101 guest speakers/panellists to help bring our programs to life!



HIGH SCHOOL PROGRAM EXAMPLES

We have worked with a range of schools across QLD, VIC and NSW covering academic, career and leadership topics as well as coordinating participation with school leaders, community leaders and alumni to inspire students to be their very best. Examples include:

CITY OF GOLD COAST JUNIOR COUNCILLOR PROGRAM (32 SCHOOLS)

Leadership Archetypes

Design Thinking

Goal Setting

Time Management

Leadership Mindsets

ORANGE HIGH SCHOOL ACADEMIC SUCCESS PROGRAM

Time Management Workshop

Study Skills Workshop

Alumni Panel Event

Goal Setting Workshop

ATAR Planning Workshop

Celebration Event

HOW THEY RUN

These programs include a mix of workshops as well as the options for networking events, and guest speakers/panellists (if desired). Talk to our team about how we can tailor a program for you.

OUR GIVING



HOW WE GIVE:

We are proud that our work is intrinsically impactful and empowering to the students we work with. **We decided to do more.**

PROUD SUPPORTER: OZHARVEST



Starting in 2021, we began supporting OzHarvest formally as a **Proud Supporter**. This means that every leader who attends one of our workshops is making **real change** just by being there!

For every leader who attends, we donate 50c to OzHarvest, which **provides the equivalent of 1 meal to a person in Australia who is food insecure**. Since 2021, we've helped fund more than 25,000 meals as well as 'ride-along' with the OzHarvest drivers to rescue food and help deliver it to the amazing charity partners who prepare the meals.

CLEAN DRINKING WATER: CHARITY: WATER



Starting in 2022, we took our giving to the next level supporting an **entire community project** with charity: water, helping (over the next 2 years) to bring clean drinking water to more than 300 school students in Cambodia.

We've supported charity: water for many years and in sponsoring this project each workshop participant helps **provide clean drinking water and sanitation**.

2024 PRICING



PRICING TIERS:

To have the biggest impact of student wellbeing, career success and student leadership and engagement, we have found our ongoing programs that align with the university semester/year to be most successful.

\$85,000+GST

Platinum Annual Package

- Year-long program with up to 20 workshops (e.g. 10 in each semester)
- Weekly 30-minute meeting during semester/trimester
- Digital marketing materials created
- Student feedback testimonial posts and stories created and shared
- Impact report submitted at the conclusion of each 10-part program
- Recordings of all workshops included (either online or hybrid delivery)
- Program fee assumes up to 50% in-person events and 50% online. Additional in-person events can be added for cost-price on travel fees.
- 24-hour email response time for support
- Dedicated community management staff member to support students
- Access to online courses for continued education including *Campus Consultancy Academy* + *Campus Consultancy Employability Essentials* (RRP \$149+GST per student)

\$45,000+GST

Gold Annual Package

- Semester/Trimester program with up to **10 workshops**
- All other inclusions are similar to the *Platinum Annual Package*



PRICING TIERS:

Where workshops do not require full program support, we offer the below pricing guidelines. If additional customization is required (to tailor to a niche audience, for specific learning outcomes or on a bespoke topic) this will be completed as part of the price. Travel is added as an additional fee.

\$3500+GST

Full-day program:

- 10am-3pm
- 3 modules
- slides included

\$2500+GST

Half-day program:

- 10am-1:30pm
- 2 modules
- slides included

\$1500+GST

Single Workshop:

- 90-minutes
- 1 module
- slides included

BONUSES FOR FREE:

All workshops include our **EXCEL** package (*EXtremely Confident and Effective Leaders*) for free to maximise results:

- Free customized **PDF slide deck**
- Downloaded PDFs of all **whiteboards/mindmaps**
- Bonus '**checklist**' summary of workshop topics
- **FREE access to Zoom recording** if delivered online
- Free 12-month access to '**Campus Consultancy Academy**' with 12 online leadership short courses (RRP \$60 per student per year)
- VIP access to the online **Campus Leaders Board** (with 100+ downloadable/linked resources, discount links and toolkits)
- Free access to our **back catalogue of workshop recordings (RRP \$48,000)**
- Personalized **certificate** of completion for each student
- **Email access for 48 hours** to facilitators to ask any questions



CONTACT US:

If we can assist you, it would be our pleasure to connect and discuss.

Please reach out to Josh Farr via:

EMAIL: josh@campusconsultancy.org

LINKEDIN: www.linkedin.com/in/joshdfarr/

PHONE: 0410011768

We look forward to the opportunity to work with you to increase the leadership, engagement, wellbeing and employability of your students.



Campus Consultancy