

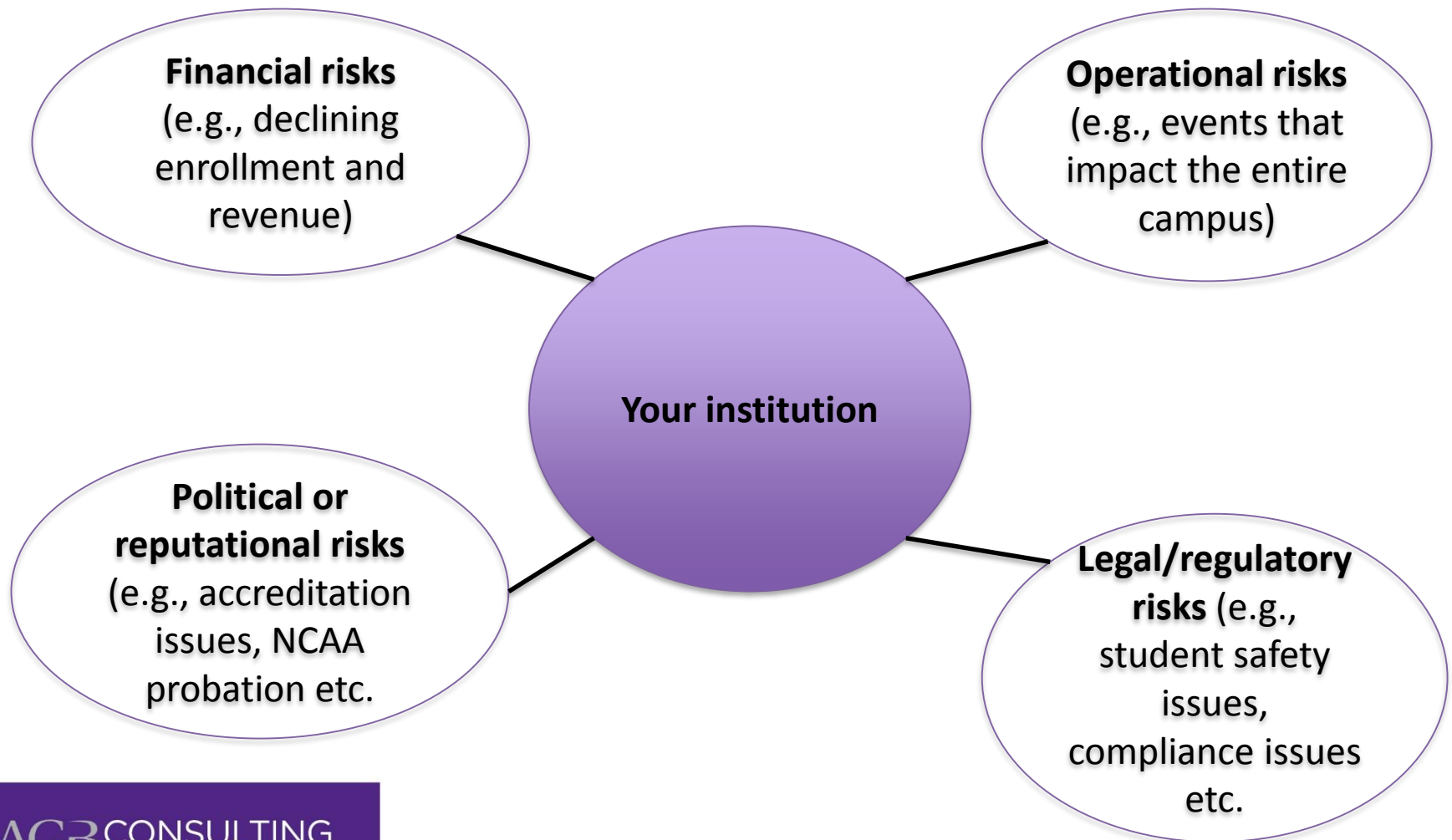
A photograph of three business professionals in a meeting. On the left, a woman with short blonde hair, wearing a tan blazer, is looking towards the center. In the middle, a man with glasses and a beard, wearing a dark blue shirt and tie, is looking towards the right. On the right, a woman with dark curly hair, wearing a light blue shirt, is smiling and gesturing with her hands. The background is a bright, modern office with large windows.

AGB|Consulting

Changing the conversation around
risk management

Ken Knueven and Terri Dautcher

A growing climate of risk



The assumption...

Maintain a portfolio of offerings that support:

- **Sustainability**
 - Enough resources to thrive
 - Contextually competitive
- **Efficacy**
 - Consistent achievement of intentional outcomes
 - Evolving to meet demands of shifting ecosystem

The risks...

Maintain a portfolio of offerings that support:

- **Sustainability**

- ~~Enough resources to thrive~~ → Inadequate money or time
- ~~Contextually competitive~~ → Momentum rules the day

- **Efficacy**

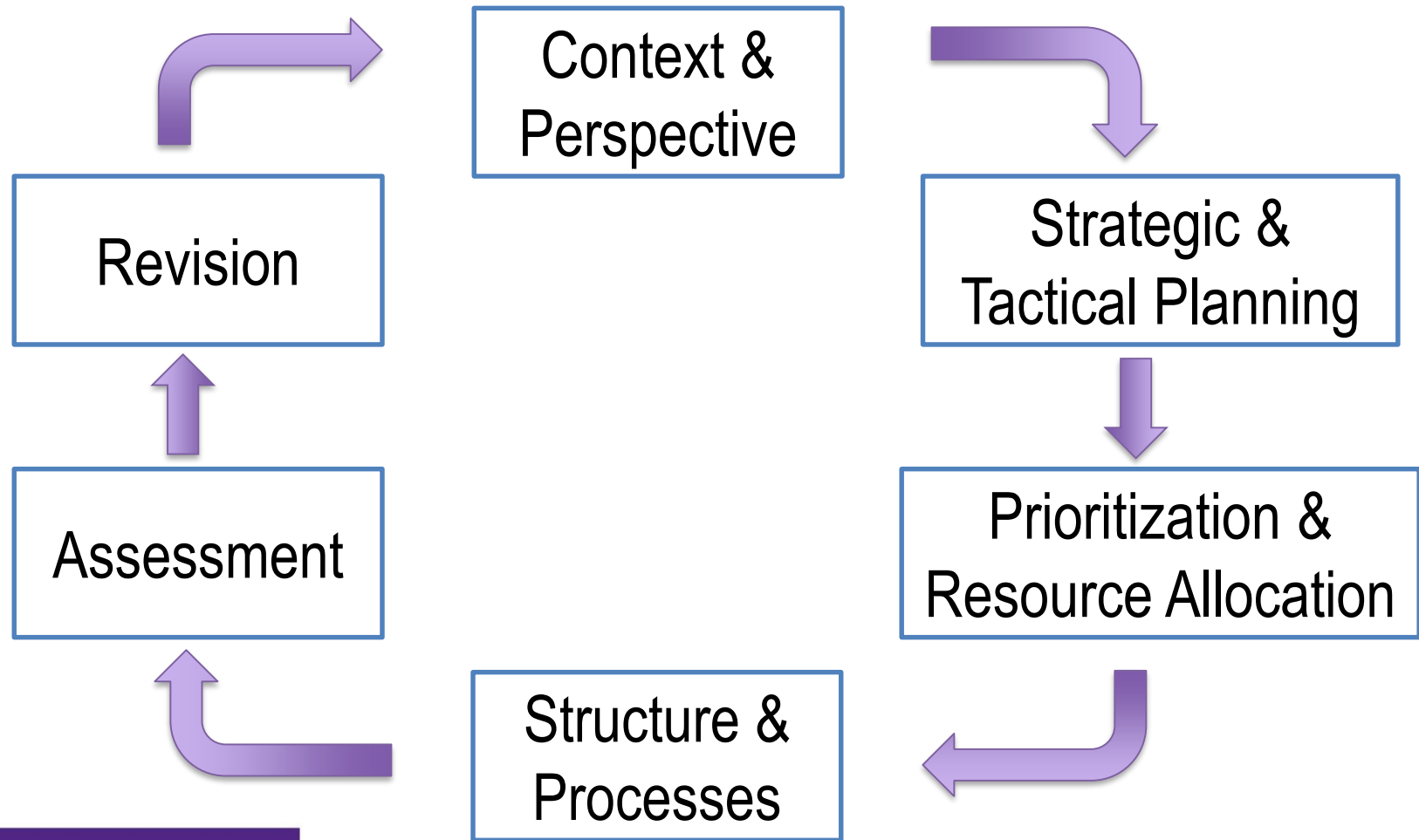
- ~~Consistent achievement of intentional outcomes~~

A lot goes right, but sometimes intentionality is elusive

- ~~Managing change to meet demands of shifting ecosystem~~

Change is happening but we're reacting, more than planning

A Framework to Guide Risk Analysis



Lightening Round Risk Analysis

We will spend 5 minutes on each element of the framework.

- *What tactics can be employed to do this work?*
- *What could derail us from doing this work?*
- *What must be done to avoid derailment?*

A Framework to Guide Risk Analysis

Context &
Perspective



- *What tactics can be employed to do this work?*
- *What could derail us from doing this work?*
- *What must be done to avoid derailment?*

A Framework to Guide Risk Analysis

Strategic &
Tactical Planning

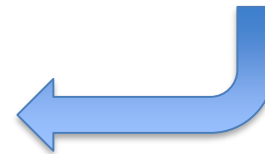


- *What tactics can be employed to do this work?*
- *What could derail us from doing this work?*
- *What must be done to avoid derailment?*

A Framework to Guide Risk Analysis

- *What tactics can be employed to do this work?*
- *What could derail us from doing this work?*
- *What must be done to avoid derailment?*

Prioritization &
Resource Allocation



A Framework to Guide Risk Analysis

- *What tactics can be employed to do this work?*
- *What could derail us from doing this work?*
- *What must be done to avoid derailment?*



Structure &
Processes

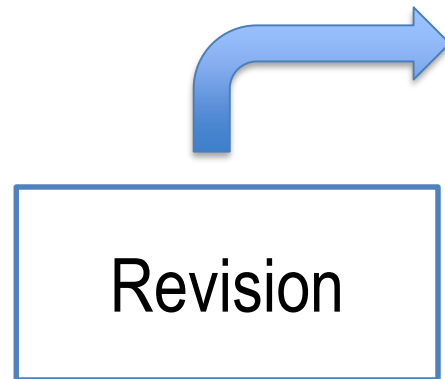
A Framework to Guide Risk Analysis

- *What tactics can be employed to do this work?*
- *What could derail us from doing this work?*
- *What must be done to avoid derailment?*



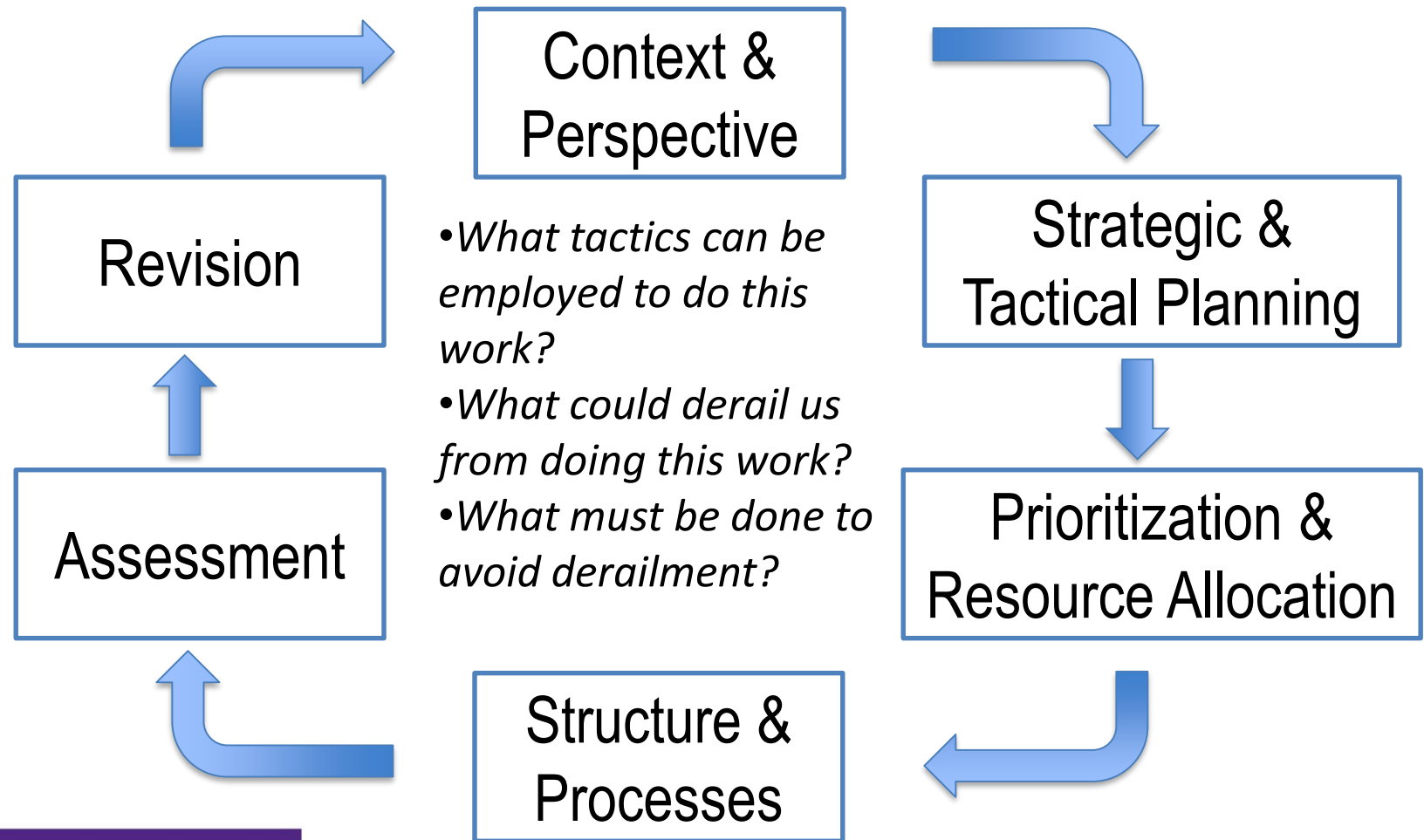
Assessment

A Framework to Guide Risk Analysis



- *What tactics can be employed to do this work?*
- *What could derail us from doing this work?*
- *What must be done to avoid derailment?*

A Framework to Guide Risk Analysis



Tips to take away...

- Use effective inquiry strategies to support expansive thinking, rather than protective posturing.
- Develop and use scenario-based activities to support change.
- Stay focused on risk analysis as a tool for growth; avoid the weaponization of risk in response to fear.
- Plan your work and work your plan!

ABOUT AGB CONSULTING SERVICES



Governance – it's what we do!
Learn how to adopt best practices for board member roles and responsibilities, effective meetings, shared governance, and crisis management.



Revenue Growth and Cost Management

Build a viable plan for developing and diversifying revenue streams that align your mission, market, and margins.



Affiliations, Partnerships, & Mergers

Making decisions on long-term strategy – like when to build, buy, or affiliate – is critical to mitigate risk and enhance competitiveness. Our multiphase process will guide you through it.



Board & Presidential Development & Assessment

Get an objective performance assessment of your board, chief executive, or cabinet. Develop positive strategies to build leadership capacity at every level.



Strategy & Transformation

Plan and lead through consequential change, including cost management initiatives, program development, and refinements to your business model and strategic plan.



State Higher Education Policy & Governance

Rely on our experts to help address crises, restructuring needs, board member education, and orientation.

Ken Knueven



Mr. Ken Knueven has been instrumental in the development, growth, and leadership of innovative organizations for over twenty-five years. He has extensive experience with the Fortune 500 as well as the public sector, higher education, and nonprofit sectors. In addition, Mr. Knueven has been especially interested in the expansion of innovative technologies and solutions within our communities. At AGB, Mr. Knueven leads engagements involving student acquisition and retention as well as leadership strategy, culture change, and social intelligence focusing on achieving outcomes that drive future success. The intent is to drive inclusive problem-solving strategy sessions that result in practical strategic plans, clear communications and accountability for measurable results.

Mr. Knueven is also founder of Nuecors, a company that helps organizations re-start for success, with a particular emphasis on helping them focus on core competencies, latent markets and measurable results. He works with corporate entities to identify their most critical issues and outcomes to be successful. Prior to Nuecors, Mr. Knueven held a number of senior leadership roles with innovative, early-round, technology start-ups, where he was responsible for helping them exceed their revenue targets as well as identifying, evaluating and establishing strategic partnerships and other ventures that resulted in new market entry, expansion and in certain instances M&A. Mr. Knueven also spent nearly eight years at Microsoft Public Sector, where he successfully led Microsoft's U.S. Education and Government businesses creating market changing solutions and offerings. He led a number of campaigns with state legislatures as well as the White House Administration. He was one of the few at Microsoft to receive the CEO's Microsoft Circle of Excellence Award.

Terri Dautcher

Terri Dautcher's insights are shaped by 25 years of chief executive leadership and accountability for the performance of educational and service-sector institutions. With a rich understanding of marketing, financial modeling, process analysis, and systems development, Dautcher has a talent for building and implementing strategic models that connect organizational practices with financial realities. Her exceptional group facilitation skills have been honed in organizations that hired her to help them survive and thrive in light of extreme market pressures.

Dautcher has experience working in family planning education and policy, job skills-training in the era of welfare reform, transportation, entertainment, and higher education. For the last ten years, she has also worked directly with hundreds of college students as their professor, academic advisor, and mentor at Plymouth State University in New Hampshire. At Plymouth State, Dautcher led strategic planning initiatives, championed the development of innovative professional programming for students, and held interim leadership roles.

Dautcher has a B.A. from Dickinson College, an M.B.A. from Temple University's Fox School of Business, and a certificate in psycho-educational processing from Temple University's College of Education.

