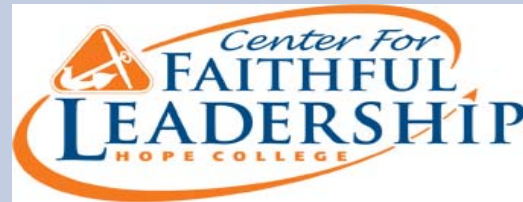




STUDENT RESEARCH  
and CONSULTING

*Center for Faithful Leadership  
Hope College*



## Collaborative Consulting

# Content

- Setting and Background
- ASI's Collaborative Consulting Process
  - Process Elements
  - Process Relationships
  - Process Element Detail
- ASI's Consulting Process Method
  - "ASI" Method
- ASI Accomplishments
- Appendix

# SETTING AND BACKGROUND

# Setting and Background

“The mission of Hope College is to educate students for lives of leadership and service in a global society through academic and co-curricular programs of recognized excellence in the liberal arts and in the context of the historic Christian faith.”



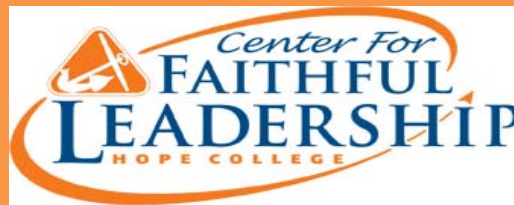
*(Need to revise these graphics and Include pic of a connecting bridge between Hope and the world.)*



The Center of Faithful Leadership with its ASI Program provides an important value-add bridge to achieve Hope College’s mission.

# Setting and Background

“The mission of the Center for Faithful Leadership (CFL) is to directly and indirectly empower students to respond positively to the challenges God places on their hearts.”



The CFL mission is aligned with and complements the mission of Hope College.

The CFL mission is accomplished through the following CFL programs:  
Leadership minor, ASI Consulting, Hope Entrepreneurship Initiative LdOut3 Leadership Training, etc.

# Setting and Background

## Important CFL Milestones

- 2005**: Gift from an anonymous donor and decision by President Bultman makes the CFL vision a reality; Prof. Doug Koopman appointed as CFL's first Director. Sarah Kolean becomes CFL Admin Assistant.
- 2007**: Prof. Steve VanderVeen appointed as CFL Director; Academic minor in Leadership established; CFL launches a minor in Organizational Leadership practice and establishes the Mentoring Program; CFL partners with CrossRoads Program with Marcia Flooding as Mentoring Coordinator.
- 2009**: CFL launches the ASI Program; Dr. Virgil Gulker named as Servant Leader-in-Residence to serve students in CFL's ASI Research and Consulting Program. Initial ASI Project undertaken.
- To date**: Over 15 projects completed involving over 45 students; Almost 90% of ASI projects have been funded by clients, grants, or donations.

# Setting and Background

## Significant CFL Feedback

### •Student Feedback:

- Maria Kotman (Baker Scholar): “My experience as an ASI consultant has been more valuable to me than my internship at a major corporation.”
- Jake Rollenhagen: “I never would have believed that I would actually have an opportunity to create a database and communication system to help a county-wide food bank system expand its capacity to feed more people. ASI gave me that opportunity.”
- Stephanie Skaff: “As an ASI consultant, I have been empowered to think broadly, research thoroughly and act creatively on each of my projects. I am acquiring real world experience and learning life-long lessons through each project because of the freedom and responsibility I am given as a student.”
- Reed Swift: “ASI consulting gives me real-world learning opportunities involving marketing, management and decision-making that are not provided in my classes.”
- Sarah Mejia: “More schools worldwide need to implement a system like ASI’s LdOut3 leadership training program for high school and middle schoolers, where students feel empowered as leaders because they make a difference in the world by serving community.”

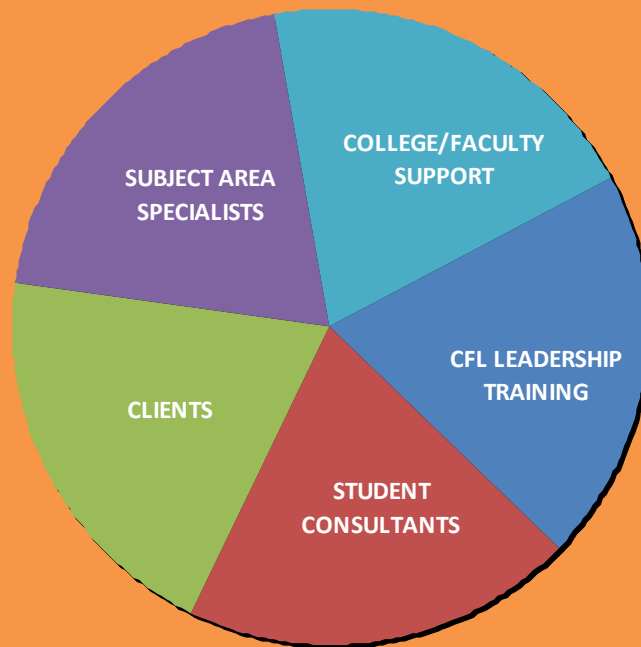
### •Client Feedback:

- Theresa Bray, Executive Director, Allegan County Community Foundation: “The ASI Student Consultant a refreshing idealism and creative can-do spirit to the process.”
- Jeff Teerman, Owner, Teerman’s Department Store: “The student team helped us explore ways to capitalize on our strengths.”
- Leslie Russell, Youth Pastor, Fellowship Reformed Church: “We definitely think that the leadership training offered for our high school and middle schoolers was a positive experience. We intend to repeat the experience next year.”

# **ASI'S COLLABORATIVE CONSULTING PROCESS**

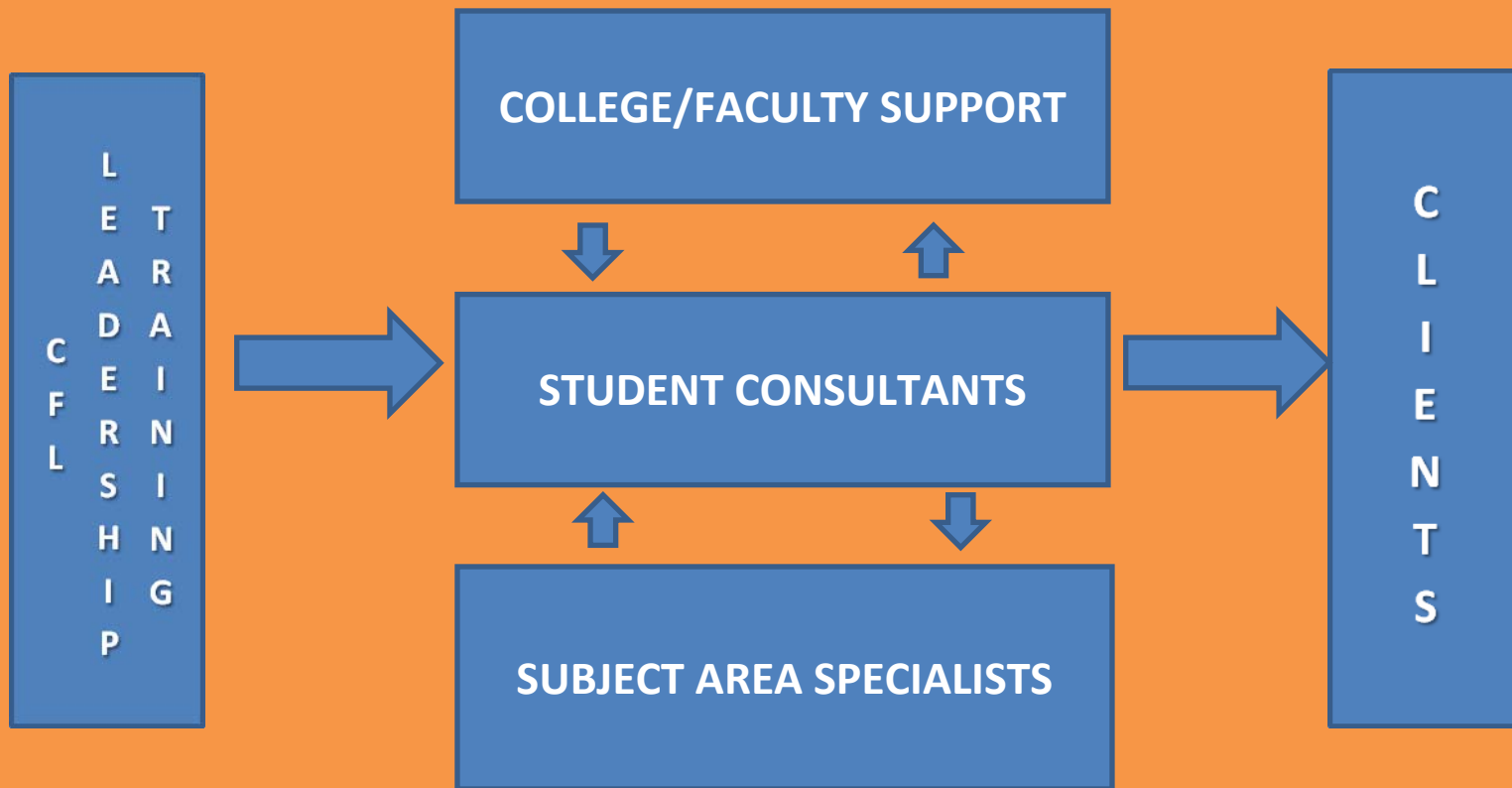
# ASI's Collaborative Consulting

## Process Elements



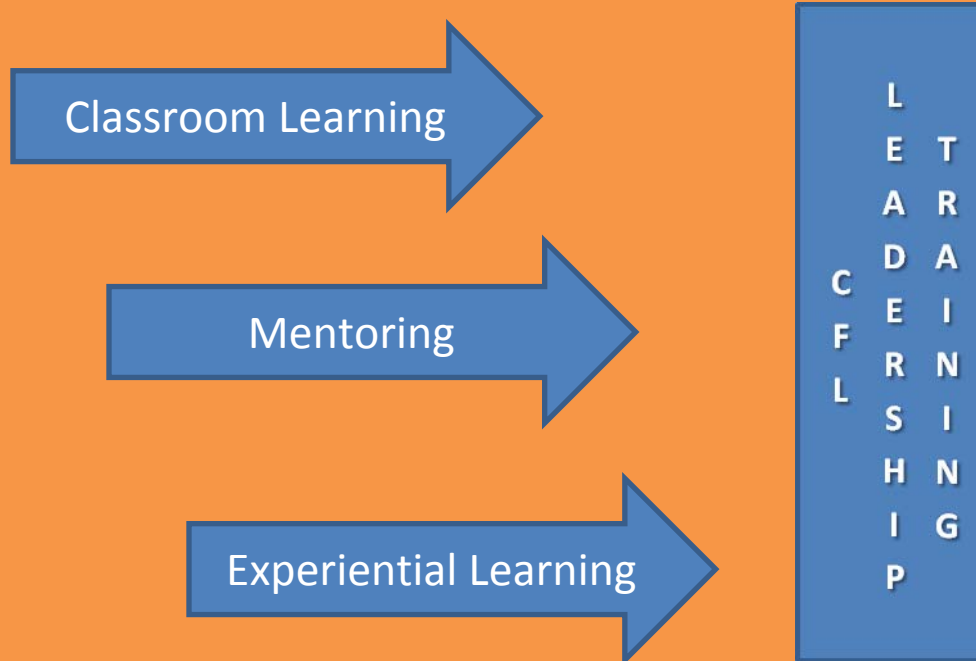
# ASI's Collaborative Consulting

## Process Relationships



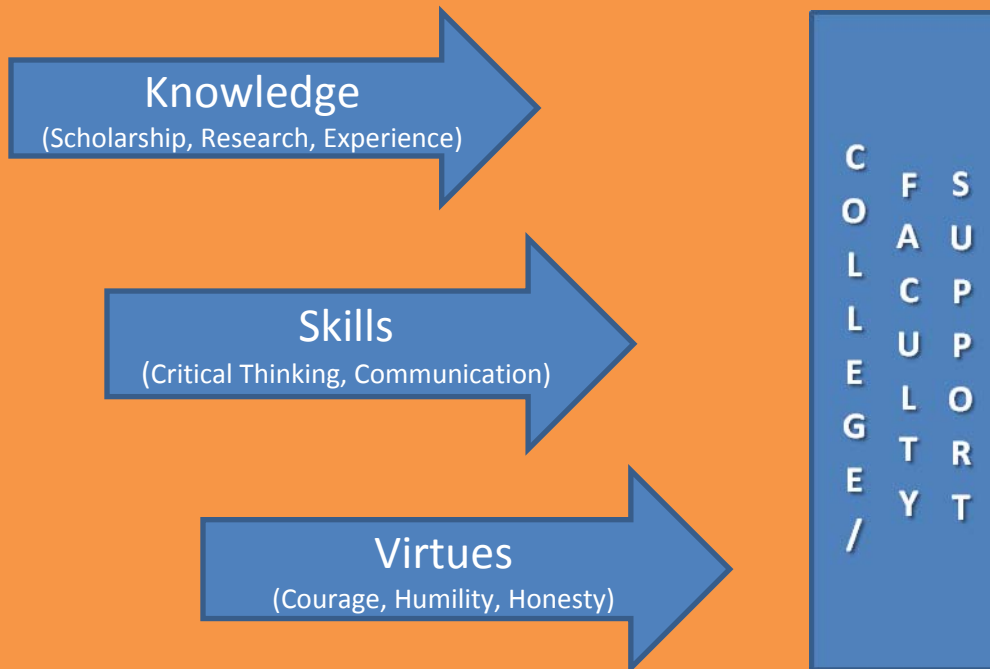
# ASI's Collaborative Consulting

## CFL Leadership Training Element



# ASI's Collaborative Consulting

## College/Faculty Support Element



# ASI's Collaborative Consulting

## Student Consultants -- Progression

Class	Typical Role
Freshman	Research Support
Sophomore	Data Gathering & Analysis
Junior	Project Lead (Single Project)
Senior	Project Lead (Multiple Projects)

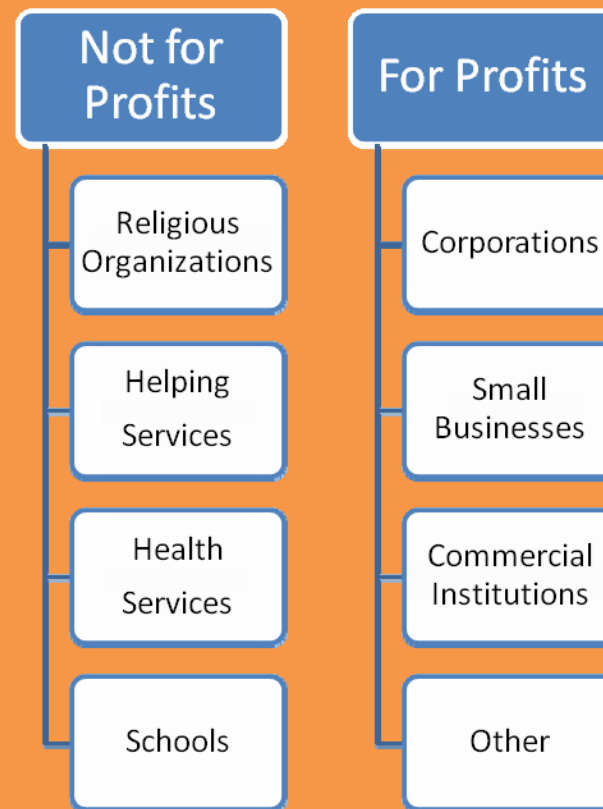
# ASI's Collaborative Consulting

## Subject Area Specialist (SAS)

- Is a seasoned professional who acts as an advisor to the student consultant team and meets weekly with the team during the entire life of the ASI project engagement.
- Is an ASI volunteer and comes from a variety of backgrounds including: academia, the “not-for-profit” organizations, or the “for-profit” business world.
- Provides mentoring to the student consultants and ensures that the project engagement goals and deliverables are achieved.
- Serves the client by serving the students.

# ASI's Collaborative Consulting

## Universe of Typical Clients



# ASI'S CONSULTING PROCESS METHOD

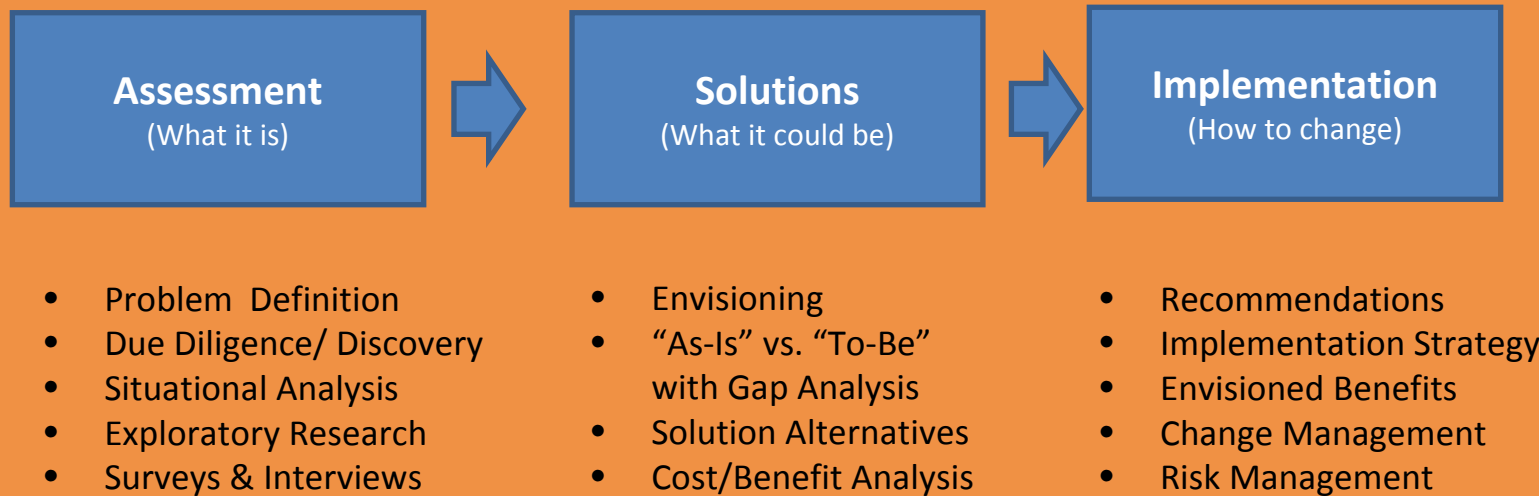
# ASI's Collaborative Consulting

## Consulting Process Method

- Provides a frame of reference, structure with a prescribed set of activities, and tasks that are undertaken in a particular and logical order during a client engagement.
- As deployed within the typical ASI consulting engagement is called “ASI” and is detailed in the subsequent slide.

# ASI's Collaborative Consulting

## The "ASI" Process Method



# ASI'S ACCOMPLISHMENTS

# ASI's Collaborative Consulting

## ASI Accomplishments

Completed Projects	Active Projects
In the Field	Hope Summer Rep Theatre
Allegan County Food Bank	Lead Out (2 Churches)
Have Land, Will Minister	CASA
City on a Hill	Zeeland Public Schools
Children's Museum	Community Action House (CAH)
CFL Student Server Award	Camp Geneva
Teerman's (Phase I)	Teerman's (Phase 2)

# ASI's Collaborative Consulting

End

# APPENDIX

# Client Statement of Work Proposal

Section	Title	Content
1	Executive Summary	High-level overview of the proposal's content.
2	Background & Objectives	Landscape, business problem/drivers, and client-communicated objectives.
3	Scope of Work	Boundaries of the project and assumptions.
4	Approach & Timing	Project approach, proposed deliverables, and project workplan/schedule.
5	Project Team	Team members assigned to the project, their responsibilities, and any qualifications.
6	Estimated Costs	Cost for project defined as fixed price or time-and-material not to exceed.
7	Agreement to Proceed	One-pager that obtains client authorization to proceed with the project.
8	Active Learning Agreement	Spells out expectations and responsibilities of client, student, CFL Director, and SAS.