



**AFOA CANADA**  
*Building a Community of Professionals*



**HARVARD  
BUSINESS SCHOOL**  
Executive Education

***LEADING PEOPLE AND INVESTING TO BUILD SUSTAINABLE COMMUNITIES***  
**A HARVARD BUSINESS SCHOOL EXECUTIVE PROGRAM DEVELOPED WITH AFOA CANADA**  
**COHORT 3 – MAY 6-10, 2019**

---

**PROGRAM OVERVIEW**

AFOA Canada is pleased to partner with the Harvard Business School to offer a program for Senior Administrators, Executive Officers, Elected Leaders and Senior Managers working in Indigenous communities and organizations on-reserve, off-reserve and in urban, rural and isolated settings across Canada.

Developed under the guidance of HBS Executive Education, the *Leading People and Investing to Build Sustainable Communities Program* is the only program of its kind in North America. The program brings together HBS Faculty and guest speakers who are "specialists" in their fields and proficient in I matters.

This **4-day Program** will be delivered based on the Schedule below. The participants in your customized cohort will have the opportunity to engage in interactive and participatory sessions with each other from various communities and organizations. At the program's conclusion, participants will receive a Certificate of Completion from the Harvard Business School.

**ABOUT THE PROGRAM:** This four-day program provides the participant with the opportunity to view community investments in a broader context. While it is important to understand investment tools, strategies and products, it is equally important to understand how governance practices can shape the management of the investments with a longer-term view toward building sustainable communities. The skill sets of entrepreneurial finance, negotiations, and change management complement effective governance of community investments. Participants learn using the HBS case study method. Interactive lectures and small study groups ensure lively, thought-provoking discussions and the sharing of innovative ideas.

**PROGRAM THEMES:** The themes of the program will cover the following:

**Investment Governance** – Participants will better understand investments and good governance practices over investments.

**Entrepreneurial Finance** - Participants will build a framework and develop a better understanding of the valuation of potential investments, specifically pre-revenue start-ups.

**Negotiations** – Participants will enhance their negotiating skills and develop negotiation strategies at an individual and team level.

**Change Management** – Participants will develop effective strategies for leading through change at both an organizational and community level.



**CERTIFICATION REQUIREMENTS**

To be eligible for the Harvard Business School Executive Program, applicants should demonstrate the following;

**Management Experience:** Ability to lead, innovate, and inspire success at the highest levels of professionalism.

**Indigenous Experience:** Experience of successfully working in or with an Indigenous organization or community.

**Preference** will be given to Aboriginal applicants and those who hold an AFOA Canada certification. (CAFM or CAPA).

**APPLICANT REQUIREMENTS**

Applicants are required to submit a completed application to AFOA Canada by **January 11, 2019**, but applicants are encouraged to submit a completed application as early as possible.

A complete application includes the following.	
<input type="checkbox"/>	Completed in full and signed HBS Executive Program Application Form
<input type="checkbox"/>	Please provide proof of Aboriginal ancestry e.g. Status Card or community letter; if applicable
<input type="checkbox"/>	Submission of an <u>updated</u> Resume
<input type="checkbox"/>	Submission of a Letter of Introduction 2-page Maximum (see below)
<input type="checkbox"/>	Payment method identified. (Upon confirmation of acceptance a minimum of 50% is due. Full payment is due by April 2, 2018.)
<input type="checkbox"/>	Signed participant agreement form

**Letter of Introduction:**

In the letter, applicants are given the opportunity to highlight the experiences they have working in senior management positions and Aboriginal organizations. They are also asked to respond to the following questions.

- a) Why are you interested in the Harvard Business School Certificate Program?
- b) What value can you bring to the Program and how do you plan on transferring this knowledge to other community members or in your organization?
- c) Please outline how you have engaged with the AFOA Canada community in the past? (*e.g. conference speaker, workshop facilitator, volunteered on committee or boards, submission of articles to the Journal of Aboriginal Management etc.*)

**PROGRAM DATES:** May 6 - 10, 2019

**PROGRAM TIMES:** 1 pm Monday, May 6, 2019, to 12 pm Friday, May 10, 2019.

In general, program sessions held daily from 8 am to 6 pm. **To receive the most out of the program**, group meetings outside of these hours are also required and mandatory for participants to attend.

**LOCATION:** In residence at the Harvard Business School, Harvard Campus, Boston, Massachusetts, USA



# HARVARD BUSINESS SCHOOL EXECUTIVE PROGRAM

## Leading People and Investing to Build Sustainable Communities

Application Form - May 6-10, 2019

### APPLICANT INFORMATION

Mr.    Ms.    Mrs.    Dr.      Designation (i.e. CAFM, CPA, PhD, etc.): \_\_\_\_\_

Last Name: \_\_\_\_\_ First Name: \_\_\_\_\_ Middle Initial: \_\_\_\_\_

Current Title/Position: \_\_\_\_\_

Organization: \_\_\_\_\_

#### Type of Organization:

- First Nation Band Administration       Inuit Organization       Métis Organization
- Aboriginal Organization       Provincial/Territorial Government       Federal Government
- Non-Aboriginal Organization       Other

### ADDRESS OF ORGANIZATION (This information is used by Harvard University)

Mailing Address: \_\_\_\_\_ Suite Number: \_\_\_\_\_

City/Town: \_\_\_\_\_ Province/Territory: \_\_\_\_\_ Postal Code: \_\_\_\_\_

Telephone: (    ) \_\_\_\_\_ Fax: (    ) \_\_\_\_\_ Website: \_\_\_\_\_

Work Email: \_\_\_\_\_

### HOME ADDRESS (This information is used by AFOA Canada)

Mailing Address: \_\_\_\_\_ Apartment Number: \_\_\_\_\_

City/Town: \_\_\_\_\_ Province/Territory: \_\_\_\_\_ Postal Code: \_\_\_\_\_

Telephone: (    ) \_\_\_\_\_ Fax: (    ) \_\_\_\_\_ Mobile (Cell): (    ) \_\_\_\_\_

Preferred Email: \_\_\_\_\_

### MEMBERSHIP INFORMATION

AFOA Canada Member:  Yes  No      Member ID: \_\_\_\_\_ Member Since: \_\_\_\_\_

Preferred Contact Address:       Home       Organization

Preferred E-Mail Address:       Home       Organization

### INDIGENOUS INFORMATION (Preference will be given to First Nation, Inuit & Métis Candidates)

Are you:     First Nations     Métis     Inuit     Non-Aboriginal     Undisclosed





**Tuition Payment and Information**

- **Members Tuition** rate of \$3,900 CAD\* is required.  
*\*Please note that this amount is subject to change given USD exchange rates.*
- **Non-Members Tuition** rate of \$4,900 CAD\* is required.  
*\*Please note that this amount is subject to change given USD exchange rates.*
- 50% minimum payment is required upon confirmation of acceptance. Final payment is due by April 2, 2019.
- If you are not selected into this program, AFOA Canada will refund your application fee less a \$100 administrative charge.
- Tuition is not subject to HST

**INDICATE METHOD OF PAYMENT OF APPLICATION FEE**

**Cheque enclosed (Payable to AFOA Canada)** NSF cheques will be subject to a \$37.50 fee.

**Credit Card (Complete the following.)**

VISA       MasterCard       American Express

Credit Card Number: \_\_\_\_\_ Expiry: \_\_\_\_ / \_\_\_\_ (mm/yy)

Cardholder Name: \_\_\_\_\_ Authorization Amount \$\_\_\_\_\_

Cardholder Signature: \_\_\_\_\_

**Upon confirmation of acceptance:**

- Please charge me the full amount immediately.
- Please charge me 50% immediately and the remaining 50% April 2, 2018

**Fax this form to 613-722-3467 and mail a copy with your payment to:**

**AFOA Canada**  
1066 Somerset Street West, Suite 301  
Ottawa, ON, K1Y 4T3  
www.afoa.ca

Please direct any questions to AFOA Canada by telephone 1-866-722-2362 or 613-722-5543  
or by email [tgoodtrack@afoa.ca](mailto:tgoodtrack@afoa.ca)

**DECLARATION**

I hereby certify that all statements on the application and any support materials provided are true, correct and complete and all material information has been disclosed. I understand that my admission to or registration in the Program may be revoked after notice in writing is provided should information be found to the contrary.



**CONSENT**

With admission to the Harvard Business School Executive Program, the applicant grants permission to AFOA Canada to use his/her name, biographical information and photographs in any and all AFOA publications, public relations activities such as brochures, websites, newspapers, reports, and others without payment or any other consideration.

**SIGNATURE**

Your signature is required as authorization of registration. Please sign and date below.

Applicant’s Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**PROGRAM FEES**

Program fees include costs for tuition, all session materials, administration, review and approval of applications, accommodations in a single-occupancy room in the HBS Executive Residence facilities, meals (including breakfast, lunch, dinner, and breaks), session facilitators, guest speakers, and certificate of completion. *\*\*Please note: Regarding accommodations: check in is Monday, May 6, 2018, and check out is Friday, May 10, 2018)*

---

**Cancellation Policy of Tuition:**

- Cancellations are to be received in writing by AFOA Canada by Fax (613-722-3467) or email [tgoodtrack@afoa.ca](mailto:tgoodtrack@afoa.ca) no later than **April 2, 2019**
- Cancellations received April 2, 2019, or prior will receive a reimbursement minus a \$500 CAD cancellation fee.
- Cancellations received after April 3, 2019, NO refunds will be provided.
- Substitutions may be granted providing substitutions meet required program criteria.
- Should AFOA Canada need to cancel or postpone a session offering, applicants will be issued a full refund or be provided with a credit on account to be applied to another offering within one calendar year.

**Participant Agreement:**

By submission of this application, I fully understand that I am applying for the Harvard Business School Executive Program in partnership with AFOA Canada. I also understand and agree that I am applying to represent, my company and AFOA Canada and will do with the utmost integrity and respect.

I agree to arrive fully prepared by reading the required case studies in advance, attend all group sessions and class lectures as required during this time frame. Failure to do so could result in not receiving my certificate of completion.

---

Signature

Date