Advanced Career Education (ACE)

Skills Needed to KEEP your College Coaching Job
Advanced Career Education (ACE)

Value-added Tasks: Make the Institution Better

Empowerment Tasks: Make the Program Better

Creating Culture & Training your Coach’s Eye

Recruiting, Scouting & Match Management

Volleyball Common Core: Skills, Systems, Drills & Statistics

Above the line competencies are necessary to keep a college head coaching position.

Below the line competencies are needed to get a college head coaching position.
Above the Line Competencies

Talent Acquisition & Development: Organizing Recruiting Efforts

- Program-building – assessing potential, character & compatibility
- Brand development, strategy & dissemination
- The Campus Visit: Selling you & your uniqueness
Above the Line Competencies

Working with Administrators: Creating Partnerships

• Negotiating Salary & Compensation: determining what you are worth
• Increasing your Budget & the Investment by your Department
• Building trust, open lines of communication & shared accountability for results
Handling Adversity: Dealing with the Stresses of Competition & Training

• Understanding your strengths, weaknesses & trigger points
• Managing mental health issues
• Ethical decision-making in recruiting and player management
Above the Line Competencies

Marketing: Making VB Matter in your Community

• Putting fans in the stands before you start winning
• No Media? No Problem! Using Social Media to reach prospective fans
• Connecting with your Community
Above the Line Competencies:

Fund Raising: Making Yourself Relevant on your Campus

- Understanding the Motivations of Givers
- The Art of the Ask
- Proven Principles: Finding and Connecting with Influencers
Above the Line Competencies:

Delegating/Managing: Spending your Time on what Matters Most

- Prioritizing head coach work & layering tasks
- The Givens: What, How, and When
- Hiring, mentoring, and firing
Above the Line Competencies:

Culture: Creating a sustainable set of shared values & behaviors
- The Team/Staff Culture
- Influencing the Athletics Department, the Campus, and the Community
Above the Line
Competencies:

Building a Life while Coaching

• Self-Care
• Parenting
• Managing your financial life
What percentage of your time do you spend on things only the head coach can do?
<table>
<thead>
<tr>
<th>What is most important?</th>
<th>What are you most interested in?</th>
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<tbody>
<tr>
<td>Talent acquisition &amp; development</td>
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