

<b>Session Title:</b>	<b>From ambassador to leader; climbing your HE Liaison ladder</b>
<b>Speaker(s):</b>	<b><i>Sarah Booth   Associate Director of Student Recruitment   University of Warwick</i></b>
<b>Chair:</b>	<b>Reena Littlehales</b>
<b>Reporter:</b>	<b>David Metcalfe</b>

<b>Speaker/Institution Bio/Information:</b>	Sarah Booth is currently the Associate Director of Student Recruitment at the University of Warwick. Sarah has had a variety of roles in different institutions across the sector.
<b>Overview/Aim of session:</b>	Progression. Everyone want to progress, right? But what does that mean? What does progression look like to you? In this session, we'll explore the various ways of progressing in higher education liaison. We're no experts – but we'll share our stories of going from student ambassadors to where we are now. You'll be asked to reflect on what progression looks like, consider the barriers to progression and how to overcome these. Leave with some practical tips on what you can be doing now to progress in your career.
<b>Workshop Content</b>	Workshop mainly focused on Sarah's personal journey from Student Ambassador through various student recruitment roles at various institutions with group discussion throughout.
<b>Scenarios/Roundtable discussions:</b>	<p>Group discussion</p> <p>Who are you?</p> <p>Whats your job title?</p> <p>What do you do?</p> <p>Who do you work with?</p> <p>What skills do you use?</p> <p>What are your observations?</p> <p>A lot of people came from Student Ambassador Role through</p> <p>Job titles, people can be doing the same role but have different titles.</p> <p>Good interpersonal skills, maybe not known it was a skill</p>

	<p>in other areas.</p> <p>Group discussion – What does progression mean to you?</p> <ul style="list-style-type: none"> <li>• Recognition</li> <li>• Responsibility</li> <li>• Ownership</li> <li>• More money</li> </ul> <p>Group Discussion – What are barriers to progression?</p> <p>Limited opportunities</p> <p>Lack of clear pathways</p> <p>Budget restrictions</p> <p>Skills plateau</p> <p>Poor relationships with decision makers</p> <p>Not advocating for yourself</p> <p>How can you develop your skills, experience, mindset?</p>
<b>Summary/Key takeaways:</b>	<p>There are many barriers to progression currently in the sector but it is important to get yourself out there and take chances.</p>