





The Great Upgrade

ABA Members: A Global Network at the Ready











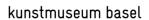






























































































A.C.T

AMERICAN









SARASOTAOPERA











Philharmonia









. HARRIS THEATER





























The ABA Difference: The Best Ideas Regardless of Source

Breakthrough Ideas

Rapid access to rigorously assessed best practices and big data analytics conclusions

Customized Support

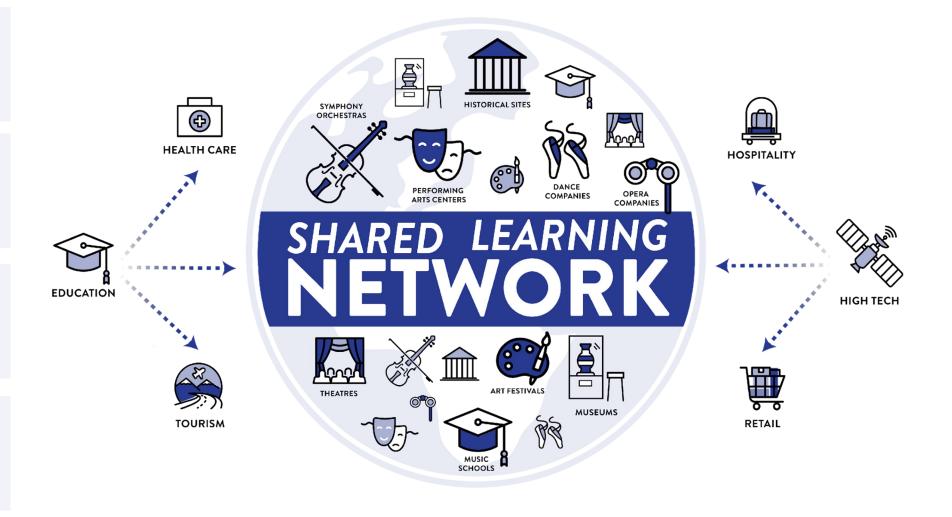
Personalized research and implementation support to drive ideas through to impact

Tangible Impact

An extension of your staff to help make real progress on key priorities

Long-Term Partner

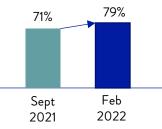
A partner not just for a project or single priority — but rather for the future



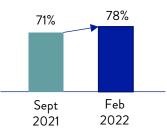
For Many, Talent Pain is Severe Enough to Slow Recovery

Difficulty Hiring

Difficulty Filling Senior Roles



Harder To Fill Than Pre-Pandemic



Difficulty Filling Mid-Level Roles

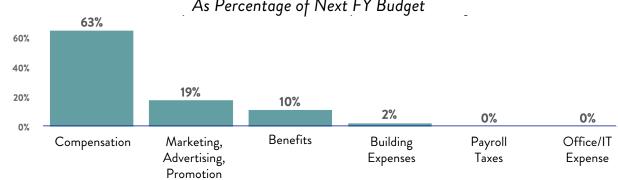


"There seems to be a whole section or level of suitable people missing in the arts sector right now."

Survey Respondent

Rising Payroll Costs

Biggest Expense Increase As Percentage of Next FY Budget



N = 48

Level of Burnout



N = 73

The Study



March-May of 2022

Employment Offer Attributes That We Tested

Organizational

- 1. Artistic reputation: reputation for highest-caliber/innovative artists
- 2. Inclusive decision-making: extent to which decisions are collaborative
- 3. Organizational transparency: extent of communications/degree of participative decision-making
- 4. Organizational recognition: extent of performance recognition
- 5. Organizational commitment to DEIA: Commitment to improving diversity, equity, inclusion and accessibility
- 6. Community impact: extent to which organization is embedded in the community it serves

Job

- 7. Job accountability for outcomes: clarity of job responsibilities and accountabilities across the organization
- 8. Job schedule: total number, predictability and flexibility of work hours
- 9. Ability to work from home: amount work allowed away from the office
- 10. Manager quality: degree of your manager's skills and coaching
- 11. Opportunity to manage others: the ability to delegate and support career development of others as part of your job responsibilities

Job (Continued)

- 12. Room for advancement: opportunity to progress in responsibilities, skills, and salary
- 13. Job Security: endurance of job and reliability of income over time

Benefits

- 14. Onsite benefits: Access to range of in-office amenities (e.g., fitness, coffee/snacks, free event tickets or memberships, or reimbursed parking)
- 15. Office environment: Extent of office environment spaciousness/privacy
- 16. Technology: the extent of technology to make your job easier
- 17. Professional development: the extent to which development opportunities (e.g., training, conferences) are offered/paid for
- 18. Caregiving Leave: the extent to which the company exceeds legally-required parental leave
- 19. Healthcare support: Generosity of healthcare benefits (beyond legal requirements)

Critical Comparison Point

20. Base Salary: Total annual compensation provided by the job

A Marketing Tool, Adapted To Determine Employment Preferences

Which Would You Buy?





Color	White	Red
Power	3.6 L	4.2 L

Mileage	35/41 MPG	27/34 MPG
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Trim Heated Seats Machine-Finished Alloy	Wheels
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Price \$21,000 \$24,000

Forcing Choices Offers a Better View of What Staff Values

Example of Conjoint Analysis Applied to the Job Offer

Attribute/Feature	Job Offer #1	Job Offer #2	
Base Pay	20% increase in pay	No increase in pay	
Health Benefits	Company offers no benefits Company offers full benefit		
Manager Quality	Work for an average manager	ger Work for "best" manager	
Org DEIA effort	Mostly performative	rformative True commitment	
Artistic Reputation	Known for artistic quality Known for artistic innovation		
Work from Home	1-2 days per week	ek No work from home	

For several 'rounds,' employees choose between 3 job offers to reveal most valued elements in a job offer.

Importance Scores

How important are changes in base pay compared to amount of vacation time?

Utility Scores

How much more (or less) utility does an individual receive from an offer 20% above market compensation versus a market-level offer?

The Largest Arts Staff Survey Ever Conducted

Participating Organizations

Adelaide Symphony Orchestra Alabama Shakespeare Festival

Alberta Ballet

Alberta Theatre Projects

Alley Theatre

Aspen Music Festival and School

Berkeley Repertory Theatre

Bravo! Vail

Brevard Music Center

Calgary Opera

Canadian Opera Company

Charlotte Ballet

Dallas Symphony Orchestra

Grand Teton Music Festival

Houston Grand Opera

Joffrey Ballet

Lyric Opera of Kansas City

McCarter Theatre

Melbourne Symphony Orchestra

Midland Center for the Arts

Minnesota Opera

Nashville Symphony

Newcastle Theatre Royal

Opera Omaha

Opera Theatre of St. Louis

Oregon Symphony

Pasadena Playhouse

Philadelphia Ballet

Pittsburgh Ballet Theatre

Portland Opera

Ravinia Festival

Richmond Symphony

ROCO

Royal Albert Hall

Royal New Zealand Ballet

Royal Ontario Museum

San Diego Opera

San Diego Repertory Theatre

San Diego Symphony

Sarasota Opera

Scottish Ballet

Tasmanian Symphony Orchestra

The Bass Museum of Art

The Old Globe

The Santa Fe Opera

Thyssen-Bornemisza National Museum

Verbier Festival

Wellin Museum of Art

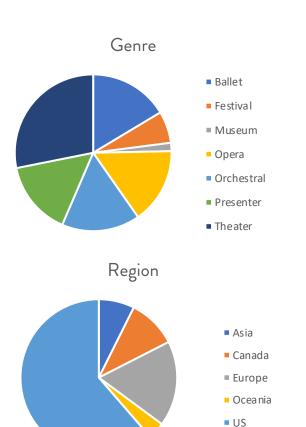
West Kowloon Cultural District

Westport Country Playhouse

Wolf Trap

Young Concert Artists

N=1491 staff globally

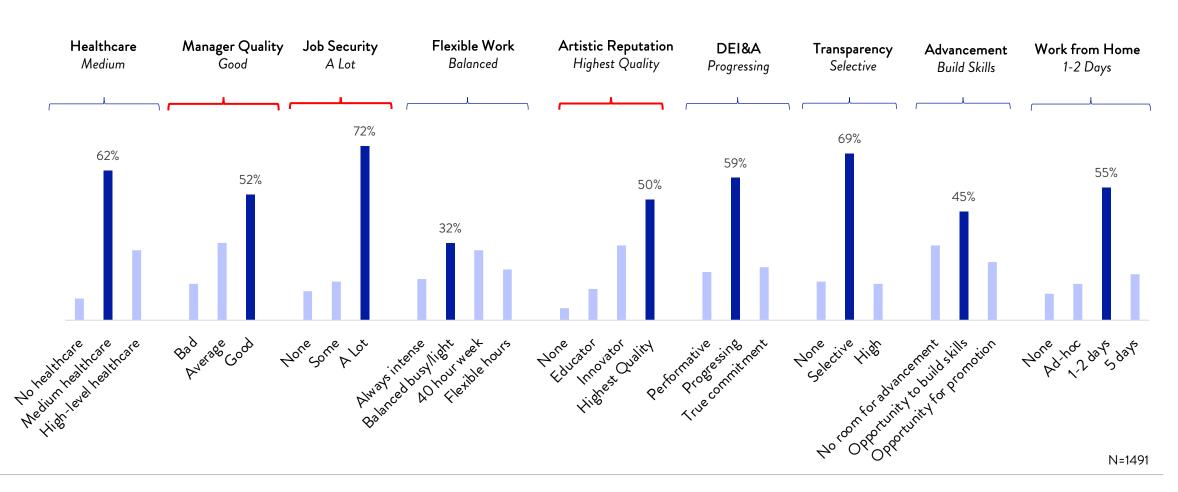


9 | ADVISORY BOARD FOR THE ARTS - Confidential for ABA members only

The "Average" Organization

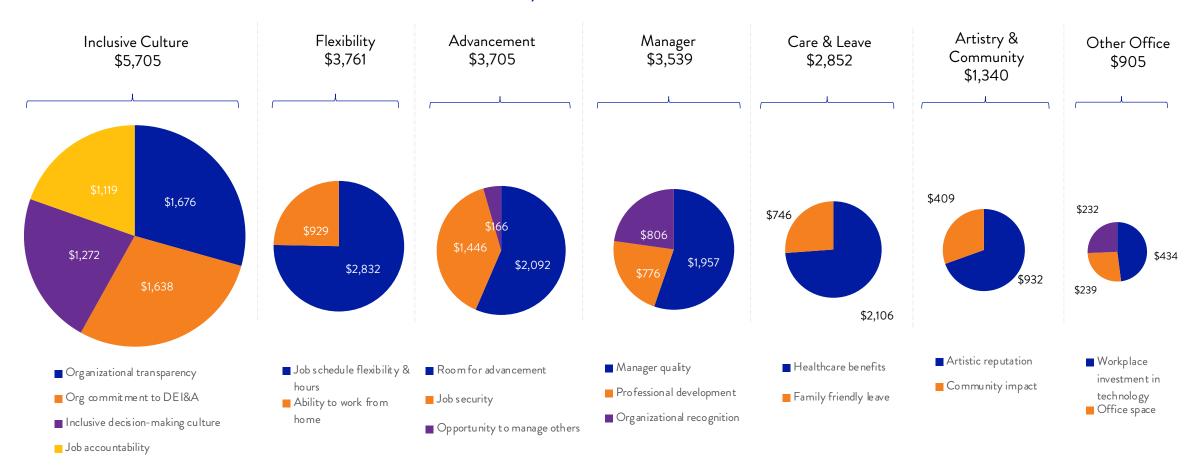


Most common answer in italics



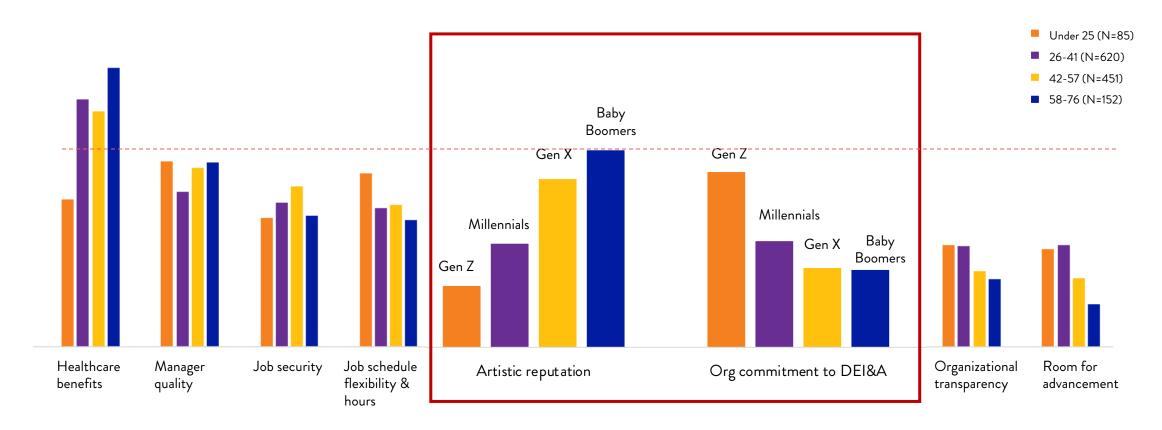
Value of Different Employment Brands

Financial Equivalent of Improving Performance by Attribute Cluster



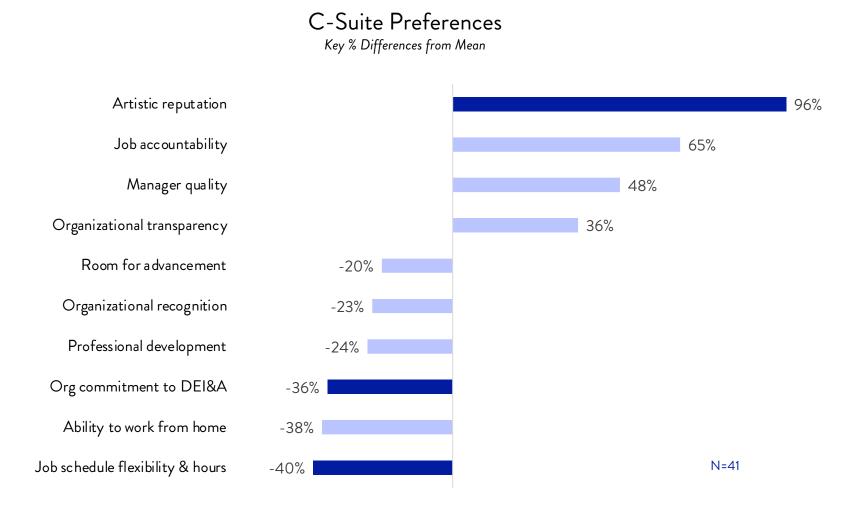
Generational Differences Are Remarkable

Importance of Employment Attributes—by Age

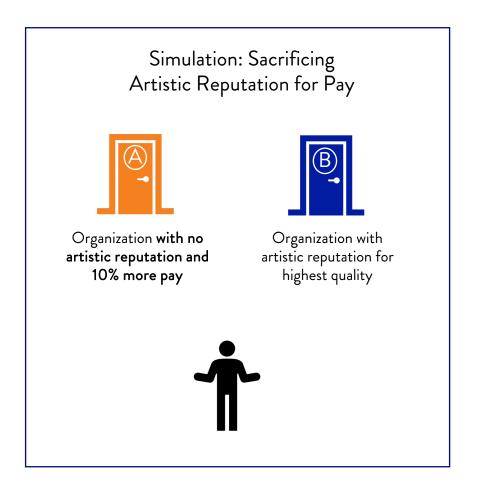


N=1491

C-Suite Preferences Differ from Other Departments

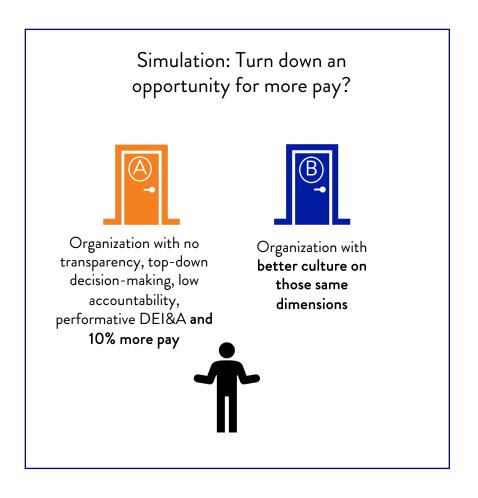


Simulation: Artistic Reputation



54% of staff will go to an organization with no artistic reputation for a 10% pay increase

Simulation: Inclusive & Transparent Culture



Share of First Choice



63% of staff will turn down a pay increase for an inclusive and transparent culture

How Do You Get Inclusion?

Among a sea of reports about inclusion...

BetterUp*

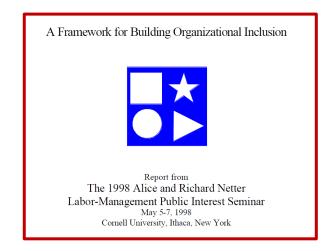








... one stood out



Attributes Of Inclusive Organizations			
Demonstrated Commitment to Diversity	☐ 360° Communication and Information Sharing		
☐ Holistic View of the Employees and the Organization	☐ Demonstrated Commitment to Continuous Learning		
Access to Opportunity	Participatory Work Organization and Work Process		
☐ Accommodation for Diverse Physical & Developmental Abilities	Recognition of Organizational Culture and Process		
☐ Equitable Systems for Recognition, Acknowledgement & Reward	Collaborative Conflict Resolution Processes		
☐ Shared Accountability and Responsibility	☐ Demonstrated Commitment to Community Relationships		

The Building Blocks of Inclusive Culture

The Netter Principles

A Framework for Building Organizational Inclusion

Valuing Identity

- Demonstrated Commitment to Diversity
- Demonstrated Commitment to Community Relationships
- Demonstrated Commitment to Continuous Learning
- Accommodation of Diverse Physical & Developmental **Abilities**
- Holistic View of Employees

Giving a Voice

- 360° Communication & Information-Sharing
- Equitable Systems of Recognition & Reward
- Access to Opportunity
- Alignment of Organizational Culture & Process

Sharing Power

- Shared Accountability & Responsibility
- Participatory Work Organization & Work Process
- Collaborative Conflict Resolution Processes

Improving the environment to make it welcoming to individuals

Improving the organization to make it more capable of participative decision-making

An Imperfect View of the Evolution of Inclusion

	Recognizing Identity		Giving A Voice		Sharing Power	
	Stage 1: Welcoming Diversity	Stage 2: Enabling Belonging	Stage 3: Sharing Information	Stage 4: Sharing Opportunity	Stage 5: Encouraging Involvement	Stage 6: True Power Sharing
Company-Wide Inclusion Structures	 □ DEI&A training offered regularly □ Barriers to physical and developmental disabilities removed □ Public, shared commitments to DEI&A □ Diverse candidates actively sought □ Elimination of biasgenerating recruitment activities 	 □ Sense of shared identity/shared values, clarity of core cultural values □ Written standards of behavior toward each other □ Diverse hiring panels □ Recognition/reward systems evaluated for bias □ Recognition of nontraditional job qualifications 	 □ Leadership disposition to share thinking in advance of making decisions □ Regular community meetings, feedback and communication structures 	 □ Company-wide review of staff capabilities and opportunities □ Company rules of engagement □ Group learning □ Openness to different individual ways of working around cultural core □ Promotions process publicized/open to all 	 □ Formal team structures for cross-company decision-making (beyond antiracism) □ Mutually-agreed rules of engagement on cross-company teams □ Employee-generated changes to ways of working 	 □ Leaders willingly share power (but not necessarily accountability) □ Group rules of engagement for goal setting, power sharing and conflict resolution in collective decisions □ Group participation in highest-stakes decisions (e.g., programming)
Employee Development/ Support	 Welcoming posture to all Employees involved in goal-setting Anti-racism included in organizational goals 	□ Racism actively challenged □ Formal cultural onboarding □ Creation of affinity groups	 □ Expectation of staff willingness to share knowledge/experience □ Feedback culture outside of reviews 	 □ Focus on representation at all levels of hierarchy □ Thriving affinity groups □ Two-way feedback □ Regular identification of opportunities outside reporting structure 	■ Exposure to leadership/decision-making outside core role	 Involvement in decision-making outside core role Opportunity to create own career path through collective work teams
How Individuals Feel	— Allowed —	—— Understood ————	Connected	— Valued —	Invested	— Essential →

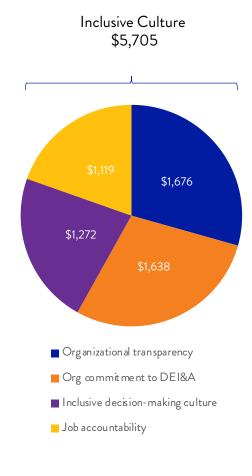
Why Assess Inclusion?

Most arts organizations are committed to improving diversity - in their workforces, their audiences, their boards, their artists, and their art. While most also embrace the idea of inclusion, fewer know how to measure or foster it, particularly among their employees. But, according to the NeuroLeadership Institute, "Diversity without inclusion is a revolving door of talent."

Fostering a culture of inclusion – where people from diverse backgrounds all feel welcome and valued - is not only the right thing to do, it has also been shown to produce real results.

- A 2019 survey by BetterUp found that employees who feel a strong sense of inclusion and belonging demonstrate a 50% reduction in turnover risk, a 56% increase in performance, and a 75% decrease in employee sick days compared to employees with a low sense of inclusion and belonging.
- According to a study by Linkage, top quartile inclusiveness companies are also 50% more creative, collaborative, and innovative than bottom quartile companies.





Definitions of "diversity" and "inclusion" from The Netter Principles (a framework for building organizational inclusion developed at the 1998 Alice and Richard Netter Labor-Management Public Interest Seminar at Cornell University).

ABA's Inclusion Assessment

Commitment & Culture

An arts organization's promises related to diversity and inclusion and the environment it fosters

Action & Accountability

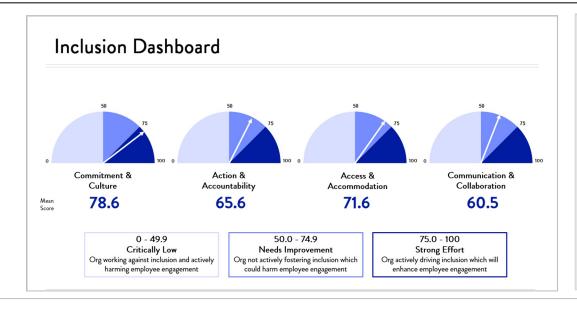
How an arts organization delivers on its DEI&A commitments and holds its leadership, employees, and partners accountable

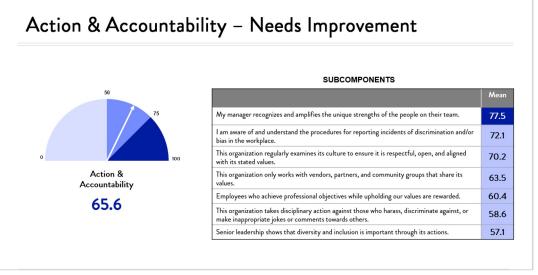
Access & Accommodation

The ways an arts organization provides access and opportunity to a diverse set of people and needs

Communication & Collaboration

How an arts organization spreads information, gathers feedback, and enables innovation and problem-solving





Management Fundamentals Series

Understanding that arts leaders at every level may need to stretch their management muscles from time to time, ABA has developed a series of virtual, interactive sessions to tune-up member managerial and coaching skills.

UNDERSTANDING YOUR COMMUNICATION STYLE



- Identify your communication style
- Understand your reaction to stress and how it affects your interactions
- Learn clues to others' styles and how to tailor your communication

COACHING FOR PERFORMANCE



- Understand your role in coaching team
- · Learn how to deploy coaching to increase team performance and support staff development
- Practice key coaching skills

RECOGNIZING AND MANAGING BIASES



- Understand concepts of unconscious bias
- Identify and practice awareness of bias in the workplace and recruitment
- Practice calling out biases and prepare apologies for when you make a mistake

GETTING WORK DONE THROUGH OTHERS



- Build your system for prioritizing workUnderstand your personal delegating style and how to adjust your approach for others
- · Reflect on your leadership brand

MANAGING DIFFICULT CONVERSATIONS



- Learn strategies for making difficult conversations (with team or your own manager) more productive
- Prepare for your own upcoming difficult conversations

NORMING YOUR TEAM AROUND **PSYCHOLOGICAL SAFETY**



- Understand the importance of individuality and how to set and enforce team norms
- Encourage team reflection and input
- Share power to boost team trust

Accompanying Cases

TODAY

IN THE APPENDIX

Getting a holistic view of talent



Building an atmosphere of psychological safety

McCarter THEATRE CENTER

User Guides

Balancing power sharing with accountability

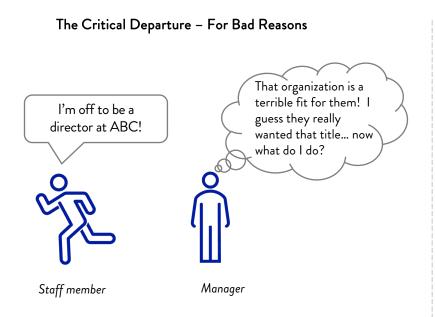


A case study in power sharing

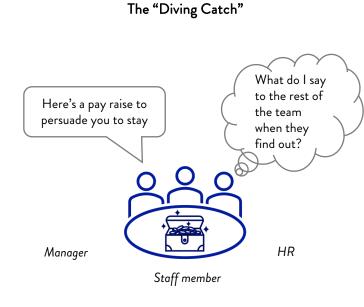
Does This Look Familiar?

Arts organizations often don't recognize challenges in talent management until they have become acute.

Representative Challenges in Arts Organizations





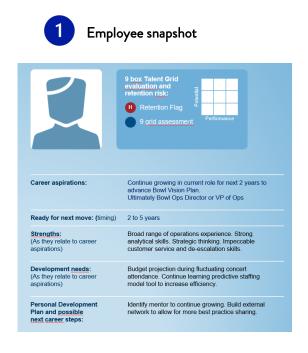


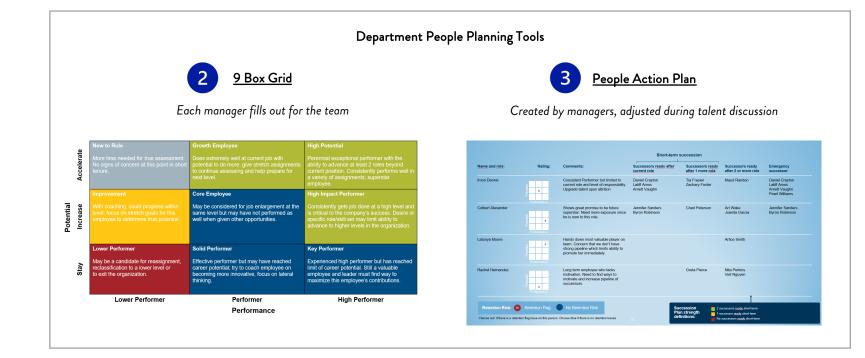
A Proactive Approach to People Planning



LA Phil asks staff to share their personal career accomplishments and aspirations with their manager, revisited annually....

...and the institution devotes people planning time to looking at team strengths and weaknesses as an input to customized succession plans.







1) Changing the Manager and Employee Dialogue



Annual Employee **Snapshot Conversation**



- Initially conducted with selected departments, ultimately to be used for all staff
- Separate conversation from performance reviews, but uses reviews as input
- Employee fills out personal achievements, development, cross-functional skills and career aspirations
- · Manager then fills out sections on strengths/development needs (from performance review) and evaluates them against 9 box talent grid





2 Performance + Potential Gives Full Team Picture

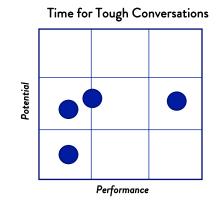


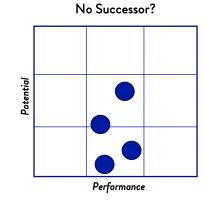
Evaluating all staff against a common grid...

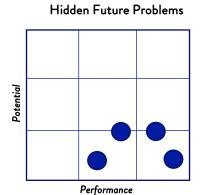
	New to Role	Growth Employee	High Potential
Accelerate	More time needed for true assessment. No signs of concern at this point in short tenure.	Does extremely well at current job with potential to do more; give stretch assignments to continue assessing and help prepare for next level.	Perennial exceptional performer with the ability to advance at least 2 roles beyond current position. Consistently performs well in a variety of assignments; superstar employee.
	Improvement	Core Employee	High Impact Performer
Potential Increase	With coaching, could progress within level; focus on stretch goals for this employee to determine true potential.	May be considered for job enlargement at the same level but may have not performed as well when given other opportunities.	Consistently gets job done at a high level and is critical to the company's success. Desire or specific role/skill set may limit ability to advance to higher levels in the organization.
	Lower Performer	Solid Performer	Key Performer
Stay	May be a candidate for reassignment, reclassification to a lower level or to exit the organization.	Effective performer but may have reached career potential; try to coach employee on becoming more innovative, focus on lateral thinking.	Experienced high performer but has reached limit of career potential. Still a valuable employee and leader must find way to maximize this employee's contributions.
!	Lower Performer	Performer	High Performer
		Performance	

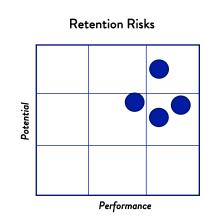
...shows areas of weakness now or in the future.

Potential Team Profiles of Concern









Source: LA Phil.



3 Thinking Creatively in Advance



Cascading team discussion focused on prioritized staff...

Sample Agenda, People Planning Process



9:00 - 10:00 Managers discuss key individuals at coordinator and summer staff level*



10:00-11:00 Senior managers discuss key individuals at manager level



11:00-12:00 Top leaders discuss key individuals at director level

Sample Prioritized List For Discussion Completed by Managers



...provides for critical conversations...

Discussion Topics

- Team balance issues from 9 box exercise
- Key person dependencies and solutions
- Employees needing pay adjustments or retention bonuses, and whether they make sense in the bigger picture
- Opportunities to give staff a jump to a different department to build new skills
- Progress on talent priorities such as diversity commitments

...and creates an agreed-on plan with next steps.

Sample Succession Planning Outcomes Document



Retention risk is considered as part of planning, but doesn't impact rating

against number of ready successors

Sample People Plan Completed by Managers

Talent priorities such as increasing diversity are part of the people plan

People Action Plan 1) Plans to address succession gaps: Latonya and Rachel are key concerns. Developing a shadowing plan for Artice and Greta. Also requested from HR to hire two new hires with the 2) Plans to enhance Diversity of our department's leadership talent pipeline: Attending National Black MBA Conference in May. Also diversifying our posting strategy to gain more exposure from

Individuals being discussed are not present in the meetings but have provided input to their managers in advance.

Source: LA Phil.

Proactive Pays Off



Benefits of Systematic Employee Discussions



Individual engagement: employees feel cared for when managers understand their aspirations and help plan for their future.



Focus on organizational priorities: staff discussion times allow for review against talent priorities such as increased diversity



At-a-glance view of talent in the department: company-wide understanding of strengths and needs, now and in the future.



Fewer surprises: forces conversations between managers and staff about retention; allows retention concerns to be addressed early.



Easier lateral movement of those 'stuck' in role: leadership teams understand the potential, skills and concerns of those who have been unable to progress.



More thoughtful progression of high potential staff: leadership has early visibility into high potential staff and can provide a variety of critical experiences as they grow.



Fairer pay increases: Retention pay increases agreed to by managers who could be impacted, avoiding excessive imbalance across teams

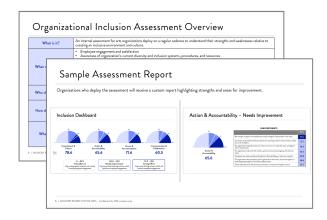
"The process helps managers realize when they are being 'pennywise and pound foolish.' If a key individual leaves, it is much more expensive for us than if we had helped retain them with a job change.

Where can we advance positions, areas of responsibility, so we can find a promotion that doesn't feel performative?

But even aside from the retention benefits of this process, the manager conversations are such a morale booster individuals are left feeling like they are being thought about."

Supporting Your Talent Efforts

Survey Development and Deployment



- Compelling Offer survey
- Cross-organization inclusion survey
- Simulations to understand culture outcomes

Case Study Implementation Support



- Action templates and articles
- Group coaching on creation of group agreements

Workshops & **Training**



- Management Fundamentals series
- Power-sharing diagnostic
- Alignment on key areas of focus

Analytical and **Advisory Support**



- Custom survey analysis
- Advice/research on talent issues, including performance management, onboarding, recruiting practices and more

Contact Information



Transforming Arts Organizations Worldwide

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