

Strategic Responses in a Changing Economic Environment

February 19, 2009

Agenda

Overview: Governments in South Government are faced with critical strategic choices as they deal with economic uncertainty and declining revenues. This session will focus on the four overarching strategies for responding in this environment; making cuts, generating new revenue, improving efficiency and processes and finding alternatives, and cooperative approaches to delivering services.

9:00 – 9:05 a.m.

Introduction and Overview

9:05 – 9:55 a.m.

Jon Pierce, Ph.D., *Associate Director of Governmental Research and Services, Institute for Public Service and Policy Research, University of South Carolina*

- Cutback Management Strategies and Tactics
- Deciding What to Cut
- The Human Side of Cutbacks
- Best and Worst Practices
- Generating New Revenue

9:55 – 10:05 a.m.

Break

10:05 – 11:00 a.m.

Bill Tomes, MPER, *Director of Governmental Research and Services, Institute for Public Service and Policy Research, University of South Carolina*

- Improving Organizational Efficiency and Effectiveness
- Redesigning and Streamlining Processes and Services

11:00 – 11:10 a.m.

Break

11:10 – 11:45 a.m.

Dennis Lambries, *Assistant Director, Survey Research Laboratory, Institute for Public Service and Policy Research, University of South Carolina*

- Intergovernmental Approaches to Service Delivery
- Generating Alternatives

11: 45 – 12:00 noon

Questions and Answers