



**CASE STUDY**

**Enhancing Worldwide Organ and Tissue Donation Rates through Education**



*“Thanks to the group from Fox. It was a great experience and we are truly grateful for your hard work and enthusiasm.”*

*-Howard Nathan, CEO*

**Client Profile**

The Gift of Life Institute is an international training center for donation professionals offering comprehensive, interdisciplinary resources for skills-based learning, continuing education, collaborative research, and consulting services. Established in 2004, it is the non-profit education and research arm of The Transplant Foundation, a non-profit charitable organization supporting the objectives of the Gift of Life Donor Program in Philadelphia, Pennsylvania.

**The Project**

The Gift of Life Institute engaged the Fox Management Consulting (Fox MC) practice at Temple University’s Fox School of Business to help explore the potential outcomes and methods of broadening the organization’s educational platform; in particular, focusing on offerings for the continuing education of transplant professionals and the development of emerging leaders within the Organ Procurement Organization (OPO) industry.

**Recommendations**

The Fox MC team found that industry participants are most interested in a blended program modality that combines both instructor-led training (ILT) and supplemental eLearning. Additionally, the Fox MC team was able to identify opportunities in the area of succession planning that will enhance the future sustainability of the OPO industry. As a result, the team recommended a leadership developmental program for emerging, high potential talent.

**Results**

The Gift of Life Institute is considering how these findings can be incorporated into the organization’s mission. The Gift of Life Institute intends to continue exploring the establishment of a leadership development program for emerging industry leaders.

