Dennis M. Barden, senior partner, joined the Witt/Kieffer team in 1998 after 20 years in academic administration. Dennis works extensively with boards, senior institutional leaders and search committees in support of searches for presidents/chancellors, chief academic officers, deans, and advancement and other leadership in both public and private institutions. He is particularly attuned to the delicate balance between the tenets of shared governance and the demands of a rapidly changing marketplace within higher education and the not-for-profit sector. Dennis has written extensively on the search process in higher education with a focus on the work of boards and search committees in times of change.

Dennis began his administrative career at his alma mater, St. Lawrence University in Canton, NY. He went on to serve on the staffs at Georgetown University in Washington, D.C. and Northwestern University in Evanston, IL. He subsequently served 11 years at the University of Chicago, first as assistant dean of its law school and then as an assistant vice president.

Dennis is a past chair of the American Council on Education’s Executive Search Roundtable and is a regular contributor to the Chronicle of Higher Education. He is a recipient of the Council for the Advancement and Support of Education’s Steuben Apple Award for his outstanding performance in that organization’s international educational programs.

Education
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Ann Yates is a consultant in Witt/Kieffer’s higher education practice and has served as an executive search consultant to academic and not-for-profit clients for 15 years. Based in Minnesota’s Twin Cities, she supports nationwide searches for presidents, chancellors, provosts and deans, as well as vice presidents for research, development/advancement, student affairs, academic affairs and enrollment. Her past clients include leading research universities and state institutions, top-tier liberal arts colleges, regional comprehensive universities and various other institutions.

Ann values exceptional quality and close engagement with clients and candidates in all her work. She prides herself on a broad understanding of higher education leadership and working to understand clients’ specific needs in order to identify leaders with the right institutional fit.

Prior to joining Witt/Kieffer, Ann served as talent acquisition manager with the University of Minnesota Foundation, where she was instrumental in addressing development/fundraising staffing needs within the foundation and across the university’s 28 schools and units. Before that, she was principal of a national higher education and not-for-profit executive search firm, executing senior-level academic searches. Her search career also benefits from past experience in corporate human relations, providing her insight into corporate recruiting processes, retention programs and compensation issues.

**Education**

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