



2017 EMERGING LEADERS PROGRAM

ACEC Nebraska Emerging Leaders Program is for individuals committed to developing their leadership abilities. This program imparts specific skills and competencies identified by top ACEC Nebraska principals as critical for leadership success. These highly interactive sessions are taught by experts in the field of business administration and people management in professional services firms. Session meeting locations and times are listed with the session.

Thursday and Friday, December 8-9, 2016

Thursday, December 8, 2016

Magnolia Hotel
1615 Howard
Omaha, NE 68102

Orientation – Scott Heidner, J.D. (ACEC of Kansas Executive Director) 10:30 am – 2:00 pm
Do you think 20 engineers will be too shy to get to know each other in a short time? Think again! ACEC Kansas Executive Director Scott Heidner will deliver a high energy presentation, and interactive sessions will have class members working and laughing together in no time at all. This critical session sets the stage for class members to work together for the program.

Human Resources – Scott Anderson (Doubledare) 2:00 – 5:00 pm
Human resource philosophy and functions are often the basis for company planning and meeting client needs. We'll examine systems for performance management and employee relations strategies. The strongest asset for any organization is its people. Maximizing that asset is essential to strong leadership.

ACEC Nebraska Board of Directors Holiday Reception 5:00 – 6:00 pm
Magnolia Hotel
1615 Howard
Omaha, NE 68102

Dinner as a group 6:00 pm
Magnolia Hotel
1615 Howard
Omaha, NE 68102

This will include a presentation from Steve Hall, ACEC National Vice President of Government Affairs and other ACEC Nebraska leaders.

Friday, December 9, 2016

**Kirkham Michael
12700 W. Dodge Rd.
Omaha, NE 6815**

Business Development – *Mike Lally, PE, PG (Olsson Associates)* 8:30 - 10:30 am

Instilling and encouraging a strong business development culture in your firm makes great business sense. It can prove to be an important differentiator and can positively influence the firm's project delivery, hiring and recruiting, and career development processes. Developing a business development culture requires understanding the distinction between marketing and business development, exposing false common business development myths, recognizing the many ways in which technical staff can contribute to the business development process, and investing in strategies that yield the highest return-on-investment.

Governmental Affairs 10:30 am – 12:30 pm

***Steve Hall (ACEC National Vice President of Government Affairs) and
Scott Heidner (ACEC of Kansas Executive Director)***

The government's leadership influences the overall business climate and an individual firm's success. Business leaders need to know how to participate effectively in the public arena and build consensus. They also need to understand how government affairs activities can help their business succeed and how to encourage active participation at the grassroots level in the firm.

Thursday and Friday, January 12-13, 2017

Thursday, January 12, 2017

**Location: Kirkham Michael
12700 W. Dodge Rd.
Omaha, NE 68154**

Leadership – *Dan Oblinger (Leadercraft Corporate Education)* 1:00 – 5:00 pm

Leadership is an activity that improves when leaders become more skilled. The foundational skill for leadership is listening. An experienced hostage negotiator will give you a guided tour through the lost art of listening well. Learn about building trust, influencing decisions, and gaining valuable insight into complex problems by being an intentional listener. Participate in skill-building exercises that will enhance your natural style of listening by adding proven techniques used to train hostage negotiators all over the world! Become a better leader and lover with these proven methods.

Dinner as a group 5:30 pm – 7:30 pm

**Alley V
3375 Oak View Dr
Omaha, NE 68144**

Friday, January 13, 2017

**Location: Kirkham Michael
12700 W. Dodge Rd.
Omaha, NE 68154**

Risk Management

8:30 am – 12:30 pm

Dave Jesse (Harry Koch) and Bruce Smith (Woods Aitken Law)

Carefully wording contract provisions minimizes risk to design professionals. We'll discuss how contract provisions allocate risks between parties and the legal effect of specific contract provisions. Getting contracts right the first time can be the difference between a profitable project and incurring more liability than your firm can afford.

Monday and Tuesday, February 6-7, 2017

Monday, February 6, 2017

**Kirkham Michael
12700 W. Dodge Rd.
Omaha, NE 68154**

Economics of Private Practice – *Lee James (Lee James & Associates)*

1:00 – 5:00 pm

Understanding the role and importance of financial project management is a critical attribute of emerging leaders. It is equally important that they understand fundamental metrics of successful firms, which financial indicators are important and what they mean for future growth. In this session, we will discuss these important financial management issues.

Dinner as a group

**Stokes or Mama's pizza
1122 Howard St
Omaha, NE 68102**

5:30 pm

After Dinner Activity: Taboo Tournament/Cigar bar

Tuesday, February 7, 2017

**Biaggi's
13655 California St
Omaha, NE 68154**

Senior Leaders Roundtable –

9:00 am – 12:00 pm

Kyle Anderson (FHU), Mike Gorman (Alfred Benesch & Company), Mike McMeekin (Lamp Rynearson and Associates), and Matt Tondl (HDR)

From Management to Leadership – Secrets of Success

Take the opportunity to network with a diverse panel of leading industry professionals. This session will culminate the Emerging Leaders Program experience. The facilitated session gives participants a chance to ask industry leaders questions concerning industry, practices, and management.

Conclusion

Graduation Celebration and lunch

12:00 pm – 1:00 pm