



2020 EMERGING LEADERS PROGRAM

ACECNJ Emerging Leaders Program is for individuals committed to developing their leadership abilities. This program imparts specific skills and competencies identified by top ACECNJ 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. This program is only open to ACECNJ member firms. Featured session topics include:

Thursday and Friday, April 23-24, 2020

Location: Hyatt Regency New Brunswick

2 Albany Street

New Brunswick, NJ 08901

Thursday, April 23, 2020

Orientation –

Scott Heidner, J.D., ACEC of Kansas Executive Director

10:00 am – 12:00 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.

Lunch -

12:00 – 1:00 pm

Human Resources/Managing People –

Tony Comella, SPHR, Hanson Professional Services, Inc. (invited)

1:00 pm – 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.

Dinner as a group: Hyatt Regency New Brunswick

immediately following session

Remarks by special guest Monmouth County Administrator Teri O'Connor.

Emerging Leaders Program

New Jersey
AMERICAN COUNCIL OF ENGINEERING COMPANIES

Friday, April 24, 2020

Breakfast

Begins 8:00 a.m.

Business Development –

Tony Comella, SPHR, Hanson Professional Services, Inc.

8:30 - 12:30 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.

Thursday and Friday, May 7-8, 2020

Location: Forsgate Country Club

375 Forsgate Drive, Monroe Twp, NJ

Thursday, May 7, 2020

Leadership

1:00 – 5:00 pm

Dan Oblinger, Founder, Leadercraft Corporate Education

If you want to be a great leader, you'll want to be a great listener. This presentation helps the participants to diagnose any listening habits that are hindering their ability to communicate well. It provides a practical and effective method of improving listening, negotiating, and leadership. An experienced hostage negotiator will provide a guided tour of the ancient and nearly lost art of listening well.

Reception and Dinner as a group immediately following session

Forsgate Country Club

375 Forsgate Drive

Monroe Twp., NJ

This will include a presentation from Steve Hall, ACEC National Vice President of Government Affairs and remarks by special guest NJBPU President Joseph Fiordaliso.



Friday, May 8, 2020

Breakfast

Begins 8:00 a.m.

Governmental Affairs –

Scott Heidner and Steve Hall, ACEC

8:30 am – 9:30 am

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.

Creating a Culture for Successful Management –

9:30 am – 12:30 pm

Dan Oblinger, Founder, Leadercraft Corporate Education

The most critical ongoing discussion managers have is the performance conversation. This session clearly defines the relationship between manager and employee and offers concrete strategies to manage performance, handle workplace issues, and ensure employees are engaged and satisfied.

Thursday and Friday, May 28-29, 2020

Location: Tropicana Hotel

Atlantic City, NJ 08401

Thursday, May 28, 2020

Risk Management –

1:00 pm – 5:00 pm

“Professional Malpractice and Risk Management for Engineers 2020”

Robert E. Ryan, Esq., Chair of the Professional Liability Practice Group and Co-Chair of the Trial Practice Group

William T. McGloin, Esq., Partner in the Professional Liability Practice Group

Craig S. Demareski, Esq. Partner in the Professional Liability Practice Group

Connell Foley, LLP

The program will provide engineers and their firms with an overview of the law of professional liability as applied to engineers. Topics to be covered include the legal duty of engineers, breach of duty by engineers and resulting claims and litigation, causation, the engineer's duty to clients and non-clients, damages recoverable in malpractice actions against engineers, and key statutes and contract provisions impacting malpractice claims against engineers. Additionally, the program will examine recent developments in the law of engineering malpractice, the nature of claims and litigation arising from



malpractice actions, the obligations of engineers under litigation holds, professional liability insurance, alternate dispute resolutions options such as mediation and arbitration, the anatomy of a lawsuit against an engineer, and risk management techniques for engineers.

Dinner as a group: The Palm, Tropicana

5:45 pm

Friday, May 29, 2020

Breakfast

Begins 8:00 a.m.

Senior Leaders Roundtable –

9:00 am – 12:00 pm

Welcome – *Glen Kartalis, Chairman, ACECNJ*

Panelists: *Bernie McNeilly, President US Region PM/CM, WSP USA*

Steve Ramiza, Vice President, LAN Associates

Mitch Simpler, Managing Partner, Jaros, Baum & Bolles (invited)

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