



2021 Program Session Schedules

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:

Session I: Thursday, March 25, 2021 & Friday, March 26, 2021 *Forsgate Country Club ~ Monroe Township, NJ*

Thursday, March 25, 2021

10:00 am - 12:00 pm - Orientation

Taylor Lowe, Leadership Program Director

Do you think 20 engineers will be too shy to get to know each other in a short time? Think again! Leadership Program Director, Taylor Lowe 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.

12:00 pm- 1:00 pm - Lunch

1:00 pm - 1:30 pm - Government Affairs Introduction

PAC Chair, Gary Hullfish

1:30 p.m. – 3:30 p.m. - Government Affairs Session

Taylor Lowe and Steve Hall, ACEC Senior Vice President for Advocacy and External Affairs

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.

3:30 p.m. – 4:00 p.m. – Cocktails

4:00 p.m. – 5:30 p.m. - Dinner as a group – special guest to be announced!

5:30 pm - Group activity to be announced!

Friday, March 26, 2021

8:30 am - 12:30 pm - Leadership

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.

Session II: Thursday, April 29, 2021 & Friday, April 30, 2021

Forsgate Country Club ~ Monroe Township, NJ

Thursday, April 29, 2021

1:00 pm - 5:00 pm - Human Resources and Management

Tony Comella, SPHR, Atlas Supply Company

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.

5:00 pm - Cocktails and dinner as a group – special guest to be announced!

7:00 pm - Evening activity to be announced!

Friday, April 30, 2021

8:30 am - 12:30 pm - Business Development

Tony Comella, SPHR, Atlas Supply Company

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.

Session III: Thursday, May 20, 2021 & Friday, May 21, 2021

Tropicana, Atlantic City, NJ

Thursday, May 20, 2021

1:00 pm - 5:00 pm - Risk Management

Connell Foley, LLP

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.

5:00 pm - Dinner and evening activity – special guest to be announced!

Friday, May 21, 2021

9:00 am - 12:00 pm - Senior Leaders Roundtable

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.