

<p>RISK MANAGEMENT:</p>	<p>Objective: Managing risk is critical to the successful operation of a consulting firm. Attendees will learn how business and professional liability risks are inter-related. They will learn to identify and measure risks against potential economic rewards, and how to employ business practices to reduce or eliminate risks. Contractual and insurance risk transfers are an important part of the risk management process, and attendees will gain an understanding of how both tools are used in a comprehensive risk management program.</p>
<p>LEGISLATIVE PROCESS</p>	<p>Objective: This session is designed to give participants a better understanding of the political processes and its related impacts on the business and practice of engineering. Instruction will include basic operations of government, statutory impacts of law, rule making, and funding of governmental projects. Participants will have time to visit the legislature, and watch debates in both the House and Senate Chambers.</p>
<p>LEADERSHIP & TEAMWORK</p>	<p>Objective: Learn how to be a successful leader, with a focus on the importance of teams. Learn the different stages of a team and what you need to do to have a highly functional team.</p>
<p>MARKETING</p>	<p>Objective: This session will teach future leaders the important aspects of marketing professional engineering services. The class will cover what we market, along with the importance of long term client relationship building, marketing existing clients, methods used to select consulting engineers, preparing for projects and, winning proposals. The class will also focus on the interview, cost submittals and the client's view of consulting marketing.</p>

<p>EXPERT WITNESS</p>	<p>Objective: This session will teach you the questions to ask before you accept the assignment, the procedures to use in caring out the assignment, the traps that await the unwary, and the things you don't put in writing. You will also learn how to respond to direct examination and cross-examination. Contracts of your engagement will be addressed. Examples and role-playing will be used to demonstrate the principles discussed.</p>
<p>HUMAN RESOURCES</p>	<p>Objective: This session will cover several topics that impact us in our role as managers including: The Equal Employment Opportunity Act, Employment Discrimination, Sexual Harassment, The America with Disabilities Act, Legal Terminations, and the Family Medical Leave Act. The class will review the employment laws and others and provide some basic guidelines to help you minimize the possibility that you'll end up in court.</p>
<p>FIRM FINANCES</p>	<p>Objective: This session is designed to teach basic firm finances. Topics will include general accounting, how to read a profit and loss statement, and firm taxes. This class will help you understand the costs of doing business, and what is needed to make a monthly business payroll.</p>
<p>COMMUNICATION</p>	<p>Objective: is to provide some theoretical foundations, examples and a bit of practice into critical communication skills. Learn what is preventing you from effective communication with your colleagues, and clients.</p>
<p>CLASS GRADUATION</p>	<p>Recognition of the participants at the annual Engineering Excellence Gala.</p>