

**IN THIS ISSUE**

**2017-18 Leadership Development Series – begins Oct 4**

**SAVE \$\$! - Register for the entire series now!**

**Or, register for Session # 1 only - Leadership / Personal Development – Oct 4**

**Engineering Excellence Call for Entries – Oct 9 “Intent to Enter” deadline**

**CERTIFICATE OF COMPLETION**

Individuals who attend the entire series will receive a certificate of completion and recognition at the All-Committee / Business Dinner in May.

Firms may also choose to send different people to different sessions.

**WHO SHOULD ATTEND**

Program is aimed at project managers with 1 - 2 years of project management experience.

Classes held at David Evans and Associates, Inc., Portland

- 7:30 A.M. – Check-in & breakfast
- 8:00 A.M. – Program begins
- Programs run from 2 to 3 hours in length.

**2017-18 Leadership Development Series**

**Click [HERE](#) to register for the entire series of 7**

\$1600 for members

(Firms may choose to send different people to different sessions.)

**Click [HERE](#) to register for Session # 1 only – Leadership / Personal Development**

\$265 for members / \$365 non-members

**Course Outline – Click [HERE](#) for more detailed course description.**

Oct 4	<p>Leadership / Personal Development</p> <p>Mike Baker, David Evans and Associates, Inc. / Aitken Leadership Group</p> <p><b>Enhancing Leadership Versatility and Personal Effectiveness</b></p> <p>Effectively leading others in a relationship business begins with the foundation of better understanding and effectively leading yourself. In this session, learn and apply practical skills and tools that improve your leadership versatility and personal effectiveness through your enhanced ability to:</p>
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	<ul style="list-style-type: none"> <li>• Understand the predictable cycle that all relationships evolve through and how to manage through this cycle toward high performance</li> <li>• Learn how to better read others, and thereby ‘read the room’, and influence better results</li> <li>• Learn how to adapt your work style to increase relationship comfort and improve task work</li> <li>• Learn how to prepare for and approach difficult conversations to achieve positive outcomes</li> </ul> <p>This interactive and collaborative session blends instructor, peer and self-learning with room for fun and for an aha moment or two to emerge. Content is relatable and immediately useful in participant’s professional and personal lives.</p>
Nov 1	Client Development
Dec 6	Business Development
Feb 7	Political Involvement / QBS (Qualifications Based Selection)
Mar 7	Finance / accounting / overhead
Apr 4	Contracts & liability Negotiation process (scope & budget)
May 2	Executive-level mentoring / panel discussion

**ENTRY DEADLINES &  
DATES TO REMEMBER**

**Mon, October 9, 2017**  
Intent to Enter deadline

**Wed, November 8, 2017**  
Final deadline

**Thurs, November 16, 2017**  
Judging of Entries

**Wed, January 17, 2018**  
**SAVE THE DATE!**  
Awards Dinner



**2018 CALL FOR ENTRIES**

**ENTER YOUR FIRM’S PROJECT FOR 2018!**

Bring public attention to the outstanding work performed by engineering and land surveying firms through services to clients, state and society by entering **ACEC Oregon’s Engineering Excellence Awards (EEA)** competition.

**ELIGIBILITY:** Any engineering or surveying firm is eligible to enter the awards program, regardless of whether the firm is a member of ACEC.

Projects entered in the competition may have been executed anywhere in the world. Entries must have been substantially completed and ready for use between November 1, 2015 and October 31, 2017.

**CALL FOR ENTRIES**  
(click on the links below)

**ACEC Oregon** EEA entries are accepted in one of six project categories:

**A. Studies, Research & Consulting Engineering Services**

**2018 Call for Entries**

**2018 Official Entry form** (fillable PDF)

**2018 Award form** (fillable PDF)

**ACEC logo** (for display panel)

**Photography, Graphic Design &  
Technical Writing Resources**

**View display panels from last year**

**Past EEA Project of the Year winners**

**B. Building & Structural Systems**

**C. Environmental & Water Resources**

**D. Water, Wastewater & Storm Water Systems**

**E. Transportation**

**F. Other**

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**UPCOMING**

- Oct 5 – ACEC Oregon / SW WA Public Agency Liaison lunch meeting/presentation
- Oct 12 – Salary survey results + ACEC Retirement Trust informational b'fast

**ACEC Washington Upcoming Events – ACEC Oregon members receive the member rate!**

- Oct 4 – **Business Practice Breakfast: 2017 Salary Survey Review**

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Comments? Questions? Please e-mail [mwebber@acecOregon.org](mailto:mwebber@acecOregon.org) or [adavis@acecOregon.org](mailto:adavis@acecOregon.org).

AMERICAN COUNCIL OF ENGINEERING COMPANIES OF OREGON

***Serving the business needs of engineering and surveying companies in Oregon and southwest Washington since 1956.***

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[www.acecOregon.org](http://www.acecOregon.org)

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**Upcoming events:** [http://www.acecoregon.org/calendar\\_list.asp](http://www.acecoregon.org/calendar_list.asp).

**ACEC Oregon is 115 member firms strong representing more than 3,500 employees!**

Check out our online directory at [http://www.acecoregon.org/AF\\_MemberDirectory.asp](http://www.acecoregon.org/AF_MemberDirectory.asp).



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