



# PE Leadership Institute

*You will have the opportunity to:*

- *Dialogue with other key leaders*
- *Apply what you learn to enhance your leadership skills*
- *Shape the future of Iowa engineering*
- *Explore ways to inspire and motivate others*

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**THE ONLY LEADERSHIP CLASS IN  
IOWA AIMED AT PRACTICING  
PROFESSIONAL ENGINEERS**

Contact us:

Iowa Engineering Society  
1080 Jordan Creek Parkway, Suite 106C  
West Des Moines, IA 50266  
515-284-7055  
[ieseiaengr.com](http://ieseiaengr.com)

Deadline for Nominations is September 15,  
2021. Class size is limited to no fewer  
than 12 and no more than 24  
participants.

Participants will earn 40 Professional  
Development Hours.

# PE Leadership Institute

## 2021-22 SCHEDULE

### Session 1

November 9-10, 2021

#### Day 1- Championing Innovation and Leading Change

9:00 am - 4:00 pm- Lunch provided

Presentation and Location: Tero International

1840 118th St., Clive, IA

Change is an obvious and undeniable fact of life. Change simply means moving forward and not standing still. The most successful leaders are those who don't run from change, but turn it to their advantage.

#### Day 2- Risk Management

8:30 am - 12:00 pm

Nick Maletta with Holmes Murphy

Location: Iowa Engineering Society

1080 Jordan Creek Parkway, West Des Moines, IA

As problem solvers, engineers often rush in to assist on problem projects. But with troubled projects comes risk of assuming responsibility for pre-existing design defects. This session offers practical advice and risk management strategies.

### Session 2

December 8-9, 2021

#### Day 1- Project Financial Management

9:00 am - 5:00 pm- Lunch provided

Lee James

Location: Iowa Engineering Society

1080 Jordan Creek Parkway, West Des Moines, IA

This is an extensive training program on financial management aimed specifically at engineers:

- Ten Commandments of project financial management
- Appropriate pricing and case studies
- Proper contracting
- Successful project meetings
- Time and expense reporting
- Preparing financial reports
- Billing & collections
- Addressing contract changes
- Win/Win/Win Outcomes

# PE Leadership Institute

Day 2- Win/Win Negotiations

9:00 am - 4:00 pm- Lunch provided

Lee James

Location: Iowa Engineering Society

1080 Jordan Creek Parkway

The success of any project greatly depends on what has been agreed to before the project begins – and as the project develops. Knowing how to negotiate in a fair manner so all the parties involved feel they have entered into a win/win agreement is crucial. This program will cover:

- Win/Win approach
- Ten Tenets of Negotiating
- Identifying your current negotiating skills
- How to plan and prepare for the negotiation
- Doing the negotiation – determining authority, asking for and making concessions, deadlines
- Never accept the first offer
- Adjourning caucusing, recessing
- How to leave the door open
- Pricing, billing and collecting

Session 3

January 12-13, 2022

Day 1- Leadership, Listening, and Negotiation

10:00 am - 4:30 pm- Lunch provided

Dan Oblinger with Leadercraft

Location: Iowa Engineering Society

1080 Jordan Creek Parkway

Dan Oblinger is a hostage negotiator, author of 'Life or Death Listening', a keynote speaker on leadership, listening and negotiations and a father of five adopted children. His work is built on a simple premise: everyone has a unique and valuable story to tell. When we invite those stories and intentionally listen, we become better leaders. Dan explains how leaders can harness the power of emotions to build trust and transform their relationships.

Day 2- Ethics/ Diversity Matters/ Establishing a Culture of Business Development/  
Iowa Leadership Panel

9:00 am - 3:00 pm- Lunch provided

Melynda DeCarlo, Creighton Cox, David Dougherty, Jen Bennett, Dave Moeller, Dan Smith, and Matt Garber

Location: Iowa Engineering Society

1080 Jordan Creek Parkway

Instilling and encouraging a strong business development culture in your firm makes great business sense. It takes planning preparation, education, and commitment to become the Employer of Choice. The sessions today will help make sure you are on the path to success.