June 7-8, 2017

**BACK BY POPULAR DEMAND**

**Essential Training:**

**Learn the Fundamentals of Effective   
A/E Operations Management**



# Management Training to More Effectively Run Your Business or Business Unit

Operations managers in a consulting engineering business have their work cut out for them – they have to do it all! Beyond the technical work, they’re tasked with many different responsibilities, including:

• Winning new work  
• Turning a profit  
• Keeping the cash flow moving  
• Developing and communicating with staff  
• Managing risk

And that’s just the start. At every step, your firm depends on a manager with solid operations knowledge and management expertise.

**Essential Training: Fundamentals of Effective A/E Operations Management** is a two-day, information packed training program that covers the essentials of successful operations management.

Whether your current operations people need to strengthen their effectiveness at juggling a plateful of responsibilities, you’re a marketing leader looking for fresh insights to remain competitive, or an up-and-coming manager seeking to improve your current business skills, this course is for you!

In just two days, attendees will be ready to:

* Recognize and mitigate risk in practical terms
* Understand financial reporting and metrics, including items such as the relationship between profit and cash flow, and the levers for improvement in each
* Increase sales through smart analysis and sharp focus/energy
* Prepare and implement a profit improvement plan
* Evaluate projects and avoid common alternative delivery missteps
* Maintain candid and effective conversations with your staff, and increase retention
* Identify points of leverage and how to improve your overall operation's performance

**Details and registration visit   
www.acec.org/education/seminars**

**Location:**

Hotel Monaco  
1717 Champa Street  
Denver, Colorado

**Early Bird\* Registration:**

**$1,150 Members**

$1,380 Non-members

(\*Register by April 28, 2017)

**Faculty:**

McMahon|Siegel Group. A team of industry veterans, led

by Kevin McMahon

and Bill Siegel, bring their years of operational experience and pragmatic approach to this exciting and unique program.

McMahon | Siegel Group provides both creative and pragmatic solutions to help leaders and companies achieve their strategic goals and deliver industry leading performance.

*Questions?*

Contact us at education@acec.org  
or 202-682-4349 for   
answers and assistance.

