

ACEC / Missouri BUSINESS PRACTICE SEMINAR SURVEY

-- RESULTS --

8/7/18

Seminar Topics -- Choose Five (5) Business Seminar Topics You Would Like Considered and Rank Them (1 to 5, with 1 being first choice):

- 1) Leadership Development & Practice / Coaching & Mentoring Your Staff
- 2) Design-Build for Design Professionals
- 3) Financial Management / Profitability
- 4) Business Plan Development
- 5) Staff Quality / Recruiting / Training / Retaining
- 6) Understanding the Future of IT
- 7) Identification of Project Risks
- 8) Compensation & Benefits
- 9) Project Management
- 10) Cloud Computing

Other:

- Increasing Staff Diversity

What are the three most pressing business practices issues facing your firm today?

- 1) Leadership Development & Practice / Coaching & Mentoring Your Staff
- 2) Marketing / Business Development
- 3) Staff Quality / Recruiting / Training / Retaining
- 4) Design-Build for Design Professionals
- 5) Project Management

Of these, which one would your firm be most likely to spend training budget to address?

- 1) Leadership Development & Practice / Coaching & Mentoring Your Staff
- 2) Project Management
- 3) Design-Build for Design Professionals

What type of professional would you most prefer to hear discuss the topics previously ranked?

- 1) Business Leader – A/E Industry
- 2) Executive Coach
- 3) Business Leader – Non-A/E
- 4) Legislator/Politician

What day of the week works best for ACEC/MO Seminars (rank your top 3 choices - number 1 thru 3; 1 being first choice)?

- 1) Tuesday
- 2) Wednesday
- 3) Thursday
- 4) Friday
- 5) Monday
- 6) Saturday

Preferred location:

- 1) St. Louis
- 2) Jefferson City / Columbia
- 3) Kansas City
- 4) Springfield

Your Programs & Seminars Committee is seeking your input regarding how to make its seminars program responsive to the needs of your firm. Please provide your suggestions as to how ACEC/MO can best serve your firm's business practices training needs.

- Our firm invests heavily in internal training for marketing, contracting and project management. Areas outside of these topics would be of more interest to us since they are not covered as well.
- Provide relevant training.
- Would like to hear from HR directors and recruiters. Also IT specialists.
- Presenters with extensive practical experience.
- The SPEAKER is usually more important than the topic. If you have a good speaker, ANY topic is valuable.
- Columbia/Jeff City are good compromise locations for seminars for all our members.

Your Programs & Seminars Committee is seeking your input regarding identifying topics and/or specific speakers to present at ACEC/MO functions. Please provide your suggestions as to how ACEC/MO can best serve your interest in identifying topics or speakers to present at ACEC/MO functions.

- Cutting edge innovations/direction in A/E industry.
- They should be tied to what is going on in our markets. Either from a client standpoint, an attracting top talent (and keeping), standpoint, or a legislative standpoint.
- Seller/Doer lite.
- "Consulting Firm management options - Central profit center vs. Multiple profit centers.
- Panel Discussion.
- Future of the A/E industry - What will be the disruptors?

Your Programs & Seminars Committee is seeking your input regarding what seminars or speakers would be of great interest or value that your firm would encourage more members to attend. Please provide your suggestions.

- Our firm has a specific budget per year for not billable time. Since the budget is fixed, there will likely be very little fluctuation in the number of members attending. However, if the topic is of interest, we will attend as budget allows.
- MoDOT-specific, business management and project management topics.
- Successful marketers. CEO/COO roundtables.