



## FutureNet Professional Development Series

This course develops core business, management and teamwork skills through a variety of interactive training sessions, ranging from Leadership, Project Finance and Engaging with Government.

FutureNet Professional Development Series expands the network of the participants by linking them with the best of the best from within the built and natural environment.

“The FutureNet Professional Development Series has been developed to provide young professionals within the consulting industry in Victoria access to a broad range of high quality, engaging speakers and the space to explore topics beyond the day-to-day of project delivery. The success of the Series is demonstrated by the consistently high calibre of participants and the strength of the professional network created within each cohort.”

**Rachel Nicholls, Arup and Chair of Consult Australia Victorian Division**

## Speakers and topics



### ENGAGING WITH GOVERNMENT

#### The Hon Ted Baillieu

Ted is passionate about encouraging a growing economy. As a former architect, Ted uses his knowledge and experience to explore Victoria's challenges and build a better future for all Victorians. As former premier of Victoria, Ted understands how to successfully engage with government as a client, partner and authority.



### Financial and Management Reporting & Funding for Projects

#### Andrew Eddy

Overview of financial and management reporting, including an insightful walk through of a set of financial statements from the industry and the demonstration of ways to critically analyse profit & loss, balance sheet and cash flow to understand what is actually happening in an organisation over time. Approaches to management reporting are explored to understand ways to improve performance monitoring. An overview of the different sources of funding for projects is also provided.



### SOCIAL INNOVATION AND CONTRIBUTING TO IMPROVED SOCIAL OUTCOMES

#### Myles Coker, Smart Seeds & GHD Digital

Myles Coker is an engineer enabling new ways for communities to connect, learn and create. Contributing to GHD's Digital Innovation team, Myles designs and delivers new experiences to help people discover and develop ideas of mutual value to business and community. He has helped establish a range of partnerships across government, education and business, including international water funds and regional innovation programs. He also leads the development of a variety of products and programs such as Smart Seeds, each with a collaborative approach to creating value.



### SOCIAL INNOVATION AND CONTRIBUTING TO IMPROVED SOCIAL OUTCOMES

#### Jacyl Shaw, Practice Director for Digital Innovation

Jacyl works to accelerate value creation by making connections across industry, higher education, government and the startup entrepreneurial community. She currently leads engagement strategies and the creation and delivery of initiatives to foster digital innovation and collaboration between GHD and partners. Jacyl has also worked as the Engagement Director at Carlton Connect-a capital and cultural transformation project creating an innovation district on the former Royal Womens Hospital site. She has been a corporate lawyer and a Supreme Court Judges Associate, with stints working abroad and a knack for establishing startups.



### CONTRACTS/RISK MANAGEMENT

#### Tony Horan, Barrister & Mediator

How do you minimise the risk of being sued, and protect yourself if a claim does arise? Tony will look at the key factors that give rise to claims and disputes against professionals. He will consider how and to what extent these risks can be addressed by a well negotiated professional services contract, as well as looking at professional indemnity insurance as an essential element in protecting a professional's business and reputation.



### LEADERSHIP

#### Kevin Sheedy, Former AFL Coach

Kevin Sheedy is one of the Australian Football League's most successful and enduring figures. A player and coach over five decades, Kevin has an unsurpassed record of involvement in 1000 games and eight premierships. This highly engaging seminar will focus on the qualities of good leadership, that are essential for career and organizational success.



### Human Centred Design

#### Jon Osborne

Jon Osborne spent ten years as an engineering consultant at Arup, designing performing arts buildings around the world including Copenhagen, Singapore, UK, Switzerland and Australia. Having identified a need for large scale, collaborative design around end user needs, he created and led an initiative to develop human centered design capability throughout Arup. Jon went on to build his own consulting business as a designer, facilitator and coach and has recently helped a Melbourne building developer to create a unique new approach to building design and delivery.



### NEGOTIATIONS

#### Dr Sandy Caspi Sable, Satellite Consulting Services

This interactive seminar focuses on building participants' understanding of the negotiation landscape with a view to enhancing their deal making capability. Participants will learn how to systematically and comprehensively prepare for negotiation, understand and overcome negotiation deadlocks, and to evaluate the quality of proposed deals.



### COMMUNICATION & PRESENTATIONS

#### Ben Richards, ATICUS

This session looks at how to prepare for a successful bid presentation and how to get traction with key messages and selling points. Ben Richards has coordinated bid presentations for over \$10 billion worth of iconic infrastructure projects.



### WINNING BIDS

#### Angus Mitchell, BRS Results

Winning work is critical for any business. This topic will discuss concepts on combining the 'hard' disciplines of bid strategy, preparation and response with the people factors that engender and maintain trust between customers and service providers to deliver high performing outcomes to increase the success of competitive bids.

## Seminar dates

Seminar date & time	Topic	Address
Thursday, July 26 <sup>th</sup> 2018 4 – 6 PM	<b>Engaging with Government</b> <i>Ted Baillieu</i>	<b>Arup</b> Level 17, 1 Nicholson Street, East Melbourne
Thursday, August 30 <sup>th</sup> 2018 4 – 6 PM	<b>Financial and Management Reporting &amp; Funding for Projects</b> <i>Andrew Eddy</i>	<b>KBR</b> Level 3, 441 St Kilda Road, Melbourne
Thursday, September 27 <sup>th</sup> 2018 4 – 6 PM	<b>Social innovation and contributing to improved social outcomes</b> <i>Myles Coker &amp; Jacyl Shaw</i>	<b>Aurecon</b> Level 8, 850 Collins Street, Docklands
Thursday, October 25 <sup>th</sup> 2018 4 – 6 PM	<b>Contracts &amp; Risk Management</b> <i>Tony Horan</i>	<b>Beca</b> Level 4, Queens Road, Melbourne
Thursday, November 29 <sup>th</sup> 2018 4 – 6 PM	<b>Authentic Leadership</b> <i>Kevin Sheedy</i>	<b>Aurecon</b> Level 8, 850 Collins Street, Docklands
Thursday, February 28 <sup>th</sup> 2019 4 – 6 PM	<b>Human Centred Design</b> <i>Jon Osborne</i>	<b>Arcadis</b> Level 32, 140 William Street, Melbourne
Thursday, March 28 <sup>th</sup> 2019 4 – 6 PM	<b>Negotiations</b> <i>Sandy Caspi Sable</i>	<b>Arup</b> Sky Park, One Melbourne Quarter, 695 Collins Street, Docklands
Thursday, May 2 <sup>nd</sup> 2019 4 – 6 PM	<b>Communication &amp; Presentation</b> <i>Ben Richards</i>	<b>WSP Australia</b> Level 15, 28 Freshwater Place, Southbank
Thursday, May 30 <sup>th</sup> 2019 4 – 6 PM	<b>Winning Bids</b> <i>Angus Mitchell</i>	<b>Arcadis</b> Level 32, 140 William Street, Melbourne

Consult Australia reserves the right to reschedule/change presentations if a speaker becomes unavailable.

### FutureNet Professional Development Series Supporters:



# Registration form

Complete the form and send to vic@consultaaustralia.com.au

- If you would like to purchase the full series, however, send a different attendee to each seminar, please nominate a representative who we can contact to confirm the attendee prior to each seminar.

First name	<input type="text"/>
Last name	<input type="text"/>
Position	<input type="text"/>
Phone	<input type="text"/> Mobile <input type="text"/>
Email	<input type="text"/>
Qualifications	<input type="text"/>

Payment details

Full series (9 seminars \$1,575)

Per session \$220 \_\_\_\_\_  
Please advice below which session/s \_\_\_\_\_

Price are inclusive of GST.

## PAYMENT OPTIONS

This form constitutes a tax invoice once completed - please retain a copy for your record (ABN 25 064 052 615)

Three easy ways to pay:

Please indicate your preferred payment method below and complete any additional details.

<input type="checkbox"/> Credit card	<input type="checkbox"/> EFT / Direct Debit	<input type="checkbox"/> Cheque
<b>Credit card holder name:</b> _____	<b>Electronic Funds Transfer (EFT / Direct Debit)</b> Please credit: National Australia Bank BSB number: 082-057 Account number: 650 997 869 Reference: VIC	<b>Cheque</b> Please make payable to Consult Australia National Office Post to: Consult Australia GPO Box 56 SYDNEY NSW 2001
<b>Cardholder type:</b> <input type="checkbox"/> VISA <input type="checkbox"/> MasterCard <input type="checkbox"/> AMEX	For enquiries contact us on: vic@consultaaustralia.com.au	
<b>Card number:</b> _____		
<b>Expiry date (MM/YY):</b> _____		
<b>Total: \$</b> _____		

Please return completed form to the VIC Division of Consult Australia.  
Email: vic@consultaaustralia.com.au Post: GPO Box 2429, Melbourne 3001

PLEASE NOTE: This document will be a tax invoice for GST once payment is made. Please retain a copy for your records. Consult Australia ABN 25 064 052 615. Please note refunds cannot be made unless notification is received in writing to the above address, no less than 10 working days prior to the commencement of the course.