

Emil Sadloch, President, Sadloch Development Associates, Rutgers School of Environmental and Biological Sciences and Rutgers Center for Management Development
Dr. Karyn Malinowski, Director, Rutgers Equine Science Center

Course Description: This short course is designed for individuals involved in the equine industry and agricultural-related business. Students will develop skills in a variety of areas including interpersonal communications, decision-making, and conflict management.

The skills which students acquire can be used to improve and enhance involvement not only in equine industry but also in community and governmental organizations.

Course Learning Goals: The overall purpose of the course is to provide leadership development training for the equine industry and agricultural-related businesses. As a result of taking this course, students will:

- Identify an equine network throughout the state
- Enhance interpersonal communication skills
- Sharpen decision making skills
- Develop skills in conflict management
- Develop skills in building effective legislative relationships
- Develop skills in coalition building

Course Syllabus – January 9, 2018

		<u>Facilitator</u>
8:30-9:00	Welcome, Course Review, Objectives and Agenda	Emil Sadloch
9:00-10:00	Overview of the NJ Equine Industry	Karyn Malinowski
10:00-10:30	Management and Leadership: What’s the Difference?	Emil Sadloch
10:30-10:45	Break	
10:45-11:30	Networking and Building Relationships Al Murray, Former Asst. Secretary of Agriculture, Executive Director, NJ Agricultural Society and Consultant for NJ Farm Bureau	Karyn Malinowski
11:30-12:15	Building Effective Relationships with Legislators AJ Sabath, Co-founder and Partner – Advocacy and Management Group	Karyn Malinowski
12:15-1:15	Lunch – Remarks – Monique Purcell, Assistant Secretary of Agriculture and Director of the Division of Agricultural and Natural Resources, NJDA	Karyn Malinowski
1:15 – 2:00	Conflict Management	Emil Sadloch
2:45-3:00	Break	
3:00-4:15	Leadership Decision Making Strategies <i>Small Group Exercise</i>	Emil Sadloch
4:15-4:30	Challenges to the Equine Industry <i>Small Group Exercise</i>	Karyn Malinowski
4:30-5:00	Summary, Debrief and Process, and Assign homework.	Emil Sadloch

Course Syllabus, January 11, 2018

		<u>Facilitator</u>
8:30-8:45	Welcome and Review Agenda	Emil Sadloch
8:45-10:00	The Leadership Challenge	Emil Sadloch
10:00-10:15	Break	
10:15-11:00	Strategic Thinking: Analyzing the Industry <i>Small Group Exercise</i>	Emil Sadloch
11:00-12:00	Legal Issues of Importance to the Equine Industry Dennis Dowd, Esq.	Karyn Malinowski
12:00-12:45	Lunch	
12:45-1:30	Challenges of Being a Leader –Importance of Working Together to Ensure A Sustainable Horse Industry	Karyn Malinowski
	<u>Panel Presenters:</u> Al Ochsner, Executive Administrator, SBOA-NJ Jason Settlemoir, CEO/GM Meadowlands Racing and Entertainment Ryck Suydam, President, NJ Farm Bureau	
2:00-2:15	Break	
2:15-3:00	Nuts and Bolts of Building Coalitions Jerry Baron, IR4	Karyn Malinowski
3:00-4:00	Building a Coalition in the Equine Industry <i>Small Group Exercise</i>	Emil Sadloch
4:00-4:30	Summary, Evaluation and Closing Comments	Karyn Malinowski

Homework Assignment (*For the CREDIT undergraduate students only*): Develop a plan to build a coalition within the equine industry in order to address one of the challenges identified during this course. Develop a unified message for the equine industry and incorporate a plan to communicate and deliver this message. Email papers to Karynmal@njaes.rutgers.edu by Friday, January 19, 2018.

Location: ASB II, 57 US HWY 1 South, New Brunswick, NJ 08901

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