

SALE-LE XVII

CURRICULUM - AGENDA

Session I- Organizational Leadership

College Station: May 12-15, 2026

- Leadership and Management in Extension
- How Extension is organized at the County, State and National Level
- Texas A&M Agriculture - Teaching, Research and Extension
- The Land Grant Mission, History of Extension and The TAMU System
- Psychological Types: Practical Applications
- Leadership Training - Challenge Course
- Managing Extension Budgets & Funding Sources
- V.G. Young Institute of County Government
- Coordinating State Agencies
- Communicating with the Media
- Role Playing "The Political Process"
- Update on Homeland Security - George Bush School of Government and Public Service
- Continuing to Grow as a Leader in Extension

Session III - Contemporary Leadership Issues Facing Texas

Austin: May 4-7, 2027

- Employment Laws that Affect You
- Interviewing and Hiring the Right Team
- Managing Performance
- Communicating Like a Leader
- Conflict Management
- Legislative Update
- Legislative Communications
- The Legislative Process
- Texas Department of Agriculture
- Texas Department of Transportation
- Texas Department of State Health Services
- Education System in Texas
- Liability and Risk Issues for Extension Professional
- Introduction to the Investigative Audit Services Group
- Revenue and Economic Projections
- Brainstorming - Reflecting Back

Session II- Critical Issues/Customs/Cultures

Louisiana: November 16-20, 2026

- LSU Extension
- Impact of natural disasters
- BP Oil Spill and the seafood industry
- Bay and Coastline inspection and wildlife and fisheries testing
- Agriculture Production
- Culture and Customs
- Bringing Extension back to New Orleans
- New Orleans Mosquito and Termite Program
- Extension Leadership following a Hurricane
- "Tabasco" a Louisiana success story
- Oak Alley Plantation

Session IV - The Art of Leadership

San Antonio: November 16-19, 2027

- Military Leadership & Philosophy
- Leadership Development Programs in the Military
- Cultural Issues in the Military
- Character-Driven Success
- Overview of the Banking Industry
- Reaching Out to Customers
- Health of the Banking System in Texas and U.S.
- Changing Demographics in Texas Politics
- Managing a Grassroots Campaign
- Understanding Leadership Module:
- Using Humor Effectively in Leadership
- Managing Controversial Public Issues
- Current Trends in Demographic Change: Texas, United States and the World
- SALE History and the Art of Working with Volunteers