

How NEFI Advanced Our Education

NEFI Advanced Education includes the Management Training Program with Quinnipiac University and the Energy Leaders Program with the Tuck School of Business at Dartmouth College.



Brookes Townsend, Director of Sales and Marketing, Townsend Energy

“ The Dartmouth Executive Program was life changing. The educational piece was fantastic and the professors at Dartmouth, and more specifically Tuck, are best in class. Just as important as the educational component was the opportunity to network with high quality individuals in the industry. I have stayed in touch with several and have leaned on them to help expedite my learning curve. The lesson on the wide lens theory is something I think about daily – looking at the whole picture and asking, ‘What Else, Who Else, and How Can They Be Aligned?’ ”

Margarita Barbour, IT Director, BantamWesson

“ The Management Development Program was great, and I really liked the team exercises. You get new ideas, and get to listen to other people’s way of handling situations that you would never have thought of. I use the time management skills I learned everyday. And now I’m able to bring a different mindset to the job - when I’m working on one thing, I’m not worried that something else isn’t getting done right away - I know I’ll have the time later to accomplish my goals. It was so helpful to me that I think everyone in management should take the program! ”



Jim Townsend, Chief Executive Officer, Townsend Energy

“ What we learned from the standpoint of leadership, disruption, innovation, strategic communications ... it was transformational. It is a great opportunity for owners, young owners and aspiring senior management to look at your business and your challenges differently. To recognize, adapt and respond to change. The NEFI Tuck Leaders Program was both rigorous and dynamic, yet even when we had some downtime, our conversations came back to the program, what we were learning and how we could execute these ideas and strategies in our businesses.

In my experience, that is very unique. Two things, specifically, resonated. One is the stunning pace of change going on around us, and what the next 2 or 5 years will look like. The other is the importance of leadership and the techniques which allowed me to implement some of these strategies immediately. ”

David Singer, Chief Executive Officer, Robison Oil

“ I found the Energy Leaders Program to be enlightening and enjoyable. As an industry leader I definitely got my money’s worth. The theme of the week focused on developing business strategies for anticipating disruptions in the market. The program had us approach our issues in an intellectually strategic way and gave us the opportunity to think about the broader picture of the market, take ourselves out of the day-to-day operations and look at the industry with a wider lens and long-term perspective. ”



Scott E. MacFarlane, Vice President, MacFarlane Energy

“ Regardless of how satisfied you are with your current business operations, the program forces you to take a step back and look at your business in a new light. Reviewing case studies from both successful and unsuccessful companies, we then applied them to our industry’s current challenges. At MacFarlane, we are using many of these strategies to cultivate future leadership from within and mentoring staff for growth on all levels. ”

Sean Inkster, Director, Field Services, BantamWesson

“ I would strongly recommend the Management Development Program. It’s nice to take an objective look at yourself through various self assessments and recognize areas of improvement in day-to-day interactions. I really feel the program improved my skill set when it comes to navigating difficult conversations and conflicts. I’ve learned the best way to deliver my message is with empathy, poise and resolve. Something that isn’t always easy but necessary to get more positive results. ”

