

**PROGRAMS AND SERVICES  
ASSOCIATION AND BUSINESS DEVELOPMENT DEPARTMENT**

**Goals and Objectives**

The primary goal of the NJSBA Association and Business Development Department is to improve the effectiveness of board members and charter school trustees (members) in the governance of school districts and schools.

Recognizing that training programs and materials must address the changing needs of the membership, the Association and Business Development Department shall:

- A. Develop effective needs assessment processes;
- B. Revise existing programs and develop new ones to help members deal with current and future educational issues and operational needs;
- C. Use a variety of training/ instructional techniques in the delivery of programs;
- D. Offer programs specific to various levels of member experience and expertise;
- E. Continue Workshop as the preeminent educational conference in New Jersey.

In addressing the training needs of the membership, members shall be encouraged to take advantage of inservice programs and activities at the county, state and national level. The Association and Business Development Department shall provide information about these programs to the membership and shall provide training, resources, and assistance to members in identified areas of need. These shall include, but not be limited to:

- A. School Finance;
- B. Policy;
- C. Curriculum and Programs;
- D. Student Issues;
- E. District and School Effectiveness;
- F. Board/Superintendent Relations;
- G. Shared Services;
- H. Leadership skills;
- I. Legal roles and responsibilities.

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