



Strathmore Business School

Construction Project Management Executive Seminar

20 - 23 September 2010



Executive Education

Introduction

East Africa's construction industry is growing at an unprecedented pace. As the region's economy moves forward, the demand for more and better infrastructure and facilities will increase. The construction industry will continue being a key player in the region's growth as it has been worldwide. Investors and entrepreneurs are gearing up to take part in that growth.

New opportunities come with new challenges. Globalisation has brought with it new technology and an abundance of ideas. However, it also brings new and tougher players into the marketplace. Traditionally established builders are being joined by fresh start-ups, re-engineered competitors and international builders that have seen the opportunities in our region. Some of these new contractors are providing quality services to their clients at better prices and even much faster than it was a few years ago.

Architects, Project Managers and Consultants have a tougher challenge ahead, because clients with a more global perspective are now demanding more value-for-money and effective management of their projects, with a clear positive impact on quality, speed and the bottom-line.

Developers and real estate investors are facing unexpected competition from firms that have already incorporated better technology and up-to-date management skills into their organisations. Industrial and commercial developers are looking for ways to fulfill their need for buildings and structures without tying up a high level of capital unnecessarily.

“.. these are essential skills for professionals who want to stay on top of their game in our fast-changing construction industry.”

Objectives

Construction Project Management (CPM) has been designed to provide you with skills and knowledge that will help you get more done. From conceptual design to commissioning, the seminar will focus on those aspects that have the most impact on a project's success. The curriculum is geared to help you incorporate the entrepreneurial process to your construction management activities to achieve profitable success.

Content

This seminar will bring together an optimum mix of practitioners from the construction industry, and will draw from their knowledge and experience as much as from our world-class faculty. Some of the topics that will be covered include:

- Consultant selection
- Negotiations
- Contracting
- Technology transfer
- Economics
- Procurement
- Financial monitoring
- Management team selection

We will provide you with a rare combination of solid theoretical foundations coupled with real-life implementation examples from our faculty's experience, as well as yours.

Money Back Guarantee

We will teach you things we know and have done successfully. Skills and knowledge that will help you achieve results. We are confident of the value we will bring and we are willing to back this claim with our unique **100% Money Back Guarantee**. If your firm does not recover more than the cost of this seminar on savings to you or value added to your clients on your first KShs 35+ million project, we will give you back your money(*). *Restrictions apply.

Contact us

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Seminar Leader



Raul Figueroa

Raul is the Project Manager for Strathmore University and is currently heading Strathmore's acclaimed expansion. His experience includes management of engineering teams as well as spearheading construction and industrial projects in Puerto Rico, Dominican Republic, and Indianapolis, USA.

Raul's areas of expertise are high performance team building, procurement, negotiations, technology transfer and re-engineering. The Strathmore project is one of the most –if not the most-technologically advanced in East Africa and is poised to become the 1st LEED Certified Campus Project in Africa. And all this at a staggering 45% cost savings against the quoted rates at the time of tender.

His lecturing style is pragmatic and he draws for his own experience, that of other effective Project Managers, and his knowledge of economics, engineering, and behavioral sciences. He holds a BSc. in Electrical Engineering.

International Faculty



Bobby McCormick

Bobby McCormick is Professor Emeritus and BB&T Scholar at Clemson University. He is also a Senior Fellow at the Property and Environment Research Center.

Prof McCormick has lectured and researched at the Graduate School of Business at the University of Rochester, the Law and Economics Institute at the University of Miami, the Public Choice Institute at Virginia Polytechnic, the Universidad Francisco Marroquin in Guatemala, and the Consortium International MBA in Asolo, Italy.

He has consulted for the U.S. Congress, and the legislatures of several states, the U.S. Department of Agriculture, the U.S. Federal Trade Commission, the Treasury of New Zealand, the U.S. Department of Commerce, the Federal Communications Commission, the Canadian Transport Act Review Panel, the Kinship Conservation and many small and large companies on corporate financial affairs, litigation matters, entrepreneurship, organizational structure and architecture, business planning and development, and financial valuation.



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