



2009 Aon Build America Award
Flatiron Construction and Manson Construction Joint Venture
I-35W Bridge (St. Anthony Falls)
Minneapolis, Minn.
Photo Courtesy: Tim Davis/Flatiron

ADVANCED MANAGEMENT PROGRAM

The Construction Industry's Premier Executive Education Program

COURSE DATE & LOCATION

November 7–13, 2010 | Dallas, TX

APPLICATION DEADLINE

October 18, 2010

ADVANCED MANAGEMENT PROGRAM

Executive Education for Construction Professionals

For leaders in the construction industry, no program provides a more comprehensive, uniquely focused program than AGC's Advanced Management Program (AMP). Suited for chief executives and senior-level management in construction, this premier six-day program has been helping industry decision-makers amplify their business acumen since 1986, producing an elite society of graduates that includes top leaders throughout the construction marketplace. AMP also provides an exceptional opportunity to sculpt future decision-makers and C-suite executives tapped to take the reins.

AMP is based on core executive education and overall trends in the construction industry. Utilizing real-world scenarios, participants are able to see key principles and learning objectives come to life throughout the program. Over the course of six-days, participants dive into the nuances of strategic and financial management, learn how to effectively motivate different personalities, explore styles of effective leadership, and gain strategies on planning for change.

AMP graduates leave at the end of six days with a strong network of C-level colleagues and distinguished experts, a portfolio of industry-based best practices, and a better picture of their overall health and wellness to improve their lives.

Module 1: Strategic & Financial Management

- Discuss and analyze industry profiles to determine what makes a contractor different from other business owners
- Identify causes for contractor failure
- Evaluate a contractor's financial statements and key ratios
- Identify management responsibilities for implementing and monitoring controls
- Analyze financial reporting, both external and internal
- Discuss the difference between and benefit of using various financial institutions, such as banking, creditors, and surety companies
- Discuss new financial requirements affecting privately owned contractors, including, financial controls, reporting, and corporate governance

Module 2: Risk Management

- Discuss the risk management process as it relates to the construction industry
- Examine construction delivery methods and risks involved
- Review required insurance coverage
- Discuss risk financing and cost implications
- Identify emerging risk and trends in the construction industry

Module 3: Leadership

- Define leadership and identify misconceptions of what makes an effective leader
- Discuss differences between leadership and management
- Identify different styles of leadership and discuss strategies to improve personal leadership styles
- Apply motivational techniques for team building
- Develop an action plan to strengthen leadership on a personal and company level and within the industry as a whole

Module 4: Contract Dispute Resolution

- Discuss contract disputes and implications on cost, time, and relationships
- Examine the differences between a problem and a dispute
- Participate in a mock mediation exercise
- Discuss litigation and arbitration models
- Recognize alternatives to litigation and the benefits
- Evaluate the mediation process and the benefits

Module 5: Leading Change

- Define four successful functions of business
- Examine the role of change and its impact on an organization

Build Your Career with Professional Credentials

AGC of America is an authorized provider of CEUs and other professional development credits. Look to AGC to earn your CEUs for license renewal and career development. This course qualifies for:



4.4 IACET CEUs | The Associated General Contractors of America (AGC) has been approved as an Authorized Provider by The International Association for Continuing Education and Training (IACET), 8405 Greensboro Drive, Suite 800, McLean, VA 22102. In obtaining this approval, AGC has demonstrated that it complies with the ANSI/IACET Standards which are widely recognized as standards of good practice internationally. As a result of their Authorized Provider membership status, AGC is authorized to offer IACET CEUs for its programs that qualify under the ANSI/IACET Standards.



44 AIA LUs | The Associated General Contractors of America (AGC) is a Registered Provider with The American Institute of Architects Continuing Education Systems. Credit earned on completion of this program will be reported to CES Records for AIA members. Certificates of Completion for non-AIA members are available on request.

This course also qualifies for Continuing Professional Development (CPD) Units by the American Institute of Constructors (AIC).

Please verify applicability with your professional board before attending. For more information on AGC credentialing opportunities, contact education@agc.org.

The Construction Industry's Premier Executive Education Program

- Identify six steps of change
- Discuss the importance of successfully managing change
- Develop and analyze a plan for change

Module 6: Construction Ethics

- Discuss the relationship between ethical behavior and success of a construction firm
- Identify core values and codes of conduct within groups and organizations
- Define components of a successful organizational culture and its impact on ethics
- Identify ethical dilemmas in construction and apply practical skills to ethical situations

Module 7: Fit to Lead

- Discuss physical well-being and its relationship to personal behavior
- Identify the relationship between fitness and quality of life
- Recognize how improving fitness improves leadership qualities

Module 8: Economic Outlook for the Construction Industry

- Discuss the current economic state of the construction industry
- Examine economic changes in construction and the effect on material costs
- Examine data sources and statistics for tracking the industry's future
- Identify future trends and danger signs for the construction industry

Module 9: Safety Management

- Discuss safety management and the importance of benchmarking
- Examine the importance of safety staffing, training, and education
- Review cost and management strategies for claims
- Identify behavioral based safety and worker accountability
- Discuss safety as it applies to a subcontractor
- Identify EMR – Experience Modification Ratio

Module 10: Reputation & Media Management

- Explain the importance of working with the media to generate positive publicity for your company
- Examine techniques for controlling a news interview to generate positive coverage
- Learn techniques to participate in a news interview with confidence
- Develop the tools for creating a company crisis communication plan

Module 11: Construction Productivity

- Identify reasons for low job site productivity
- Assess impact of low job site productivity on the project contractor, craftsperson, project owner, and designer
- Identify techniques for making the worker part of the overall project team
- Analyze models to measure, predict, and improve job site productivity
- Demonstrate ways to improve jobsite productivity via jobsite recordkeeping and reports
- Create short interval schedules and job schedules to increase field productivity

Module 12: Blending Family and Work

- Examine ways to leverage time and energy to build and enhance family relationships
- Discuss best practices for building strong family and work relationships
- Identify optimizers for creating a positive environment in the home

Quality Instruction & Networking Opportunities.

Practitioners and industry experts identify current trends and offer practical ideas for staying competitive and succeeding. Being leaders in the industry on a global and national scale, AGC's instructors equip participants with new ideas and best practices in their specialty area.

Program instructors design group exercises, case studies, in-class and evening assignments and facilitate roundtable discussions to create peer-to-peer learning experiences. This forges a valuable exchange of knowledge among the participants and offers unique networking opportunities.

With a new network of industry peers – that includes both industry recognized instructors and fellow participants – program graduates walk away with a renewed energy and confidence to positively impact their companies and the industry.

Pre-Program Information & Instructional Approach

Upon acceptance into the program, participants will receive a confirmation with detailed instructions and a case study that should be reviewed prior to arrival at the program. This case study will be used during the Strategic and Financial Management session.

Lesson topics are presented using a variety of techniques including classroom presentations, in-class exercises and case studies, clips from AGC videos, team building activities, personal assessments and other relevant instructional aids.

Participant Profile

Ideal candidates for AGC's Advanced Management Program are members of a firm's senior management team. A minimum of ten (10) years of construction experience or six (6) years of construction experience and a Bachelors degree are required for acceptance. Examples of job titles include:

- President
- Vice President
- Chief Operating Officer/Chief Executive Officer/Chief Financial Officer
- Area/Branch Manager
- Senior Project Manager
- General Superintendent

Letter of Recommendation & Application Requirements

In order for an application to be considered complete, applicants must submit the application form, provide a letter of recommendation, and payment in the form of a check.

Because AGC's Advanced Management Program is designed for top tier management a letter of recommendation from the principal or chief executive of the company must accompany the application. The letter should speak to the applicant's current job responsibilities. (Note, if the applicant is the principal or chief executive officer, then a letter of recommendation is not needed.)

All-Inclusive Tuition

The all-inclusive tuition fee includes hotel accommodations for the duration of the program, all meals at the hotel and all program materials.

Tuition | \$4,995 for AGC Members | \$6,250 for Non-Members

Hotel & Transportation

The Guest Lodge at the world-renowned Cooper Aerobics Center in Dallas, Texas offers an ideal learning environment. The Guest Lodge is located approximately 18 miles from the Dallas/Fort Worth International Airport and 9 miles from Love Field Airport.

AGC of America makes the hotel reservations for all participants, with everyone having his/her own room. This service is included in the all-inclusive tuition.

Participants are responsible for arranging and securing their own travel arrangements and ground transportation.

Cancellation & Refund Policy

If you register for this event, but later find that you cannot attend it, you may qualify for a refund of your registration fee, or find that you can at least substitute another officer or employee of your organization, depending on the circumstances. If you cancel your registration within 30 days of the event, AGC of America will provide a full refund. If you miss the preceding deadline but still cancel your registration within seven (7) days, AGC of America will retain your registration fee but permit you to substitute another officer or employee of your organization. If you miss both deadlines, AGC of America cannot, however, provide any relief.

You may cancel your registration or request via email (to meetings@agc.org), by fax (to 703-837-5403), or by regular mail (to Meetings Department, Associated General Contractors of America, 2300 Wilson Boulevard, Suite 400, Arlington, VA 22201). **Please note that the date of any cancellation or request for a substitution will be the date on which it is received.**

Schedule

Participants should plan to arrive at the Cooper Guest Lodge in the early afternoon of the first day of AGC's Advanced Management Program. Registration will begin at 2:00pm. The program will conclude at 11:00am on the last day. Attendance at all sessions is required. Due to the intense nature of the program, the presence of spouses and guests is prohibited.

Dress Code

The dress code for AGC's Advanced Management Program is business casual. However, business attire is expected for the group photograph and graduation dinner at the Park City Club on Friday evening.

Take advantage of **AGC of America's** additional construction-specific programs to sharpen your skills and earn credits while you learn.

Register today for these upcoming programs:

Build Your Project Management Skills

Take your project management skills to the next level with AGC's **Construction Project Manager Course (PMC)**. This six-day course is for seasoned project managers looking to advance their leadership abilities, discover new strategies and learn tactics for handling short and long term job responsibilities, and network with industry peers and construction professionals.

Construction Project Manager Course

February 21–26, 2010	Indianapolis, IN
April 25–30, 2010	Dallas, TX
October 2010	
December 5–10, 2010	Dallas, TX

For more information, including the CEUs awarded for these programs, go to www.agc.org/careerdevelopment or email education@agc.org.