

**THE MCGRAW-HILL**  
**CONSTRUCTION**  
**BUSINESS**  
**HANDBOOK**

ROBERT F. CUSHMAN, Esq.  
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*Second Edition*

# Construction Business Handbook

**Christopher Preece, Paul Smith, Krisen  
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## **Construction Business Handbook:**

**Construction Business Handbook** Robert Frank Cushman, 2004 New Know the ins and outs of business and legal issues facing the construction industry This comprehensive guide saves valuable research time by having all relevant information regarding business contracting and legal issues available at your fingertips Over 50 construction attorneys and professionals contribute their years of knowledge and experience on issues such as taxes insurance finance bonds contract analysis and procurement contract rights handling claims arbitration and bankruptcy **Construction Business**

**Development** Christopher Preece, Paul Smith, Krisen Moodley, 2007-03-30 Teaching the construction industry to turn clients into loyal customers **Building a Successful Construction Company** Paul Netscher, 2014-08-08 How you can make your construction company more profitable A must read before you price your next project Many construction companies fail despite the hard work and knowledge of their managers and owners Some companies even start well earning good profits building successful projects and the company grows only for it all to come crashing down often leaving a mountain of debts behind So why do construction companies fail Is it due to bad luck This book explores important aspects of managing a construction company that impact its success and profitability Obviously managers should have an understanding of running a business as well as the appropriate technical skills But it s usually more than this The chapters in this book focus on the importance of selecting the right project how to find projects tendering correctly winning the project delivering the project avoiding unnecessary costs increasing revenue financial and contractual controls managing the company the importance of good people growing the company and ensuring the company has a good reputation The chapters are set out in an easy to read format filled with practical tips which provide a step by step guide to growing profits remaining profitable and running a successful construction company **Managing the Profitable Construction Business** Thomas C. Schleifer, Kenneth T. Sullivan, John M. Murdough, 2014-02-21 Take control of your construction contracting business and manage it through the natural highs and lows of the construction market Learn from a team of construction business veterans led by Thomas C Schleifer who is commonly referred to as a construction business turnaround expert due to the number of construction companies he has rescued from financial distress His financial acumen combined with his practical hands on experience has made him a sought after private consultant His experience and no nonsense philosophy have truly given him a unique perspective Important topics covered include Understanding the primary areas of construction business failure in the next decade Minimizing business risk with real world examples Developing a positive and competent management attitude and strategy Discover how to maneuver through this complicated and risky industry by using the authors research and proven success strategies to sustain and grow your business *The McGraw-Hill Construction Business Handbook* Robert Fairchild Cushman, Robert Frank Cushman, 1978 Good No Highlights No Markup all pages are intact Slight Shelfwear may have the corners slightly dented may have slight color changes slightly damaged spine **Handbook of Construction Contracting:**

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frequently neglected by contractors who are generally more interested in the technical aspects of building work This handbook covers both financial and business management and includes guidelines on the costing of plant and equipment as well as an introduction to accounting and marketing and advice on efficient office organization The workbook contains exercises in management and skill tests The author demonstrates by the use of specific tools such as      *Construction Business Development* Christopher Preece,Paul Smith,Krisen Moodley,2007-03-30 Construction Business Development is the first book to provide an insight into business development strategies tools and techniques in construction This edited text combines academic research with the broad industrial experience of construction business development professionals and marketing consultants It uses illustrations and case studies in addressing current and future challenges and opportunities in a highly competitive business environment This practical book will help construction managers learn how to turn clients into loyal customers      **Construction Law Handbook** Thomas Telford Limited,2007 A legal reference on construction law that offers guidance for professionals and addresses the important construction law issues      **Construction Contracting** Richard H. Clough,Glenn A. Sears,S. Keoki Sears,Robert O. Segner,Jerald L. Rounds,2015-03-04 The definitive contracting reference for the construction industry updated and expanded Construction Contracting the industry s leading professional reference for five decades has been updated to reflect current practices business methods management techniques codes and regulations A cornerstone of the construction library this text presents the hard to find information essential to successfully managing a construction company applicable to building heavy civil high tech and industrial construction endeavors alike A wealth of coverage on the basics of owning a construction business provides readers with a useful checkup on the state of their company and in depth exploration of the logistics scheduling administration and legal aspects relevant to construction provide valuable guidance on important facets of the business operations This updated edition contains new coverage of modern delivery methods technology and project management The field of construction contracting comprises the entire set of skills knowledge and conceptual tools needed to successfully own or manage a construction company as well as to undertake any actual project This book gives readers complete up to date information in all of these areas with expert guidance toward best practices Learn techniques for accurate cost estimating and effective bidding Understand construction contracts surety bonds and insurance Explore project time and cost management with safety considerations Examine relevant labor law and labor relations techniques Between codes standards laws and regulations the construction industry presents many different areas with which the manager needs to be up to date on top of actually doing the day to day running of the business This book provides it all under one cover for the project side and the business side Construction Contracting is a complete working resource in the field or office      *Contractor's Guide to QuickBooks Pro 2003* Karen Mitchell,Craig Savage,Jim Erwin,2003 Easily master QuickBooks Pro 2003 and quickly learn how to generate reports to help you analyze your company s progress Includes a FREE CD ROM with preconfigured construction company files for QuickBooks Pro

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**The China Business Handbook 2006** Alain Charles Publis Staff, 2006 The China Business Handbook the essential business and travel guide The 9th edition China Business Handbook 2006 incorporating the most up to date statistics and regulations is the most informative business and travel guide to the China market yet published The China Business Handbook is designed to enable the executive to gain practical knowledge background facts and business contacts before or during a visit A total of 448 pages A5 size with over 70 colour maps and city street plans and colour photography throughout provide a comprehensive briefing on each province municipality and major city The investment climate of each region is assessed along with the top FIE s per province expatriate living taxation and company structure as well as practical visitor information

Pricing and Bidding Handbook International Labour Office, Claes-Axel Andersson, D. Miles, R. Neale, J. Ward, 1994 This work is part of a series designed to suit the specific needs of small building and public works contractors and the problems that arise from bidding for and carrying out varied and dispersed projects in a context of highly cyclical demand This handbook covers pricing and bidding to obtain new projects Too many contractors produce guesstimates Not estimates of project costs so they

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