



A SMACNA Chapter Education Program

Change Order Management

Effective Change Order Management can dramatically reduce a subcontractor's risk and increase profitability. This four-hour interactive course explores the change order process from a subcontractor's view point and provides participants with hands on training in recognizing,, scoping, pricing, and negotiating change orders. This course culminates in a mock negotiation where participants can immediately practice the skills that they have learned.

Learning Objectives:

- Learn how to identify and categorize potential change orders
- Review Contract terms and conditions that affect the change order process
- Understand how to price direct and indirect costs
- Learn how to identify and quantify impact costs
- Learn best practices for change order documentation
- Learn techniques for effective change order negotiation

Target Audience: Senior Execs, Financial Managers and Project Managers

Presented by

Stephane McShane
Maxim Consulting Group

Tuesday

March 27, 2018

8:30 am—12:30 pm

No Cost for Member Firms

Bay Area SMACNA Training Room

7677 Oakport Street, Suite 805

Oakland, CA 94621

510-635-8212

About the Instructor:



Stephane McShane, Director at Maxim Consulting Group, is responsible for the evaluation and implementation processes with our clients. Stephane works with construction related firms of all sizes to evaluate business practices and assist with management challenges.

With a large depth of experience working in the construction industry, Stephane is keenly aware of the business and, most specifically, operational challenges firms' face. Her areas of expertise include: Leadership development, organizational assessments, strategic planning, project execution, business development, productivity improvement, and training programs. Mrs. McShane is an extremely motivational and inspirational speaker, mentor, and teacher. Her ability to create confidence and desire among your work groups is extremely effective.

Stephane possesses the rare combination of talent from being in the field as an apprentice, electrician, foreman, then working her way through each operational chair within a successful electrical construction firm. Her ability and drive defined her to be "best in class" at each position held. This is what makes her so effective at operational and organizational assessments today. There isn't a position operationally that she hasn't successfully conquered from being an estimating trainee through executive management. She has led her teams to become the undisputed leaders in their markets.

Register via e-mail to mpetrich@bayareasmacna.org or fax to 510-635-0320

Name _____ Company _____

Phone _____ E-Mail _____

Attendee Names _____

_____ Total # Attendees _____