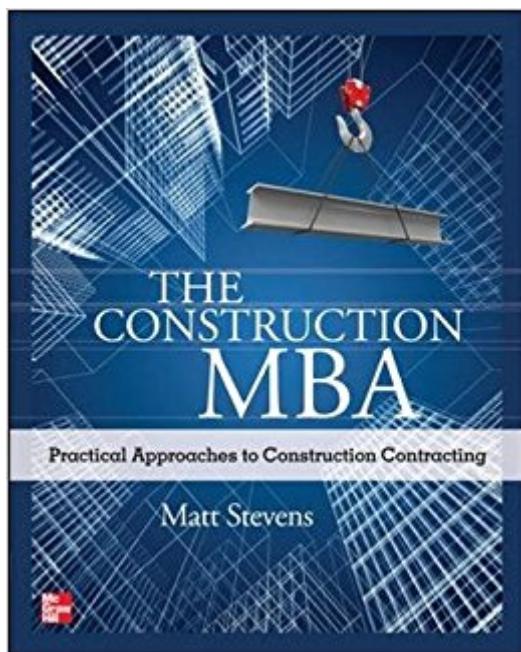


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# The Construction MBA: Practical Approaches To Construction Contracting



## **Synopsis**

Proven business strategies for operating a profitable and efficient construction firm Written by a successful management researcher, advisor, and educator to construction contractors, The Construction MBA reveals effective operating practices for managing the multiple processes that must work simultaneously to make a construction firm consistently profitable. The methods in the book apply to both general and specialty contracting firms and describe how to grow both the top line and bottom line. This strategic resource explains how to integrate metrics into your business model that allow you to identify and react to critical trends. You'll learn ways to gain the competitive edge by adopting superior processes, speeding up your business cycle, and maximizing client satisfaction. Tips for positioning your firm on the "sweet spot" of the risk-reward curve are also included. Realworld case studies demonstrate the concepts presented in this practical guide. In addition, eight legendary management books are reviewed and their lessons are applied to the construction contracting business. The Construction MBA covers:

- The new business model
- Corporate objectives and strategies
- Work acquisition
- Operations management
- Human resources
- Financial management
- Technology
- Good operating practices

## **Book Information**

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## **Customer Reviews**

Matt Stevens is president of Stevens Construction Institute, Inc., management advisors to construction contractors. With more than 30 years' experience as a general and specialty

contractor, he has been working with contracts as a management advisor since 1994. Matt also worked as a management consultant with FMI Corporation from 1997-2002. He earned an undergraduate degree in Construction Management from University of Louisiana-Monroe and an MBA from Rollins College, Winter Park, Florida. Matt is the author of Managing a Construction Firm on 24-Hours a Day (McGraw-Hill Professional, 2006).

A must have for any project manager library

I purchased this book along with another construction book. The other book has 1024 pages which led to a delay in reading The Construction MBA. My initial thoughts on the content are very positive, and I very much look forward to completing the material. On the down side, three of the first twenty pages have become unattached from the binding. I cannot tell whether the glue has failed or was so sparsely applied that the pages came loose. I contacted , who thankfully agreed to a replacement due to the length of the other book purchased. The replacement arrived today. It is in worse shape than the first book. The cover is curled and appears to have absorbed moisture, and the whole thing smells of fabric softener. I can only assume it was previously owned. I am a huge fan of Prime, and I don't think this experience measures up to Prime expectations.

Contains some interesting facts and best practices for use in the industry. Better readability because of the written style. Recommend to current managers and starters.

Arrived as stated.

Great book.

Another good read, lots of useful info. I'm in the process of obtaining my contractors license and enjoy reading books of this nature in my free time. Packaged well and arrived on time as usual

This book has been a pleasure to read. Full of long sought after insight into construction processes.

excellent book and came on time

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