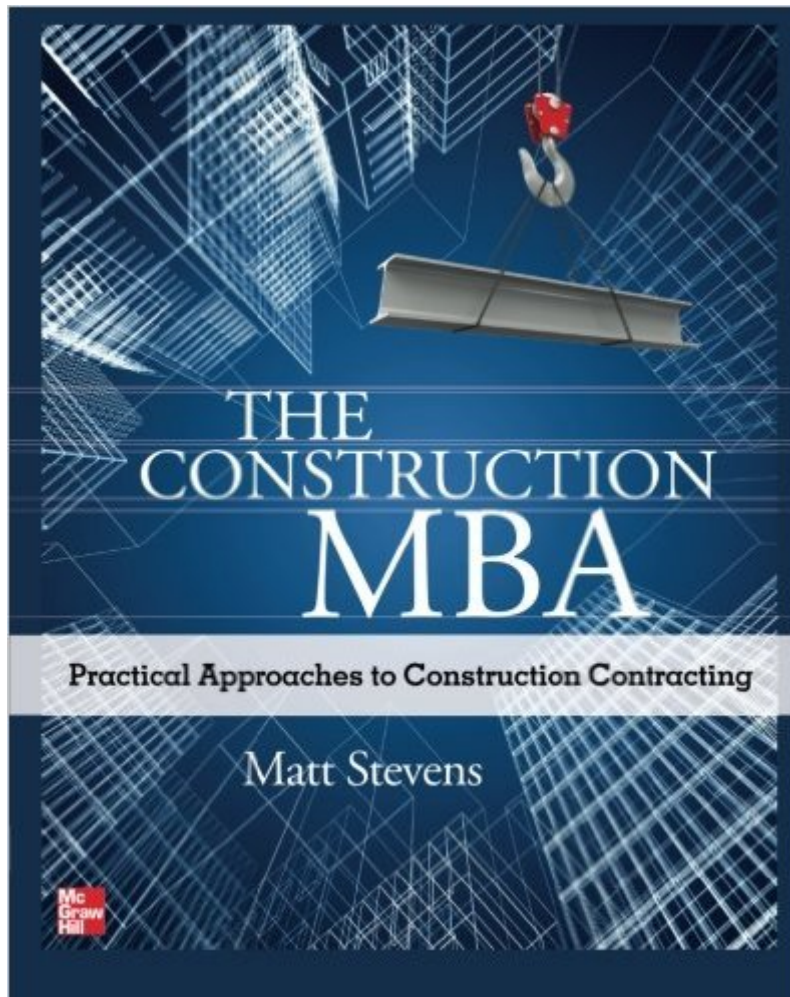


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# The Construction MBA: Practical Approaches To Construction Contracting



## 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

I have been reading Matt's blog for years and was excited for this second book to come out. It did not disappoint. The book is comprehensive and takes you through all aspects of running a

construction company including work acquisition, operations management, human resources and financial management. The format of short essays makes the book easy to get through the first time and to refer back to later. We manage a 225 person in house construction group for a federal agency. This book has helped shape our strategic planning and work execution. My favorite sections were the first chapter on the changing construction business model and the technology investment ROI checklist.

In his second book, *The Construction MBA*, Matt Stevens provides another invaluable tool to those who manage a construction business, be it a small specialty contractor or a large general contractor. Combining his in-depth experience in the construction industry with a passion for its business aspects, Matt describes practical guidelines for all major aspects of managing a construction business, from work acquisition to operations to financial management. Throughout the book, Matt recognizes the uniqueness of the construction business, as well as the challenges and rewards to those who choose to pursue a career in it. With an abundance of examples and a great deal of clarity, the book emphasizes the use of quantitative methods, where possible. In this "low margin/high risk" business, where too often decisions are made based on "gut-feel", this approach is both refreshing and necessary, especially in economically challenging times. Most of construction contractors' staff are trained as engineers and acquire their business acumen "on-the-go" as they develop their career in the construction industry. For those with less experience, this book will fill that hiatus in their educational background. Then, for the more seasoned individuals, it is an opportunity to gain new insights and augment existing knowledge. In any case, "The Construction MBA" is a "must-read" for all of those who enjoy being a construction contractor and are determined not just to survive, but to thrive.

I am a construction professional (16-year PM and 5-year construction attorney), but I wanted to better understand the precise application of professional business methods and procedures to the construction industry. General MBA books cover topics, such as strategy, operations, finance, risk, economics, and accounting, which are MBA course topics. However, these general MBA books are largely focused on standard production operations - as opposed to construction. I hoped this book would bridge the gap, specifically applying these business topics to construction, but I was disappointed. This book contains some useful information in the finance section, but most of the book is anecdotal (e.g. "this is how it should be as I see it"), self-referential (e.g. much of the "studies" are informal and from the author), and references other books (e.g. instead of covering a

relevant topic, the author refers you to another one of his books). Unless you are clueless about the construction industry, which I presume you are not because this an advanced set of topics, then I would avoid this book. Instead, buy a good construction business book and a general MBA book, such as The Ten Day MBA, applying MBA topics to construction yourself. I hope this helps.

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.

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

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