



PART 1 – INTRODUCTION TO CONSTRUCTION PARTNERING

“Partnering for Success”

WORKSHOP DESCRIPTION

This **“Introduction to Construction Partnering”** workshop will introduce participants to the Construction Partnering concept. Construction Partnering is a commitment between the owner, consulting engineer and/or architect, general contractors, sub-contractors and trades to improve communication and avoid disputes by working together toward common goals and objectives.

Partnering applications include improving project delivery, design stage partnering, strategic alliance partnering, specific issue resolution partnering, strengthening client relationships, and learning lessons from completed projects.

In a highly participative environment, workshop participants will learn about construction partnering, and how to apply the philosophies, tools and processes in their own businesses and construction projects. There will be a specific focus on processes and tools to improve construction project delivery.

Construction Partnering builds goodwill and trust, encourages open communication, and helps the parties eliminate surprises and adversarial relationships. It enables the parties to anticipate and resolve problems on a proactive basis, and avoid or minimize disputes through informal conflict management procedures. Partnering is often referred to as “dispute prevention”.

Partnering *is*:

- Working TOGETHER instead of against each other
- A PROCESS for relationship building
- A PHILOSOPHY of teamwork and understanding the other parties' needs
- A COMMITMENT to cooperate and communicate
- An ATTITUDE of goodwill and trust
- SHARING RISKS with a “win-win-win” attitude

Partnering *isn't*:

- Relaxing contract terms
- Circumventing the processes
- Expecting extra work for free
- An excuse for poor performance
- A cure-all
- Easy to achieve!

BENEFITS OF CONSTRUCTION PARTNERING

The Construction Industry Institute (CII) researched nearly 300 projects that were completed using the partnering approach and found significant benefits:

- Total project costs were reduced by 10 per cent.
- Profitability increased by 25 per cent.
- Overall project completion time was reduced by 20 per cent.
- Schedule changes were reduced by 48 per cent.
- The number of claims was reduced by 83 per cent.
- Lost-time accidents were 1/83rd of industry standard.
- Change orders were reduced by 80 per cent.
- Job satisfaction increased by 30 per cent.

OBJECTIVES OF WORKSHOP

The workshop will provide an overview of the many different applications of construction related partnering. Participants will then learn specific partnering processes and tools to apply on their own projects to improve construction project delivery and gain the proven benefits of partnering.

Note: This workshop focuses on **partnering on a specific project**, and **not on strategic alliances** to construct multiple projects.

WHO SHOULD ATTEND

Company owners, construction managers, superintendents, foremen, designers, architects, engineers, general contractors, inspectors, trades contractors, and other senior level decision makers who have responsibility for the safe, timely and profitable delivery of all types of major construction projects including major residential, municipal, civil, industrial, and commercial construction projects.

See Certificate of Accreditation on next page...

TYPICAL WORKSHOP OUTLINE

Instructor: Allan Lowe, MBA, B.Comm., C.E.T.

- 8:00 Welcome and opening remarks**
Partnering overview – a cooperative approach to contracting
Introductions
Origins and history of partnering
Partnering applications
- 9:00 Improving Project Delivery:**
Who to involve in partnering
Evaluating potential risks in project delivery
Setting project vision
Identifying project goals
- 10:00 Refreshments and networking**
- 10:15 Key Partnering Techniques and Practices**
Lines of communication between parties
Organizational concerns about project
Identifying project challenges
Structured problem solving
Issue resolution ladders
The partnering charter
Partnering monitoring and follow-up
When to use external partnering professionals
- Noon Working Lunch**
- 1:30 Discussion forum – Questions and Answers**
- 2:00 Concluding remarks and Final Adjournment**

Participants will receive a certificate recognizing their successful completion of the workshop.

Note: Part 1 – Introduction to Construction Partnering is a pre-requisite to Part 2 – How to Make Partnering Work in the Field.



To learn more about Construction Partnering, contact Allan Lowe.



ABOUT ALLAN LOWE & ASSOCIATES INC.

Allan Lowe & Associates is committed to providing construction owners, architects, engineers and contractors of major construction projects with Construction Partnering information, tools, processes, expertise, and training to improve their projects and their project teams' effectiveness and enjoyment of working on these projects.

Allan Lowe, President of Allan Lowe & Associates, offers his clients a broad experiential background including management consultant, senior executive and C.E.O., engineering technologist, construction project supervisor and manager, and construction small business owner.

Allan is a respected professional throughout Canada. He holds a Master of Business Administration degree, a Bachelor of Commerce degree, and is a Certified Engineering Technologist.

In addition to Construction Partnering and Project Scorecards™, Allan Lowe & Associates services include True Colors® Personality Assessment Teambuilding, and *The Power Of Construction Partnering* speaking and training.

Allan Lowe & Associates Inc.
3 Kildeer Court
Ph. 780-984-6676

St. Albert, Alberta, Canada
www.allanlowe.com

T8N 6V3
allan@allanlowe.com



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CONSTRUCTION
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