

Webinar on

Contractors: When to Say No to Owners

Learning Objectives

Introduction on the agreement between an owner and a contractor: Roles and responsibilities

Why contractors sometimes say yes when they need to say no?

Situations when a contractor must say no to the owner:

- a. Unrealistic expectations*
- b. Too risky*
- c. Unprofitable*
- d. Illegal*
- e. Unethical*
- f. Against your long term goals*
- g. Doesn't make good educated/ professional common sense*

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Situations when the designer must say no to the owner

Situations when an owner must say no to the designer or contractor

General tips to the contractor and owner



There is no need to have a crisis management plan until you need one, and if you do not have one when you need it you and your company will be unprepared to address a crisis and as a result, will have a serious problem.

PRESENTED BY:

*Construction project management professional, professor, consultant, author, public speaker, and trainer
Ph.D. in civil engineering from Clemson University, USA, specialized in Construction Project Management*

On-Demand Webinar

Duration : 90 Minutes

Price: \$200

Webinar Description

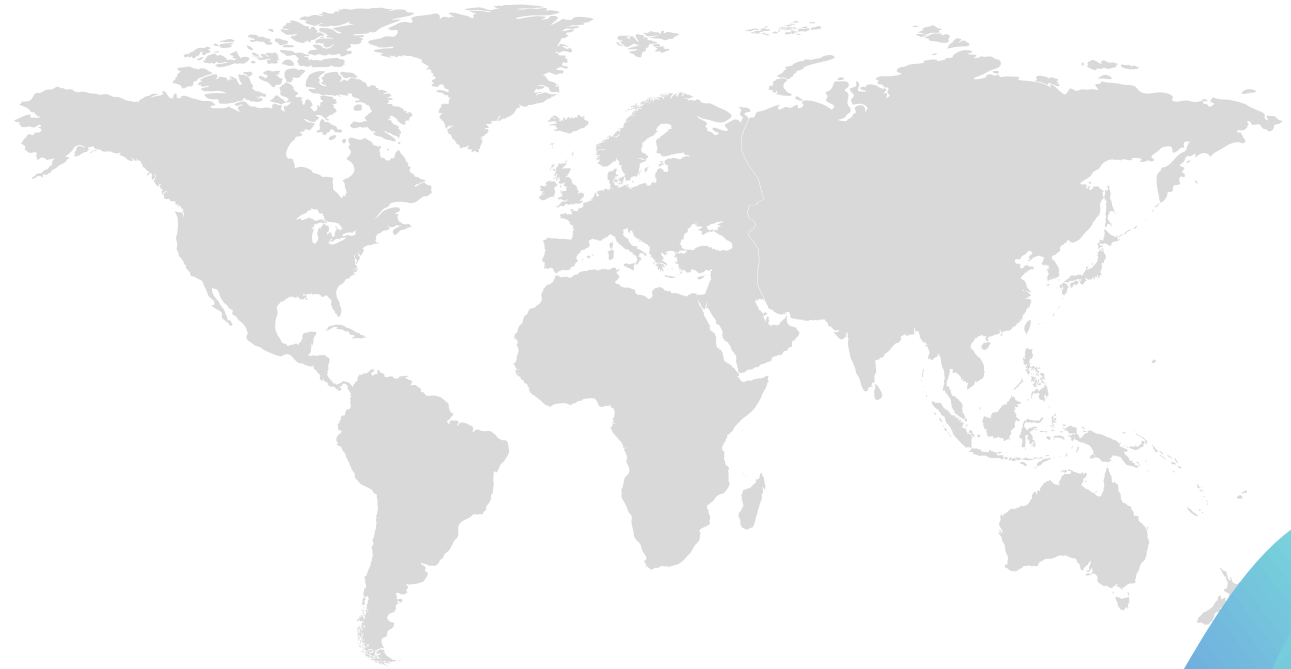
This webinar covers situations when the contractor is pressured or tempted to accept terms that are unfair, unrealistic, or dangerous. Each situation/scenario is discussed and analyzed in order to allow the contractor to make the right decision. Every decision has consequences; good or bad, but the decision needs to be based on accurate information as well as good logical thinking. This seminar helps the contractor avoid such situations when the decision is inappropriately taken through examples and practical scenarios. It also helps the owners avoid such practices because the last thing an owner wants is to work with a disgruntled contractor. Most of the arguments apply to the designer and owner: Know when to say no.

Contractors are sometimes get pressured by owners to accept unfair or unrealistic terms. It may also come from the contractor's greed or attitude to satisfy the owner. In all cases, the contractor needs to be more careful in responding to the owner before agreeing on any deal or demand. Failing to do so may have negative consequences on the contractor and the project.



Who Should Attend ?

Everyone, especially contractors, subcontractors, and owners. Also, architects, engineers (of all disciplines), project managers, project management team members, attorneys/lawyers



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