



# Construction Contracting: A Practical Guide to Company Management , 7th Edition

By S. Keoki Sears, Glenn A. Sears, Richard H. Clough

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Construction Contracting remains a bestseller in the construction industry forty years after its first publication. A cornerstone of the construction professional's library, this text presents the hard-to-find information essential to successfully managing a construction business, and applies to building, heavy civil, high-tech, and industrial construction endeavors alike.

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- \* Contemporary contracting methods such as design/build and best value/competitive negotiation
- \* Computer assisted estimating, project accounting, scheduling, and document control
- \* Emerging technologies such as Geographic Information Systems (GIS)
- \* Critical updates to standard construction contracts, including the American Institute of Architects (AIA), the Construction Management Association of America (CMAA), the Associated General Contractors of America (AGC), and the Design Build Institute of America (DBIA)

Construction Contracting also features expanded coverage of such basics as business ownership and company organization, cost estimating, bidding procedures and strategies, project time and cost management, labor relations, and project safety.

This edition incorporates many special features, including new and updated contracting forms, the latest Construction Industry Arbitration Rules, a companion Web site, and a CD-ROM containing a complete library of forms from the AIA, AGC, and Engineers Joint Contract Documents Committee.

Construction Contracting, Seventh Edition is a complete working resource for the

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## **Editorial Review**

### **From the Inside Flap**

Construction Contracting The most consulted reference in the industry, Construction Contracting has through successive editions been considered the guide to finding out how to successfully manage and run a construction contracting business. Not simply a working blueprint of operational specifics, Construction Contracting is a comprehensive professional's handbook that unites business insight with practical reality, organizational expertise with job-specific nuts-and-bolts. Fully revised for the '90s, the new sixth edition of Construction Contracting is an arsenal of some of the most useful construction practice techniques and technological tools available to a manager today. Not only does the book describe new ways of executing contracts including Total Quality Management and partnering, it describes exactly why the computer has become indispensable to a company's day-to-day operations. The new Sixth Edition also features expanded coverage of such fundamentals as cost estimating, bidding, contracts, and contract bonds as well as the latest developments in insurance, labor law, and labor relations. The book also sheds light on some effective new business methods as well as unique inside tips on successfully managing project time and project cost. The book addresses issues relevant to architects, engineers, managers, and employees alike. The book features an in-depth look at establishing project safety, a broad overview of the construction industry today, as well as a clear look at the dynamics and machinery of the modern construction organization. Complete with many ready-to-use forms, including the latest from the AIA, CSI, AGC, and AAA, the newest edition is an invaluable resource containing the essential business documents, such as ownership agreements, construction specifications, construction contract conditions, and a bid form/unit price contract. An all-in-one information toolkit for today's construction manager, Construction Contracting, Sixth Edition offers the essential equipment for building an efficient, profitable, and flourishing construction enterprise.

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#### **About the Author**

RICHARD H. CLOUGH, deceased, was the Dean of the College of Engineering, University of New Mexico. He was a Fellow of the American Society of Civil Engineers and has long been considered one of the leading American educators in construction engineering and management.

GLENN A. SEARS is an active consultant in construction technology and management. He is Emeritus Professor of Civil Engineering, University of New Mexico.

S. KEOKI SEARS is a Project Manager and owner of Project Catalyst Corporation, based in Durango, Colorado. He has extensive experience managing large heavy civil and high-tech construction projects worldwide.

## **Users Review**

### **From reader reviews:**

#### **Melanie Tuck:**

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