

# MCAA Institute for Project Management

## *For More Profitable Projects*

**F**ounded by the Mechanical Contractors Association of America, the Institute for Project Management (IPM) provides your project managers with intensive, in-depth training in the fundamentals of project management and the essentials of managing for profit. MCAA founded the institute in 1987. It is one of the longest running and most successful association project management schools in the nation.

### **Real Experience With Real Professionals**

Project managers value the lessons they learn by doing from other professionals at the IPM. In addition to 80 hours of classroom instruction, the course uses out-of-class exercises. Participants work interactively in small groups to scrutinize and evaluate problems from an authentic case study. Students are taught early warning signs of problems and prevention strategies. The IPM presents your project managers and other management team members with systematic strategies for more profitable projects. Coursework covers every phase and aspect of a project, from pre-construction planning and administration, safety management, productivity improvement, and project schedule management, to communication and negotiation skills.

### **A Quick Payback For Companies**

Company principals and owners benefit from the direct and immediate payback the course provides. We strongly recommend that you and your project managers decide on their personal goals prior to the beginning of the course. Goals could include learning procedures for improving cost control and the on time completion of jobs or recognizing

when change orders are needed to protect profitability. In fact, many companies find that the money made or saved by the proper handling of a single change order is all it takes to recover their investment in the course. The bottom line is...there are many ways that this course can help make your company more profitable.

### **All Will Benefit**

Beginner or veteran; small, medium or large company professionals; project managers, estimators or senior managers; all will sharpen and expand their skills at the IPM. How? Each student participates in multidisciplinary coursework with people of diverse experience, returning with skills and knowledge ready to be focused on your company's projects. Use the IPM as a means to teach the same system to each of your project managers, for consistently positive results.

### **The Ideal Learning Environment**

Each session of the IPM is held at the University of Texas at Austin, with housing at the university's state-of-the-art conference center. Modern classrooms, efficient meeting facilities and comfortable lodging provide participants with the ideal learning environment.

*Continued...*

**“Every dollar we spend on training our project managers at IPM is realized over and over again.”**  
*Kathy Crosby, Consultant and Former Vice President—Harding Mechanical, Inc.*



### Your Balanced Instruction Team

IPM brings you the finest instructors and facilitators: leading mechanical contractors from around the U.S., dynamic members of the University of Texas at Austin's prestigious College of Engineering, and on-site program management by MCAA's Project Management Education Committee and IPM Director John Koontz. This strategically balanced team provides expertise on the day-to-day aspects of project management as well as the most advanced concepts in management and technology.

### Easy On Your Projects

The Institute for Project Management offers several courses each year. Each course is conducted in two,

“There are way too many critical project management training topics for us to cover all of them effectively in house. The IPM does an exceptional job of filling this void for us.”

*Michael Mack, Executive Vice President  
John J. Kirlin, Inc.*

one-week sessions held several months apart to make the course easy on your project schedules.

## Managing for Profit Course Curriculum

### Week One

- The Mechanical Project Manager
- Interpersonal Skills of the Project Team
- Negotiating Skills for Project Managers
- Job Cost Control
- Productivity Improvement
- Scheduling Mechanical Projects (Part 1)
- Safety Management
- Project Planning—Best Practices
- Prefabrication Management

### Week Two

- Claims Avoidance
- MCAA *Project Managers Manual* and Other MCAA Resources
- Change Orders
- Contracts/Contract Law
- Crisis at the Job Site Case Study
- Change Order Negotiations Workshop
- Change Order Negotiations with Owners
- Scheduling Mechanical Projects (Part 2)
- Crisis at the Job Site (Case Study)



**Mechanical Contractors Association of America, Inc.**  
1385 Piccard Drive • Rockville, MD 20850-4340  
800-556-3653 • Fax 301-990-9690 • [www.mcaa.org/IPM](http://www.mcaa.org/IPM)

### How To Register

Contact MCAA's Institute for Project Management:  
[www.mcaa.org/ipm](http://www.mcaa.org/ipm)  
Phone: 800-556-3653  
Fax: 301-990-9690