

Other Courses on Management Topics – continued

Management and Leadership Online Course Set

This online course package includes three on-demand online courses on Management and Leadership topics at a discounted rate of 25% off! This set includes:

- Financial Management for the Professional Engineer
- Leadership Development
- Perfect Your Negotiating Skills: Increase Your Profitability

2.9 CEUs, \$1,195 M/\$1,420 NM

#ML10

Project Management

Developed by engineers for engineers, this online course covers all aspects of project management including: client relations; contracts and procurement, planning; scheduling; budgeting; accounting and finance; quality and monitoring; and administration.

35 hours, 35 PDHs, \$979 M/\$1,079 NM

#W56

New On-Demand Archived Webinars

- Recorded from ASCE's very popular live webinars, archived webinars are perfect for you or your firm.
- 24/7 Online Access for 30 days
- Purchasing options include Organization or Individual usage.
- Earn CEUs based on course length.
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Helpful Information:

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Online Courses: All course materials will be accessed online. Your log-in and password will be e-mailed to you within 24 hours of your purchase. No course material will be shipped. Online courses are for individual use only.

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Product Code	Title	Price

Ind./Org. Price: If purchased at the individual price, the course may be used solely by the individual for educational purposes. It may not be duplicated, sold or rented to others

SHIPPING: \$ _____

TOTAL: \$ _____

Payment:

Please note:
 Fee must be paid in advance or guaranteed with purchase order.

Add \$6.95 for shipping the first item, \$2.50 for each additional item*.
 *additional cost outside the USA and for overnight delivery

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Distance Learning Programs From ASCE

Construction/Development Engineering and Management Topics:

- Construction Administration for Engineers
- Construction Contract Management
- Design-Build Contracting -New!
- Perfect Your Negotiating Skills: Increase Your Profitability

Purchase the three-course set and save 25%

Also included:

- Other Courses on Construction and Management Topics from ASCE

Earn PDHs/CEUs for P.E. License Renewal

Experience the anytime, anywhere advantages of Online and Distance Learning courses.



This is an ASCE Continuing Education Course. NOT JUNK MAIL. If you don't need CEU's pass this on to someone who does.



Construction Management Online Course Set

Construction Administration for Engineers

This course is aimed at not only resident project representatives on construction projects, but also project managers, contract administrators, architects, engineers, owners, and supervisory and field management personnel. The focus is on the resident project representative and his interaction with all these parties and the problems they encounter and must resolve. The course analyzes the construction process to include project delivery systems, documentation, responsibilities, authorities, specifications, preconstruction operations, scheduling, construction operations, risk allocation, and information technology. You will learn procedures and contract specification language that help minimize disputes and avoid claims. 13 hours, **1.3 CEUs, \$699 M/\$799 NM** #CA09

Construction Contract Management

This course provides practical and legal coverage of all aspects of the construction contract from the time of bidding to termination and post-termination. This course is aimed at resident project representatives, as well as project managers, contract administrators, architects, developers, bankers, engineers, owners, and supervisory and field management personnel. You will walk through a step by step analysis of the contract to better understand your role and obligations in the process and properly coordinate your work as project team members and avoid disputes and claims. **11 hours, 1.1 CEUs, \$599 M/\$699 NM** #CM09

Perfect Your Negotiating Skills: Increase Your Profitability

Most of the skills, techniques, and strategies needed to be an effective negotiator depend heavily on an understanding of the behavior sciences, in which engineers typically have little or no education or training. In order to deal with this common deficiency, this online course is designed to assist consulting engineers and those who hire consulting engineers to understand and practice the key elements of an effective negotiating process. This approach will evolve from the basics of conflict management, to appropriate planning steps, developing the necessary strategies and tactics, defending against trick plays and traps by the other party, learning and role playing, and how to communicate during a negotiation. **10 hours, 1.0 CEUs, \$549 M/\$649 NM** #NS08

Construction Management Online Course Set

Purchase the three-course set and save 25%!

3.4 CEUs total

Fee for the three-course set:

\$1,385 Member / \$1,610 Non-Member

Product Code: #CM10

Additional ASCE Courses on Construction Topics

Concrete Basics: Commercial Slab on Grade

This DVD course examines the construction of high quality slabs on grade from the viewpoints of the contractor and engineer. Various methods of preventing and limiting cracking are examined in depth. **3 hours, 0.3 CEUs, \$150 Ind/\$459 Org** #M14

Concrete Basics: Residential Slab on Grade

This course covers the single most common structural element used in the building industry today. The course examines the construction of high quality residential slabs on grade from the viewpoints of the contractor and engineer. Videotape and computer modeling are used extensively as an elaborate residential driveway is planned, modeled, constructed and finished. Planning is covered in detail. Various methods of preventing and limiting cracking are also examined. **3 hours, 0.3 CEUs, \$150 Ind/\$429 Org** #7V99P

Design-Build Contracting - *New!*

The Design-Build (DB) method of contracting has been increasing steadily. This online course will help you understand the dynamics of the DB process and will impart the technical and management skills you will need to obtain time and cost savings by properly implementing a DB program. You will learn how to: select projects that will benefit from DB delivery; optimize the balance between performance specified requirements and method specified requirements; avoid costly and time-consuming errors due to poorly written RFPs; develop the skill of proposal evaluation planning; and understand the complex relationships between design and construction on a fast-track project. 10 hours. **1.0 CEUs, \$549 M /\$649 NM** #DBC11

Legal Issues for Construction

The law makes its way into nearly every aspect of construction. Those involved in construction must learn to live with the applicable laws to avoid complex and expensive construction disputes. Planning, management and documentation can best avoid these disputes. This course will instruct you in the law's realistic application to your construction operations for both public and private projects. It shows you, in practical terms, the factors that must be considered at every state of the construction process. 3 hours. **3 hours, 0.3 CEUs. \$150 Ind/\$369 Org** #W10



Fundamentals of Sustainable Engineering - *New!*

ASCE's groundbreaking new course on the Fundamentals of Sustainable Engineering will give you a framework for strategic design and implementation of sustainability. It will cover critical issues associated with the Triple Bottom Line approach to sustainable infrastructure development, which calls for the support of economic growth, social progress and environmental stewardship on all projects. Through photographs, diagrams, videos and discussions you will gain the body of knowledge required to design and deliver sustainable infrastructure projects. The course will also cover problems and issues associated with sustainable development, as well as the misperceptions. You will learn techniques for life cycle cost and benefit assessments, probabilistic and sensitivity analyses, benefit-to-cost ratios and comparing incommensurate benefits and costs. Case studies and examples are used throughout the course to highlight the concepts and incorporation of the Triple Bottom Line in real-world projects. **15 hours, 1.5 CEUs. \$695 M/\$795 NM** #FSE11

Additional ASCE Courses on Management Topics

Accounting for the Non-Accountant

This online course is intended for engineers, project managers, firm managers and other staff that have minimal accounting experience yet need to understand basic accounting principles for their present position and/or to advance in their career. The course will provide you with the tools and background that you will need to better assess the quality of accounting numbers and to minimize accounting risk. The course introduces financial accounting and analysis, then focuses on Generally Accepted Accounting Principles and how they impact financial statement analysis. **12 hours, 12.0 PDHs, \$390 M/\$490 NM** #AC10

Ethics for Engineers

This course discusses the importance of, and issues inherent in, ethics for engineers. It is important for the engineer to develop ethics early in his or her career and apply ethical considerations as constantly as technical considerations. This course will emphasize the importance of developing a code of ethics, give the engineer a framework for developing such a code, and analyze the difficult ethical/technical issues that often accompany major engineering projects, particularly those that involve other cultures or political systems. **3 hours, 3.0 PDHs, \$169 M/\$269 NM** #X98

Financial Management for the Professional Engineer

Learning to evaluate financial performance through interpretation of income statements, balance sheets, cash flow statements, and project reports is critical to your personal success as well as the success of a business. This course teaches the design professional how to read and interpret the income statement, including such components as gross revenue, net revenue, direct and reimbursable expenses, indirect expenses, net profit before taxes, depreciation, gross profit and net profit after taxes. It examines the primary benchmarks of performance: multiplier, utilization rate, direct personal expense ratio, and overhead. In addition, the course examines the balance sheet components of assets (current, fixed and other), liabilities (current and long-term loans), and stakeholder equity. **10 hours, 1.0 CEUs, \$549 M/\$649 NM** #FM09

Leadership Development

As we advance into the 21st century, the engineering manager must not only be technically competent but must possess the leadership skills to move an organization forward and to advance in his/her career. This course will help you develop or expand your leadership skills. You will learn how to: successfully lead an organization or a department; understand yourself and your staff including generational differences; apply a leadership style which is appropriate to the situation; apply systematic decision-making processes while considering the critical role of intuition; lead change while maintaining motivation; apply the "art" of leadership or the "discipline" of management; effectively communicate and provide feedback considering the differences in the way men and women communicate; and form and lead effective teams. The course also includes one hour of ethics training. **9 hours, 0.9 CEUs, \$495 M / \$595 NM** #B44

Presentation Skills for Engineers and Technical Professionals

A unique skill-building course to help you prepare and deliver clearer, more persuasive presentations to clients, sales prospects, and internal audiences. This course will help you become a stronger, more confident presenter and how to present technical content to non-technical audiences in a compelling way. It will show you how to overcome your fear of presenting and public speaking, become a better communicator, and develop a strong and interesting speaking voice. The course involves a three-step process for handling questions from the audience and how to differentiate between effective and ineffective use of presentation visuals. **4 hours, 0.4 CEUs. \$200 Ind/\$636 Org** #7V05N