

Prepared by the Department of Natural Sciences & Applied Technology
Date of Departmental Approval: October 4, 2010
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Effective: Fall 2011

1. **Course Number:** CON110
Course Title: Construction Technology
2. **Description:** This course gives the student a working knowledge of the operation of small commercial and residential construction firms. The objective is to prepare the student to assume greater responsibility in his or her present firm or to start a firm of their own. Topics covered include record keeping, firm management principles, estimating, bidding, and subcontractor relations.
3. **Student Learning Outcomes (instructional objectives, intellectual skills):**
Upon successful completion of this course, students are able to do the following:
 - Create strategies for managing a company accounting system.
 - Promote a construction company using marketing strategies.
 - Discuss management strategies.
 - Analyze and draft contracts
 - Prepare job estimates
 - Prepare a job bid.
 - Define risk and develop strategies to manage risk.
 - Develop work schedules
 - Create strategies for delegating work to employees
 - Identify strategies for managing subcontractor and vendor relationships
 - Prepare a basic business plan.
 - Create strategies to foster relationships with customers.
4. **Credits:** 3 credits
5. **Satisfies General Education Requirement:** No
6. **Prerequisite:** None
7. **Semester(s) Offered:** Fall, Summer
8. **Suggested General Guidelines for Evaluation:** Letter grades will be assigned on the basis of quality of class work, participation in online exercises, midterm and final exams, journal article critiques, and a final paper.
9. **General Topical Outline (Optional):**
 - A. Introduction to Construction as a career
 - B. Customer relationships and service
 - C. Personnel and subcontractors
 - D. Estimating
 - E. Bidding
 - F. Contracts
 - G. Administration and accounting
 - H. Scheduling
 - I. Marketing
 - J. Risk management
 - K. Delegation of work
 - L. Business planning
 - M. Vendors
 - N. Project management