



Industry Focus. Powerful Results.™

Project Manager Academy

For program dates and registration information, visit us at

www.fminet.com/PMA



THE CONSTRUCTION INDUSTRY'S MOST VALUABLE DEVELOPMENT PROGRAM FOR PROJECT MANAGERS

About the Program

The basic techniques for managing projects — scheduling, budgeting and cost tracking — are well-known and available from many sources. But to join the ranks of “Best in Class,” your project staff must learn to think and act like business owners with their own money and success at stake.

FMI's Project Manager Academy is built around four core themes:

- Profitable customer relationship development
- Powerful, integrated project teams
- Financial control of projects
- Planning projects for profits and customer satisfaction

During this high-level, immersion experience, project managers and staff examine themselves, their organizations and their processes, learning how to transform themselves from talented builders into true construction entrepreneurs.

Who Should Attend?

Anyone interested in developing exceptional project delivery capabilities:

- Project executives
- Project managers
- Project engineers
- Vice presidents
- Estimators
- Architects
- Engineers

Companies often find great benefit in having several team members experience Project Manager Academy at the same time, because it provides accountability and helps the principles multiply throughout the organization.

“As project managers, we have been subjected to the information covered. But without the ‘why’ of the follow-through learned at PMA, we do not fully know what we are trying to achieve. It is such a huge eye-opener.”

— **Jesse James Duke**
Director of Operations
Veteran's Range Solutions

Benefits

The greatest distinction between project managers and entrepreneurs is how much personal stake the individual has in a project's success. While both are self-directed to coordinate talents and resources in order to provide profitable customer service, entrepreneurs consider a project success, a personal success and a project failure, a personal failure. In short, entrepreneurs have a compelling sense of ownership in their work.

Attitude of personal ownership toward a project sets a higher standard for performance.

Four days of tough, no-nonsense, total immersion into the business of construction will fast-forward all attendees' knowledge, decision-making skills and leadership abilities so they leave the PMA thinking and acting like construction entrepreneurs for every project.

Why FMI?

For over 65 years, FMI has served the engineering and construction infrastructure and the built environment as a trusted advisor. FMI's Project Manager Academy instructors are committed to bringing their talents, energy and passion together to develop world-class project delivery experts in the construction industry. The faculty includes senior-level FMI staff who possess both project and financial management knowledge and experience. In addition to coaching at the Project Manager Academy, the instructors are highly respected consultants, authors and thought leaders in the construction industry around the world.

“The tools provided will have an invaluable impact on your life, in your career and with your personal relationships if you apply them.”

— **Lamont Dunbar**
Project Manager
Webber, LLC

“This was an excellent, invaluable training program (even for seasoned PMs). FMI has excellent training lessons for all levels.”

— **Lindsay Howard**
Project Manager
Commercial Roofers, Inc.

AGENDA

DAY 1

8:00 a.m. – 6:00 p.m.

DAY 2

8:00 a.m. – 7:30 p.m.

DAY 3

8:00 a.m. – 7:00 p.m.

DAY 4

8:00 a.m. – 3:00 p.m.

Management and Leadership

- Define a “good” project manager
- Differentiate between leadership and management
- Identify the keys to leading well
- Distinguish between team motivation and performance

Project Planning and Start-up

- Identify what is needed to create and complete an end-to-end project delivery plan
- Organize for optimal communication
- Document the project plan effectively
- Generate positive project momentum
- Identify key project issues, strategies, methods and milestones
- Initiate team communication, cooperation and collaboration

Personal Feedback

- Recognize the importance of feedback
- Describe the ways organizational culture impacts feedback
- Use ProScan and 360° feedback to adjust strategies

Customer-Focused Construction

- Explain the value of the customer to the individual, project and company
- Use tools and strategies to develop a customer-focused strategy

Time Management

- Explain the role of self-management in time management
- Delegate and prioritize
- Describe the importance of life balance for productivity
- Analyze your time-management strengths and weaknesses

Billings, Cash Flow and Closeout

- Continually monitor the project's cash situation
- Understand how project cash flows impact company performance
- Bill your projects, receive payment and effectively drive project closeout

Productivity and Financial Management

- Differentiate between productivity and profitability
- Use financial statements as management tools
- Implement WIP and earned value reports

Change Order Management

- Clarify change order philosophy
- Identify changes and their cost and schedule implications
- Use changes as an opportunity to sell increased value

Standards and Best Practices in Project Management

- Identify standard procedures derived from best practices
- Use flowcharting to develop standard procedures
- Communicate standard procedures to project teams
- Establish a team culture

Ethics and Integrity in Project Management

- Leverage the PM role into a key client relationship anchor
- Build relationships with existing clients for repeat work opportunities

Your Personal Action Plan

- Determine specific items to track and monitor
- Differentiate between personal and organizational action items
- Be a project leader, not a project witness

Registration Information

The tuition includes all program instruction, materials and certificate of completion for continuing education credit. **Lodging is not included.** Please see website for logistical information, including course location, lodging, transportation and meals provided during the program.

Hotel Information:

FMI has reserved a block of rooms at the host hotel. We urge you to make your reservations as soon as you register for the program, as the room block does fill quickly. Please check our website for details.

Pricing:

\$6,800 for the first attendee
\$6,300 for each additional attendee
from the same company

For registration and more information:

**www.fminet.com/PMA
or call 800.669.1364**

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Cancellation — If you need to cancel your registration, we must receive your written cancellation at least five (5) business days prior to the start of the program. Your cancellation will result in a \$395 cancellation fee per registrant. Cancellations after five (5) business days will result in a \$1,000 fee. *Please submit written notice to registrations@fminet.com.

Please note: If FMI cancels the event, your registration fee will be refunded. However, FMI cannot be held accountable for nonrefundable airline tickets or other expenses related to your travel to the event.

For questions regarding FMI's cancellation policy, please call 800.669.1364.

FMI reserves the right to change, add or cancel programs according to the needs of the industry.

Substitutions — If payment is received at the time of written notice, you can substitute a participant for a cancellation up to four (4) weeks prior to the start of the program. We must receive your written notice. *Please submit written notice to registrations@fminet.com

FMI Guarantee — If for any reason you are not satisfied with the program, please inform us by calling 800.866.1364. We will refund your tuition or give you a credit to use for another FMI program.

Address Corrections — If your contact information has changed, or you would like to add someone to our mailing list, please call 800.669.1364 and ask for the database account steward, or email us at corporatemarketing@fminet.com.



You can earn up to 28 hours of continuing education credits by completing the program. A certificate of completion will be awarded to you at the conclusion of the program. You may use this certificate for self-reporting purposes to many state and local continuing education entities.

FMI Corporation is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual programs for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN 37219-2417.

Website: www.nasba.org

Group Live | Advanced | Complete Assessments Prior to Attending



REP# 2184

You can earn up to 37 PDU Contact Hours for PMP certification. FMI Corporation has been reviewed and approved as a provider of project management training by the Project Management Institute (PMI).

FMI is a member of PMI's R.E.P. Program, and PMI does not specifically endorse, approve or warrant R.E.P.'s products, courses, publications or services.



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