



Business

# Project Management



**Dates:**

Friday, April 13, 2018  
8:00A.M.-5:00P.M.

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Saturday April 14, 2018  
8:00 A.M –5:00 P.M.

**Where:**

*IEC Chesapeake Laurel  
8751 Freestate Drive  
Suite 250  
Laurel, MD 20723*

**Costs:**

**Non-Member**

*Early Bird Price: \$ 972.50  
Price after 03-15-2018 \$ 987.50*

**Member**

*Early Bird \$730.00  
Price After 03-15-2018 \$740.63*

*Price Includes:*

*Breakfast & Lunch*

**Please Bring your Laptop or Tablet to class both days, the material you will be referencing is online. Website to be provided by Instructor.**

*Cancellation deadline is 15 business days prior to seminar. All cancellations received after deadline and/or no-shows will be billed and/or are non-refundable.*

*IEC Chesapeake A&T has the right to cancel class if less than 15 students register.*



This seminar will examine how profits are generated and discuss key issues on pricing, controlling costs and managing cash flow as it relates to project managers.

- *Marketing from a project manager's perspective*
- *Using the estimate as a management tool*
- *Intro to design/build for the project manager*
- *Profitability through planning & scheduling*
- *Tracking labor productivity*
- *Winning at the change order game*
- *Short interval scheduling*
- *Time management*

**Instructor:**

Kirk Alter has more than 30 years experience as a contractor and educator in the electrical and mechanical industries. He has worked his way through the industry as a Foreman, Superintendent, Project Manager, Estimator, Operations Manager, and Vice President of a \$120M firm. Since 1995 Kirk has developed University level Undergraduate and Continuing Education Programs for electrical and mechanical contractors. Kirk has provided instruction for IEC chapters nationwide, ABC, and Purdue University.

IEC Chesapeake focuses on Green Jobs in Solar Energy, Apprenticeships, Continuing Education, Certifications for Electricians, those looking to further a career or those looking towards the future. IEC is a trade association representing 3,000 electrical contractors in 60 chapters across the U.S. IEC Chesapeake has more than 150 members throughout Delaware, Maryland, Virginia, Pennsylvania, West Virginia and District of Columbia.

**IEC Chesapeake  
Continuing Education**

**For more information or to register,  
please visit**

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continuing-education-classes](https://www.iecchesapeake.com/continuing-education-classes)**

**Call (301)621-9545  
Or email [education@iecchesapeake.com](mailto:education@iecchesapeake.com)**

