

What is the LiFT Level 2 Program?

The MCAKC LiFT Level 2 Project Management Program provides experienced project managers with the tools and skills to build on, apply, or enhance existing knowledge. This program provides valuable knowledge and skills that are difficult to obtain on the job.

Taught by experts in the mechanical contracting industry, you'll learn how to establish your project management team, change orders, claims avoidance, document control and scheduling, forecasting and project financials, managing and building third-party relationships, and PM sales skills.

As a project manager, you will no longer see yourself as just another employee or witness to project outcomes. You will become a project owner who has a personal stake in project outcomes with the tools necessary to succeed.

This program consists of ten, four-hour weekly seminars.

Program Benefits

- Connect with local Kansas City project management professionals in the mechanical contracting industry.
- Receive a robust participant guide with tools, job aids, resources, and templates to use back on the job.
- Gain tools and skills necessary to take an active role in your company's future and success.
- Become a better leader with an action plan to improve your project management success.

Who Should Attend?

Project Managers with 3-7 years of experience. Participants may already have established project management skills but desire improvement in a wider range of more specific, advanced management competencies and abilities.

When & Where?

The next (10) Week Program is weekly **each Wednesday October 10 – December 19, 2018.**

Location:

MCAKC Knowledge Center
10955 Lowell Avenue, Suite 1050
Overland Park, KS 66210

Questions?

Contact us at:
learn@mcakc.org
913.948.9200

Program Seminars

1. Setting Up the Project for Success - The Team

Upon completion of this seminar, participants will be able to:

- Identify 5 root causes of dysfunctional teams.
- Identify project team roles and responsibilities and develop a team code of culture.
- Implement strategies for improving team dynamics.
- Align individual and team performance goals with organizational goals and strategic initiatives.
- Use DISC to lead teams based on individuals' characteristics.

Instructor

Rob Marriott is the Vice President of Field Operations for U.S. Engineering Company. He began as a temporary employee hired by U.S. Engineering in 1990 to help reorganize the warehouse operation. He later joined the plumbers apprentice program and was promoted to Warehouse Operations Manager. He has also worked as a Safety Director, Project Manager and Manpower Coordinator. Since 2009, he has been responsible for overall management and direction of field operations in the Midwest's Construction Division.



2. Setting the Project for Success - The Project Plan

Upon completion of this seminar, participants will be able to:

- Explain how pre-planning components are critical to project performance and success.
- Build a productivity plan from the project estimate.
- Establish project performance goals and milestone measurement criteria.
- Describe strategies to enhance project profitability during the pre-construction phase.

Instructor

Chris Champagne has been employed with the P1 Group Inc. for the last 20 years. During his tenure, he has advanced from estimator to project manager to his current position of operations manager where he oversees project management staff, manages the sheet metal fabrication process and evaluates mechanical and plumbing estimates before submission. Champagne is a licensed professional engineer in the state of Kansas and holds a LEED certification. He is active in the Kansas City chapter of the Sheet Metal and Air Conditioning Contractors National Association and the Design-Build Institute of America.



3. Project Negotiations

Upon completion of this seminar, participants will be able to:

- Plan for an effective negotiation.
- Analyze potential clients.
- Turn a bargaining session into a more positive outcome for your company.

Instructor

Majid Samarghandi has over 35 years of experience in the construction industry, including commercial, industrial, governmental, educational, and institutional segments. In 1983 he accepted the Project Manager position for the Procter & Gamble World Headquarters Project in Cincinnati. After the successful completion of this project, he joined a local company as President where he later became owner. After the sale of this company, Majid



along with several partners started Triton Services where he holds the position of Chairman and CEO.

He has a Bachelor of Science degrees in Mechanical and Civil Engineering, a Master of Science in Construction Management and a Ph. D in Construction Management. He holds HVAC, Plumbing, Hydronics, and Refrigeration contractor licenses and a Master HVAC contractor license. Majid co-authored a *Construction Cost Guide* for the United States Corps of Engineers and teaches courses in Construction Management at the University of Texas, in Austin; has taught Construction Law at Allied Construction Industries, in Cincinnati; and guest lectures at University of Cincinnati and Miami University.

4. **Situational Leadership**

Upon completion of this seminar, participants will be able to:

- Identify the leadership styles you are most comfortable using, and then develop additional styles to use in specific situations.
- Diagnose the development level for each of your employees.
- Match the appropriate leadership style to your employees' development level to provide the appropriate support he or she needs.
- Communicate performance direction clearly while building an employee's self-esteem.
- Appropriately use praise and recognition to help improve employee's performance.
- Delegate effectively with peak performers and coach and support those staff who are experiencing performance problems.

Instructor

Gary Polain is the Principle of OZmosis Leadership. A native born Western Australian, he began his professional career as a Mechanical Engineer specializing in power station design, dust pollution control, and mine ventilation systems. Gary has over the last twenty years committed himself to a most accomplished career in 'Human Engineering'.



5. **Change Orders**

Upon completion of this seminar, participants will be able to:

- Explain how change orders impact projects.
- Price and negotiate change orders to a profitable outcome.
- Outline how to get approvals for change orders.
- Compare the differences in impact a strategy between additive and deductive change orders.
- Explain the importance of tracking and documenting change orders.

Instructor

Chris Champagne has been employed with the P1 Group Inc. for the last 20 years. During his tenure, he has advanced from estimator to project manager to his current position of operations manager where he oversees project management staff, manages the sheet metal fabrication process and evaluates mechanical and plumbing estimates before submission. Champagne is a licensed professional engineer in the state of Kansas and holds a LEED certification. He is active in the Kansas City chapter of the Sheet Metal and Air Conditioning Contractors National Association and the Design-Build Institute of America.



6. Forecasting and Project Financials

Upon completion of this seminar, participants will be able to:

- Explain the value of having an accurate forecast and the impact it can have on the project and company.
- Demonstrate forecasting techniques and methods.
- Explain the measured mile and how it can be utilized as a forecasting method.
- Discuss forecasting best practice anomalies.

Instructor

Bryan Taylor joined the U.S. Engineering in 1997 shortly after graduating from Colorado State University with a degree in mechanical engineering. He began as a Project Engineer in Colorado before advancing to Project Manager and Senior Project Manager. Bryan relocated to Kansas City in 2009 to assume his current role as Vice President, Operations. A LEED® Accredited Professional, he oversees day-to-day management and direction of the Kansas City Construction division.



7. Claims Avoidance Through Effective Document Control and Scheduling

Upon completion of this seminar, participants will be able to:

- Explain the importance of developing and implementing a document control plan.
- Identify the critical documents in the document control process and ensure contract requirements are met.
- Identify the best practices for documentation.
- Apply project scheduling techniques to minimize productivity impacts and anticipate potential scheduling issues.

Instructor

Bryan Taylor – Vice President, Operations U.S. Engineering Company

8. Contracts. Cost Implications, And Contract Alignment to The Bid/Proposal

Upon completion of this seminar, participants will be able to:

- Explain critical contract clauses and the associated implications to the successful outcome of a project.
- Identify high risk language related to scope, schedule, and notice requirements.
- Use the Contract Review Checklist to minimize exposure at all stages of the project.
- Summarize importance of gaining alignment of all contracts, bid documents, and proposals.

Instructor

Bill Adams has been working in the construction industry for over 40 years, 30+ of which he spent as a CEO. Bill is a past president of MCAKC and spent 11 years on the MCAKC Board of Directors. Bill has a Bachelor of Science degree in mechanical engineering from University of Kansas.



9. Managing and Building Third-Party Relationships

Upon completion of this seminar, participants will be able to:

- Identify your strengths and weaknesses in developing relationships.
- Build trust and authentic relationships with customers and owners.
- Explain how you can be a problem solver.
- Explain the importance of trust as a key component of any relationship.
- Identify where your key relationships stand and move them to a higher level.

Instructors

Craig Lamfers is the Area Installation Manager (North Central Area) for Johnson Controls, Inc. Craig joined Johnson Controls in 2005 and is currently based in Kansas City where he provides leadership to the Project Installation Team for the North Central Area. Craig holds a Bachelor of Science degree in Electrical Engineering from Kansas State University. Craig serves on the MCAKC Board of Directors.



Rusty Roderick, Vice President P1 Group, Inc.

10. Project Close-Out

Upon completion of this seminar, participants will be able to:

- Outline the critical steps to a successful and timely closeout of a contract.
- Explain how to get value out of your post mortem meetings and apply lessons learned.
- Effectively transition the owner relationship to the service group.
- Review and discuss warranty best practices and methods for minimizing risk and financial exposure.

Instructors

David Elmore, Service Manager Metro Air Conditioning



Clint Zier, Senior Project Manager, Metro Air Conditioning