

---

## BCN 5776 International Construction Business Management

### Course Outline and Policies

ME Rinker Sr School of Building Construction  
University of Florida

---

INSTRUCTOR: Dr Ian Flood, Rm RNK 319, Tel: 273-1159, <mailto:flood@ufl.edu>

---

OFFICE HOURS: [See my timetable](#); and by appointment.

---

#### CLASSES:

[See my timetable](#) for time and location of classes.

---

#### PREREQUISITES:

Senior or graduate standing.

---

#### SUBJECT:

An introduction to the management of international construction projects with emphasis on international economics, marketing, contracts, design and specifications, and case studies.

---

#### OBJECTIVES:

To understand the principles of overseas marketing and business development applied to construction.

To become familiar with the international contract documents.

To learn the forms of international design and construction management.

---

#### WEB USAGE:

A policy of this course is to utilize the web as far as possible for posting of materials. Materials for this course can be accessed by going to the following address: <http://s197.bcn.ufl.edu/flood/index.html> . **Bookmark this address**. Once you are at this address, just scroll down to the International Construction course, and the information you are seeking will be listed.

This semester, all assignments issued by Dr Flood will be posted on the above web site as they become available. In

addition, as the semester progresses, model exams, additional lecture notes, and Power Point presentations will also be posted for you to read and run.

---

#### COURSE PACKAGE:

A course package has been developed that provides a complete set of structured lecture notes. The course package acts as the course text. It is essential that you purchase a copy of this at the start of the course.

---

#### REFERENCES:

Other texts that you may either purchase or borrow from the library are listed below:

- Bennett, John, *International Construction Project Management*, Butterworth Heinemann, London, 1991.
  - Lucas, C., *International Construction Project Management*, Butterworth Heinemann, London, 1991.
  - *Management of International Construction Projects*, Institution of Civil Engineers, Thomas Telford, London, 1988.
  - Illman, Paul E., *Developing Overseas Managers and Managers Overseas*, American Management Association, New York, 1980.
  - Richter, Irvin E., *International Construction Claims: Avoiding and Resolving Disputes*, Engineering News Record, New York, 1983.
  - Stokes, McNeill, *International Construction Contracts*, 2nd Edition, McGraw-Hill, New York, 1981.
- 

#### GRADING:

ITEM	BCN 5776
Exam/Quiz 1	15%
Exam/Quiz 2	15%
Assignment 1	15%
Assignment 2	15%
Term Paper	40% (13% final Submission; 7% oral presentation; 10% interim 1; 10% interim 2)
TOTAL	100%

A ≥93.3; A- ≥90.0; B+ ≥86.7; B ≥83.3; B- ≥80.0; C+ ≥76.7; C ≥73.3; C- ≥70.0; D+ ≥66.7; D ≥63.3; D- ≥60.0;  
E <60

Homework that is submitted late will usually be penalized at a rate of 10% per day.

Class attendance will be taken on occasions.

---

#### GENERAL:

Students requesting classroom accommodation must first register with the Dean of Students Office. The Dean of Students Office will provide documentation to the student who must then provide this documentation to the Instructor when requesting accommodation.

Students must respect all copyright laws.

The university honor code will be enforced.

---

#### TERM PROJECT:

Part of the course requirement is the completion of a term paper. A handout detailing the term paper requirements will be posted on my web page early in the semester. The term paper will involve something along the lines of a case study.

Note, the term paper requires an oral presentation.

I will set deadlines for completion of certain interim stages of the term project (such as completion of the outline, and first draft). You must submit your project (completed at least up to the specified stage) in order to receive the relevant marks. Note, 20% of the final grade (half of the marks awarded to the term paper) will be allocated to these interim submissions, and will be awarded based on whether or not you have reached the specified goal and handed it in on time.

---

#### TOPICS:

The following is the contents of the course. It provides an overview of the topics that will be covered and the planned order in which they will occur. Note that a few additional lectures will be added during the semester - handouts will be provided for these lectures to supplement the course package.

#### **INTRODUCTION:**

1. Introduction: the course syllabus and expectations.
2. Introduction to International Construction (overview).
3. Introduction to International Construction (overview).
4. Introduction to International Construction (overview).

#### **MARKETING:**

5. Current International Construction Market.

Trends in International Construction (see Appendix 1).

6. The Nature of International Management.
7. International Construction Management Philosophy and Goals.
8. CASE STUDY 1: The Channel Tunnel.
9. International Project Organization.
10. International Construction Marketing.
11. Decision to Export.
12. Fact Finding Trip and Commitment "The Magic Element".
13. Selecting an Associate and Getting Along in Other Cultures.
14. International Proposals.
15. CASE STUDY 2: The Hong Kong Bank.

#### **CONTRACTS:**

16. International Contracts.

Bid Evaluation and Contract Award Systems (see Appendix 2).

The Rationale and Benefits Associated with International Alliances (see Appendix 3).

17. Legal Considerations in International Contracts.
18. International Payment, Insurance, and Scope of Work.

Financial Risk Management (Inflation) (see Appendix 4).

Foreign Exchange (see Appendix 5).

Countertrade (see Appendix 6).

19. International Performance Characteristics and Clauses.

International Standards (ISO 9000) (see Appendix 7).

20. International Contracts and Payments.
21. International Disputes and Arbitration.
22. International Construction Arbitration (the FIDIC Contract and ICC Rules).
23. CASE STUDY 3: Seikan Undersea Tunnel.
24. Boycotts and Bribes.
25. Selecting Consultants, Engineers, and Construction Managers.
26. Contract Procedures in the Near East and North Africa.
27. Construction in Kuwait.
28. Contract Arrangements in the Third World Nations.
29. FIDIC Clauses 1-36.
30. FIDIC Clauses 37-72.
31. CASE STUDY 4: Lessons Learned at the Horn of Africa.

#### **PROJECT MANAGEMENT:**

32. Risk Analysis and Insurance.
33. Supervisory Problems in International Construction.
34. Comparison of US and Japanese Practices in Public Construction.
35. Managing Employee Conflict in the Middle East.
36. The Production of Accurate Cost Estimates in Saudi Arabia.
37. Construction in Saudi Arabia.
38. A Survey of Planning and Controlling Techniques Used by Construction Contractors in Saudi Arabia.
39. Developing Foreign Location Factors.
40. Consultant Cost Control in the Pacific Rim.
41. International Cost Report.
42. Multi-Project Management and Control.
43. CASE STUDY 5: Faculty of Maritime Studies, Tripoli, Libya.