

## BCN 5776 International Construction Business Management

### START HERE:

[Welcome! ...and introduction to the course](#)

Read and familiarize yourself with all the information in the syllabus below, then work through the modules in order.

### INSTRUCTOR AND CONTACT INFORMATION:

[Dr. Ian Flood](#) will be available to answer questions by email ([flood@ufl.edu](mailto:flood@ufl.edu)), and by Zoom (schedule a time by email). My virtual office door is always open so feel free to make an appointment whenever needed.

### COURSE SCHEDULE:

This is an online summer course organized for students who, for example, are undertaking a summer internship. As such, there are no scheduled class meeting times - however, we can arrange Zoom 'Question & Answer' sessions as needed. The expected progress through the course, and assignment submission deadlines are listed in the [course schedule](#) - use this schedule to pace yourself, and please let me know in advance if you have any time conflicts.

### 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.

### COURSE CONTENT:

The course material (including lecture notes, presentations, interactive media and assignments) should be followed in the order specified in class. The components of the course are as follows.

[Module 1:](#) Introduction

[Module 2:](#) Marketing

[Module 3:](#) Contracts

[Module 4:](#) Project Management

[Exams:](#) Includes examples of mid-semester and end-of-semester exams for review, and access to the actual exams

**Term Paper:** The components of the term paper

**Assignments:** Essays 1 and 2, and Notes 1 to 5

## REFERENCES:

There is no single text that covers all aspects of this course. Therefore there is no specific text recommended for purchase. Instead, this website provides a comprehensive set of notes, presentations, tutorials, interactive media and assigned readings. The following books are suggested for general reference:

- Mark Mawhinney, International Construction, Blackwell Science Ltd., 2001.
- Lukas Klee, International Construction Contract Law, Wiley-Blackwell, 2015.
- [Roozbeh Kangari \(Links to an external site.\)](#) and [Chester L. Lucas \(Links to an external site.\)](#), Managing International Operations: A Guide for Engineers, Architects, and Construction Managers, ASCE, 1997.
- Bennett, John, International Construction Project Management, General Theory and Practice, Butterworth Heinemann, London, 1991.

## INSTRUCTIONS ON SUBMITTING ASSIGNMENTS:

Online submission of assignments requires files to be in either MS Word, Excel or PDF format - each assignment identifies the file type(s) that it permits. All answers to an assignment must be put in the correct order with the question clearly identified, and submitted within just **one** file. Placing all parts of a question in one file can be achieved by several means, for example: (a) in MS Word you can type-in answers, draw pictures, and cut&paste or import images and other objects; (b) Windows provides an easy to use Snipping Tool that allows you to gather images from any part of the screen and then paste them into the file to be submitted; and (c) you can use a scanner to create a single pdf file for submission.

## GRADING:

Item	Grade
<b>Exams</b>	
• Exam 1	15
• Exam 2	15
<b>Term Project</b>	
• Part 1: Outline of Paper	5
• Part 2: Draft of Paper (for feedback only)	-
• Part 3: Final Paper	24
• Part 4: PowerPoint Presentation	5

## Assignments

• Essay 1	10
• Essay 2	10
• Notes 1	4
• Notes 2	4
• Notes 3	4
• Notes 4	4

<b>TOTAL</b>	<b>100 %</b>
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Letter Grade	% Grade
A	$\geq 93.3$
A-	$\geq 90$
B+	$\geq 86.7$
B	$\geq 83.3$
B-	$\geq 80$
C+	$\geq 76.7$
C	$\geq 73.3$
C-	$\geq 70$
D+	$\geq 66.7$
D	$\geq 63.3$
D-	$\geq 60$
E	$< 60$

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

## 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.
- It is recommended that you KEEP REGULAR BACKUPS OF ALL YOUR FILES IN CASE OF A SYSTEM FAILURE!

## **TERM PAPER:**

Part of the course requirement is the completion of a term paper. A handout detailing the term paper requirements is provided at this course website. The term paper will involve something along the lines of a case study or similar that you choose in consultation with the course instructor.

Note, students taking this course in-class (on campus) present a PowerPoint summary of their term paper orally and must also submit it online. Students taking this course online do not present their PowerPoint orally, but must still submit it online.

I will set deadlines for completion of certain interim stages of the term paper (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.

## **TOPICS:**

The following lists the contents of the course. It provides an overview of the topics and the planned order in which they will be covered, although there may be some deviation from this order. Some topics are just for general reading and will not be examined.

### **INTRODUCTION:**

- Lecture 1: Special Characteristics of Construction Industry (overview).
- Lecture 2: Why US is Still a Leader in International Construction (overview).
- Lecture 3: Advantages and Difficulties of International Projects (overview).
- Lecture 4: International Contracting and Future (overview).

### **MARKETING:**

- Lecture 5: Current International Construction Market.
- Appendix 1: Trends in International Construction
- Lecture 6: The Nature of International Management.
- Lecture 7: International Construction Management Philosophy and Goals.
- Lecture 8: CASE STUDY 1: The Channel Tunnel.
- Lecture 9: International Project Organization.
- Lecture 10: International Construction Marketing.
- Lecture 11: Decision to Export.
- Lecture 12: Fact Finding Trip and Commitment "The Magic Element".
- Lecture 13: Selecting an Associate and Getting Along in Other Cultures.
- Lecture 14: International Proposals.
- Lecture 15: CASE STUDY 2: The Hong Kong Bank.

### **CONTRACTS:**

- Lecture 16: International Contracts.
- Appendix 2: Bid Evaluation and Contract Award Systems.
- Appendix 3: The Rationale and Benefits Associated with International Alliances.
- Lecture 17: Legal Considerations in International Contracts.

- Lecture 18: International Payment, Insurance, and Scope of Work.
- Appendix 4: Financial Risk Management (Inflation).
- Appendix 5: Foreign Exchange.
- Appendix 6: Countertrade.
- Lecture 19: International Performance Characteristics and Clauses.
- Appendix 7: International Standards (ISO 9000).
- Lecture 20: International Contracts and Payments.
- Lecture 21: International Disputes and Arbitration.
- Lecture 22: International Construction Arbitration (the FIDIC Contract and ICC Rules).
- Lecture 23: CASE STUDY 3: Seikan Undersea Tunnel.
- Lecture 24: Boycotts and Bribes.
- Lecture 25: Selecting Consultants, Engineers, and Construction Managers.
- Lecture 26: Contract Procedures in the Near East and North Africa.
- Lecture 27: Construction in Kuwait.
- Lecture 28: Contract Arrangements in the Third World Nations.
- Lecture 29: FIDIC Clauses 1-36.
- Lecture 30: FIDIC Clauses 37-72.
- Lecture 31: CASE STUDY 4: Lessons Learned at the Horn of Africa.

#### **PROJECT MANAGEMENT:**

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