

Change Order Pricing Principles and Best Management Practices

By

Dr. Awad S. Hanna

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About the Author

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Dr. Hanna is arguably today's leading active North American researcher working in the area of quantifying the impact of change orders and change order management. He has been active in industry-funded productivity research for nearly 20 years, with such renowned research sponsors as the Electrical Contracting Foundation, the Mechanical Contracting Foundation, the New Horizon Foundation, and the Construction Industry Institute, among others.

Dr. Hanna was ranked by the Journal of Management and Engineering as the number one author in the world in the area of labor productivity and change orders, with a total contribution of 18 refereed papers published in the best journals in the world and an overall impact score of 7.35.

He has authored over 100 refereed journal articles and 15 major productivity-related books on construction-related topics, with special emphasis on labor productivity, construction methods, cumulative impact of change orders, and construction risk management. He has published four extensive national studies relating to change order management and pricing principles.

Dr. Hanna has presented over 1000 one-day seminars and instructed more than 20,000 people in the U.S. and Canadian construction industry on quantifying the impact of change orders on labor productivity and calculating the cumulative impact of change orders. His audiences have included the National Electrical Contractors Association (NECA), the Mechanical Contractors Association of America (MCAA), Canadian Mechanical Contracting Education Foundation, Electrical Contractors Association of Canada, Sheet Metal and Air Conditioning Contractor's National Association, and the National Association of Boilermaker Construction Employees (NACBE). He has also served as consultant and/or expert witness on many major national claims cases that involved craft productivity evaluation, including such projects as the Massachusetts Central Artery "The Big Dig" and the New England Patriots Stadium.

Dr. Hanna was selected by a jury of internationally known experts as the winner of the Canadian Construction Research Board's 1990 international competition for the "Best Innovative Ideas in Construction." In 2006, Dr. Hanna was the recipient of the Construction Industry Institute's Outstanding Researcher Award, and in 2009, he was elected Fellow of the American Society for Civil Engineers. Most recently, Dr. Hanna was selected by the American Society of Civil Engineers Construction Institute Board of Directors to receive its 2010 Construction Management Award for his significant contributions as an educator and researcher in the construction industry.

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