



Hanna Consulting Group, Inc.

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Presents on-Site Training

Quantifying, Presenting, and Negotiating the Cumulative Impact of Change Orders

Dr. Awad Hanna, Ph.D., P.E.

President, Hanna Consulting Group, Inc.
Professor, University of Wisconsin, Madison

Hanna Consulting offers customized, integrated packages of training products designed to meet and exceed customer needs on-site.

Experienced contractors know a change in scope, new work, additional work and impacted work when they see it. Quality contractors learn through experience and continuing education how to assemble documentation, estimates, cost analysis, schedules and other records. Many contractors and project managers are frustrated in the required methodology to take the sting of increased cost and translate it into an approved change order.

This seminar will address logically and efficiently, how to remove the emotion, take the fact and assemble them in a way that allows the client can to understand your intent is not enrichment, but an equitable adjustment to the contract amount.

You will also receive instruction in presenting narrative and verbal presentations and negotiation techniques that are reasonable and not inflammatory.

After that seminar you will be better able to demonstrate to your clients the entitlement so often spoke about.

If you are interested please contact Hanna Consulting at (608) 513-9690 or (608) 246-0221