



WORKING KNOWLEDGE

WEBINARS FROM THE NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION

Home

NECA EARN

Education

Virtual Classrooms: Providing More Options for NECA Members

There is a lot of variation on the availability of in-person training across the country, and it is likely to remain that way in the weeks and months ahead. To combat this, NECA is bringing some of our most popular in-person classes online! In September, members can attend the following classes.

Please contact education@necanet.org with questions.

Change Order Management

Wednesday, December 2, 2020 | 1:00 PM - 4:00 PM EDT

Effective change order management can dramatically reduce a subcontractor's risk and increase profitability. This four-hour interactive course explores the change order process from a subcontractor's view point and provides participants with hands on training in recognizing, scoping, pricing, and negotiating change orders. This course culminates in a mock negotiation where participants can immediately practice the skills that they have learned. Attendees to include field leaders, project administrators, project engineers, project managers, project executives, group/branch executives, financial managers, owners. Learning Objectives include:

- How to properly notify owners and general contractors of changed conditions to reserve your rights
- How to scope, price and sell a change order
- Negotiation strategies to maximize outcomes

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Basic Estimating of Electrical Construction

This program focuses on understanding the cost components of electrical estimating, instilling industry best practices, all while developing a sound estimating process. Topics are presented in a lecture format followed by hand-on estimating exercises to reinforce the principles learned. Through the hands-on exercises participants will be expected to perform a takeoff, develop a material list, lookup and apply labor units using the NECA Manual of Labor Units, summarize the costs of the estimate, and apply overhead and profit to the estimate. Each lesson builds upon the previous one, with all the learning coming together through a simulated bid opening on the final day. Through active participation and completion of this course participants will be able to:

- Define estimating terminology
- Recognize and identify electrical symbols
- Identify potential estimating errors and correct them
- Understand the costs associated with electrical construction
- Prepare an estimate for a commercial electrical project including identifying the scope of work, organizing a material takeoff, applying labor units, summarizing costs and calculating a bid price for the project.

Thursday, December 3 - Friday, December 18, 2020 | 2:00 PM - 4:00 PM EDT

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Thursday, December 3 - Friday, December 18, 2020 | 10:00 AM - 12:00 PM EDT

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Leadership Succession

Wednesday, December 9, 2020 | 11:30 AM - 3:00 PM EDT

Mentorship is one of those buzz words that gets thrown around a lot in our industry. The fact is we need mentors. We need mentors because our industry has an unimaginable amount of wisdom, knowledge and insights locked away inside the minds of our best and brightest. What is worse is many of those individuals will be leaving our industry in the next 14 years, but will this valuable information be leaving with them? The choice is yours. Many companies have rolled out a “mentorship program” only to see them fade and fizzle without any results. It doesn’t have to be

this way. With a little structure, you can build a program for your organization that will give you the results you want and need. Following this course, participants will be able to:

- Identify why some programs work and others do not
- Build a successful mentorship program for your organization that will stick
- Identify the pitfalls that can sabotage your success
- Leave with a road map you can take back to your company and immediately implement

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Lean Construction in Electrical Contracting

Thursday, December 10, 2020 | 12:00 PM - 3:00 PM EDT

Lean Construction is a shift in thought process towards collaborative project efficiency and quality. This shift promotes delivery of projects to clients by maximizing value and minimizing waste, while pursuing perfection. The purpose of this course is to teach electrical contracting project managers and superintendents how to improve productivity through a focus on lean construction principles. Participants will learn strategies to reduce workflow variability and increase throughput in order to decrease waste and increase efficiency. Following this class, participants will be able to:

- Develop a thought process to improve productivity based on lean construction principles
- Identify ways to encourage input and collaboration from all project team members
- Integrate methodologies that will allow a company to get to the root cause of a problem and use problem-solving statistical tools to solve it quickly
- Explain business needs such as product development, operations, technology, and customer relations

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Labor Cost - Convert Your Biggest Risk To Your Biggest Advantage

Wednesday, December 16th - Thursday, December 17th | 12:00 PM - 3:00 PM ET

Case studies demonstrate common myths of field productivity due to a fundamental misunderstanding of what productivity really is. Case studies provide step by step illustration for participants to simply and clearly define productivity and production. Case

studies illustrate methodologies for measuring and managing jobsite productivity for sustainable, breakthrough performance gains. Following this course, participants will be able to:

- Define and appropriately measure productivity
- Define and understand the mechanics of production
- Understand blind spots existing project management approaches have to productivity improvement and what to do about it
- Gain an introductory understanding, based on case studies, of how to measure cost of lost production and how to implement effective improvement routines

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