

# Business Skills for the Construction Trades



## PROGRAM OVERVIEW

A six-month business skills program geared to small construction companies and contractors looking to strengthen their competitive edge and credentialing in order to make their business more successful.



### Business Management Skills

The program will help companies learn how to manage key activities in their business to be successful. Key learning areas will cover payroll management, revenue and expense estimating, client development, networking, project management and contract and legal negotiations



### Planning & Marketing

Participants will learn how to identify their key target market and develop a market positioning strategy.

Building and executing a business plan is essential to success. In this program participants will get hands on practice building a plan for their business as well as for projects in which they are engaged.



### Mentoring and Support

Success comes from practice but also from learning from those who have already achieved success.

The mentoring program will allow participants access to leaders in their industry. They will also get business management support from the support center.

**LOCATION:** Classes held at Roger Williams University Providence campus and online

**DATES:** November 14, 2016-March 30, 2017

**PROGRAM COST:** Program fee is \$750

**APPLICATION WINDOW:** September 1-October 7, 2016



For more information and to apply go to [www.rwu.edu/applyBSCT](http://www.rwu.edu/applyBSCT)