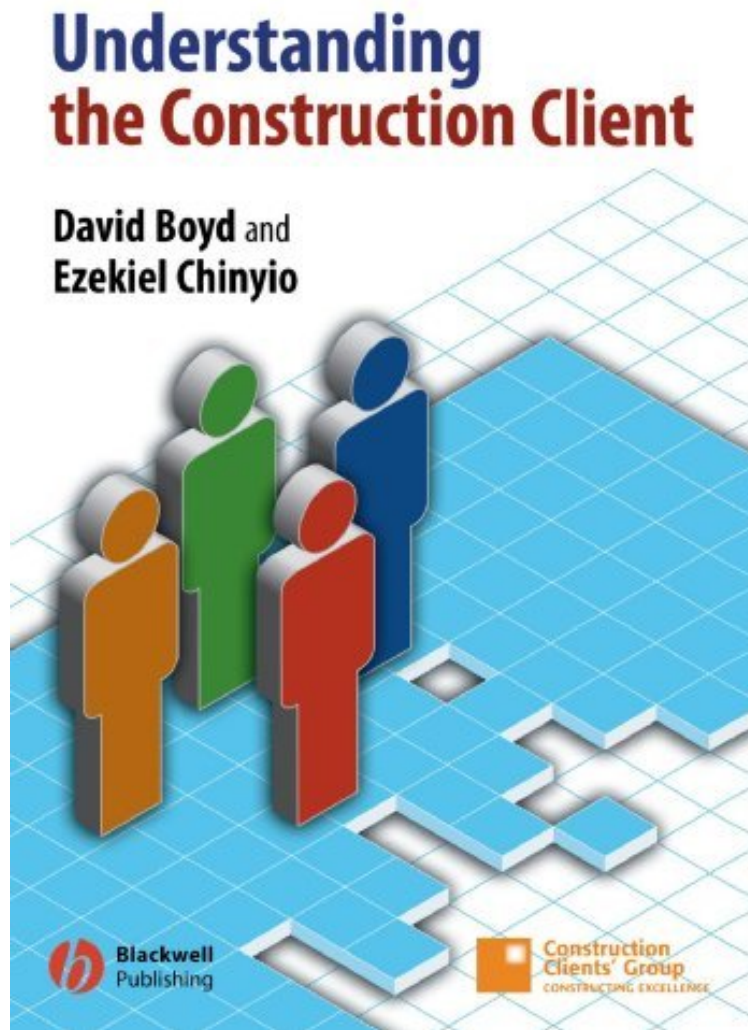


(Library ebook) Understanding the Construction Client

Understanding the Construction Client

David Boyd, Ezekiel Chinyio

*ePub | *DOC | audiobook | ebooks | Download PDF*



DOWNLOAD



READ ONLINE

#3187662 in eBooks 2008-06-09 2008-06-09 File Name: B001LDKS16 | File size: 48.Mb

David Boyd, Ezekiel Chinyio : Understanding the Construction Client before purchasing it in order to gauge whether or not it would be worth my time, and all praised Understanding the Construction Client:

This book breaks new ground by creating a framework to understand clients' actions and needs. Most construction management books focus on improving the construction process; this one focuses on a better engagement with the client. It challenges conceptions of both the construction industry and clients' businesses so that a more effective process and greater client satisfaction can be achieved. The book suggests that buildings are not about building but about changing and developing the clients'. The technical, organisational and psychological aspects

of this are described and analysed in detail so that current experience can be explained and better practice determined. The book offers well-researched information about clients in a number of sectors - developers, supermarkets, NHS, government, airports and housing associations - which will help you understand what these clients' business or service needs are and how construction fits into this. It demonstrates how to develop an appreciation of the clients' perspective with a toolkit for ensuring successful client engagement. This makes Understanding the Construction Client a user-friendly and practical guide, as well as significant text for academia.

"This is undoubtedly a readable book." (Construction Management and Economics, 1 November 2010)
"Contractors who want to get ahead must prioritise the needs of the client. this is the central message in the book... [and] the key difference between an average and highly successful project" Construction News "An excellent read for all levels of interest and capability within the industry and will be of interest to a wide readership" Building Engineer
"Contractors who want to get ahead must prioritise the needs of the client. this is the central message in the book... [and] the key difference between an average and highly successful project" Construction News "An excellent read for all levels of interest and capability within the industry and will be of interest to a wide readership" Building Engineer
From the Back Cover This book breaks new ground by creating a framework to understand clients' actions and needs. Most construction management books focus on improving the construction process; this one focuses on a better engagement with the client. It challenges conceptions of both the construction industry and clients' businesses so that a more effective process and greater client satisfaction can be achieved. The book suggests that buildings are not about building but about changing and developing the clients'. The technical, organisational and psychological aspects of this are described and analysed in detail so that current experience can be explained and better practice determined. The book offers well-researched information about clients in a number of sectors - developers, supermarkets, NHS, government, airports and housing associations - which will help you understand what these clients' business or service needs are and how construction fits into this. It demonstrates how to develop an appreciation of the clients' perspective with a toolkit for ensuring successful client engagement. This makes Understanding the Construction Client a user-friendly and practical guide, as well as significant text for academia.