



## ...Working in construction and engineering

In the wake of the global financial crisis the construction and engineering industry is plagued with tough operating conditions which are predicted to continue for at least another 12 months. There are predicted contractions in activity for 2010, specifically in mining projects, heavy industrial resource based projects, and other civil projects.

Engineering construction is anticipated to achieve better results from continued expansion in the oil and gas sector, transport infrastructure, electricity generation and supply and sewerage and water supply projects. Furthermore, as a result of continued tight funding for development building firms will face more pressure throughout 2010/2011. However, it is stipulated that transport infrastructure will remain an integral support for the engineering construction industry.

The aforementioned conditions invariably impact internal organisational processes, specifically individual and team productivity. For an organisation to adjust to the volatile conditions, it is imperative to ensure that projects are completed efficiently, on budget and on time. The ever growing competitive environment demands enhanced customer service and selling skills, improved and efficient communicating and negotiating, and ensuring that technology is used appropriately in order to strengthen and benefit the organisation.

### Priority Management – breaking productivity barriers.

Priority Management has been working for many years with engineering and construction companies Australia and New Zealand to assist them to:

- ✦ Provide their employees with skills and tools to manage their time and their workload more productively, and to manage their emails and other information more effectively;
- ✦ Use new technology devices such as Blackberries to give quantum productivity improvements;
- ✦ Manage major and minor projects, including change management projects, on time, on budget, every time;
- ✦ Coach their staff to improve individual and team performance, improve communications and influencing skills, and acquire negotiating skills that provide durable win-win outcomes;
- ✦ Improve customer relationships and selling skills to assist in nurturing customers through the downturn and improving competitive positions.



## What our Construction and Engineering clients say about us...

One of the better workshops I have attended.

**Phil Daily, Thiess**

More efficient, better time management, wont be a traffic minded person as much.

**Jessica Osborne, QBuild**

There will be more certainty that tasks will not slip between the cracks and instead be done in a timely manner.

**Lone Christofersson, One Steel**

I will be more effective. Recommend others to participate in this course.

**Paul Wakeham, Holcim Cement**

Better communication to people in remote locations (outside head office)

**Tony Selwood, Hanson Construction Materials**

Improved efficiency and improved "ownership" of time, as well as increased accountability of tasks..

**Paul Burkinshaw, ARUP**

Very enjoyable and applicable to work Interest in Other Workshops.

**Mike Garret, Parsons Brinkerhoff**

Fantastic workshop. Thank you.

**Peter Ambrose, Holcim Cement**

It might take me some time to get this right, but I am looking forward to using this tool in my business

**Stephen Page, Bluescope Steel**

Great workshop. The whole organisation will get large benefits out of this.

**Rob Menaci , John Holland**

Finding out how to use contacts was amazing. I had no idea about the functionality of it

**Catherine Chee, Hatch and Associates**

Great. Would highly recommend as a time management tool. Best training course I have ever attended.

**Jendis Sriprom, Reed Group**

Most worthwhile day. Invested time will definitely be paid back with higher productivity and employees with better work/life balance.

**Tony Grippi, Richard Crookes**

Excellent level of training

**MariusAndel, Alimak Hek**

Excellent Material and Presentation

**Peter Thompson, Alimak Hek**

## Some Construction and Engineering organisations who have worked with Priority Management...

Boulderstone  
Parsons Brinkerhoff  
John Holland  
Alimak Hek  
ARUP  
Hanson Construction Materials  
Holcim Cement

One Steel  
Thiess  
QBuild  
Reed Construction Group  
McConnell Dowell  
Mirvac  
United Group

Trelleborg  
Badge Construction  
Bovis Lend Lease  
National Lifestyle villages  
APA Group  
Vaughan  
Richard Crookes

Leighton Contractors  
Mainbrace  
Downer EDI