ECABC
Electrical Contractors Association of British Columbia

Business and Leadership Training Sessions

Featuring Dr. Awad Hanna
October 2026

Meet our Instructor

ECABC is thrilled to welcome back Dr. Awad Hanna to British Columbia. Our most highly rated and in-demand instructor, Dr. Hanna will be delivering training sessions in Burnaby and Victoria Half-Day training sessions during the week of October 26.

Dr. Awad Hanna

University of Wisconsin-Madison

A registered professional engineer in the U.S. and Canada, Dr. Hanna is a professor and Chair of the Construction Engineering and Management Program at the University of Wisconsin-Madison.

With over 30 years of experience as a construction practitioner, educator, and researcher, his primary focus lies in enhancing construction processes at various levels, including labour, project and organization.

Training Session Pricing

Burnaby Sessions (October 26 - 28)

ECABC Members: $975/session
Non-ECABC Members: $1,075/session

What Supervisors Need to Know About Electrical Estimating and Scheduling
Monday, October 26th: 8:00 am - 3:30pm
Achieving Greater Project Success Through Pre-Construction Planning
Tuesday, October 27th: 8:00 am - 3:30pm
Risk Management for Electrical Contractors: Principles and Practices
Wednesday, October 28th: 8:00 am - 3:30pm

Victoria Sessions (October 30)

ECABC Members: $550
Non-ECABC Members: $650
ECABC Member combo price for both sessions: $1,000
Non-Member combo price for both sessions: $1,200

The Top Habits of High Performing Supervisors
Friday, October 30th: 8:00 am - 12:00pm
Managing Field Productivity to Improve the Bottom Line
Friday, October 30th: 1:00 pm - 5:00pm

Breakfast and lunch will be provided, along with coffee and snacks!

Hotel Discounted Rates

ECABC has partnered with local hotels to provide discounted rates for participants. View available offers below:

Burnaby

Executive Suites Hotel Metro Vancouver - Enter code: **ECABC**

*ECABC Members also receive discounted rates at the Accent Inns Burnaby and the Hilton Vancouver Metrotown. Find more details on your Member Dashboard.

Victoria

Hotel Grand Pacific - Call 1-800-663-7550 and provide booking code **OCT26ECABC**

Inn at Laurel Point - Call 1-800-663-7667 or email reservations@laurelpoint.com and request the ECABC member rate. *(ECABC Members only)*

Hotel Zed Victoria - Call 1-800-997-6797 and mention you are attending ECABC's Oct. 30th Event.

Accents Inn Victoria - Call 1-800-663-0298 and mention you are attending ECABC's Oct. 30th Event.

What Supervisors Need to Know About Electrical Estimating & Scheduling

Electrical construction supervisors play a pivotal role in overseeing the execution of projects from start to finish. To excel in their duties, supervisors must possess a comprehensive understanding of estimating and scheduling—the twin pillars that underpin successful project management. This course explores the key concepts that construction supervisors should know about estimating and scheduling, highlighting their significance in driving efficiency, productivity, and ultimately, project success.

Estimating forms the foundation of any construction project, providing a roadmap for budgeting and resource allocation. Construction supervisors should familiarize themselves with the following fundamental principles of estimating:

Basic Principles of Estimating
- Bidding vs. estimating
- Risk and assessment of contingency
- Cost of estimating as % of project cost
- Improving estimating practices

Types of Estimates and their Accuracy
- Preliminary and order of magnitude estimates
- Square footage estimates
- Assembly/systems estimates
- Detailed/unit price estimates

Sources of Estimating Data
- Building your own cost library
- Using cost data from manuals and publications
- Limitations of published cost information
- Other sources of estimating data

To Bid or Not to Bid
- 50+ bidding factors to consider before bidding
- Factors that determine variations in estimates
- Time
- Location/accessibility
- Size and shape of the project
- Weather/seasonal factors
- Effect of learning/productivity
- Quality and scope considerations

Avoiding Estimating Errors
- Common estimating errors
- Strategies for error avoidance

Creating Accurate Early Conceptual Estimates
- Information sources for conceptual estimates
- Early estimating procedures
- Effects of project scale, location and time
- Finetuning the conceptual estimates

Developing an Estimate
- Work breakdown structure (WBS) for construction projects
- Factors and issues in estimating
- Unit price/detailed estimating
- Estimating overhead
- Regional and local cost adjustment

Achieving Greater Project Success Through Pre-Construction Planning

A landmark study led by Dr. Awad Hanna showed increased profit margins and project success by following a comprehensive formal pre-construction planning process. The study presented a successful model for pre-construction planning. Those projects that used Dr. Hanna's model tended to perform more successfully — they achieved an average profit margin of 23% as compared to projects that were poorly planned and achieved an average profit margin of only -3%.

The goal of this seminar is to assist contractors in developing a formal pre-construction planning process that extends through the three project stages: bidding, pre-construction and project execution. The seminar will also include major principles for successful implementation of pre-construction planning. Contractors will be presented with a comprehensive set of preconstruction activities (over 70 activities) that can be tailored to fit all project sizes and all project risks. The best pre-construction planning practices currently utilized by the nation's top contractors will be also presented.

Overview of the pre-construction planning process

What is pre-construction planning?

- Stages of pre-construction planning

Pre-construction planning activities

- Strategies for successful implementation

The three stage pre-construction planning process

Stage 1: Bid preparation planning

Stage 2: Pre-construction planning

- Team selection and turnover meeting
- Scope and contract review
- Administrative setup
- Material handling plan
- Site logistics, layout and sequencing plan
- Schedule review and development
- Tracking and control

Stage 3: Jobsite management planning

- Mobilization and administrative setup
- Scheduling and reporting
- Labour management plan
- Installation procedures
- Safety procedures
- Construction execution kickoff
- Using the planning effectiveness scorecard
- Pre-construction planning best practices for contractors
- Reasons for successful or less-than-successful project performance

Wednesday, October 28th - Burnaby

Risk Management for Electrical Contractors: Principles & Practices

In the dynamic and complex world of construction, risk is an unavoidable factor that can impact project timelines, costs, safety, quality and overall success. Understanding how to identify, assess and mitigate these risks is crucial for professionals across the industry—from project managers and contractors to engineers and financial analysts. In this seminar, we will explore the key principles of risk management in construction, including strategies for minimizing financial losses, ensuring worker safety, managing contractual obligations, and responding to unforeseen conditions.

Dr. Hanna's developed risk allocation model is a "Single-Party Risk Assessment Worksheet" to be used internally by contractors to facilitate risk alignment within each party's own organization. In addition to case studies, expert insights and interactive discussions, you will gain practical knowledge and tools to enhance your approach to risk management. Whether you're an industry veteran or new to the field, this seminar will provide valuable insights to help you proactively manage risks, enhance project efficiency, and improve overall project outcomes.

Session Outline

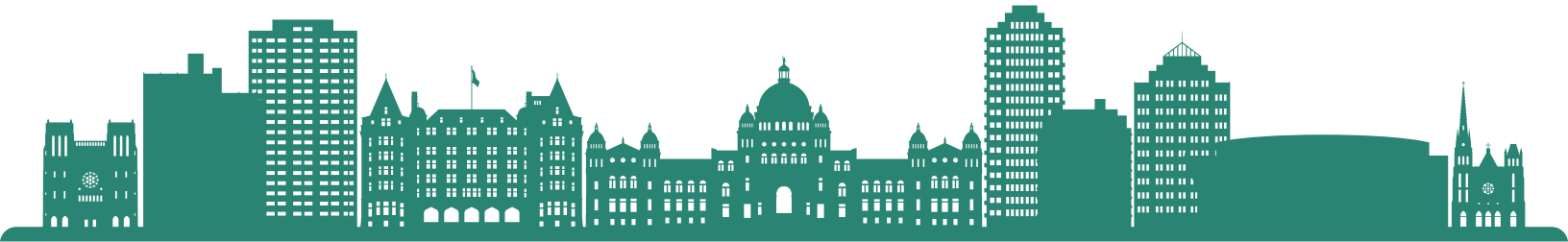
- Risk definition
- General sources of risk on projects
- The 7 Step Risk Management Plan
  a. Define business and project objectives
  b. Define risk management plan
  c. Risk identification techniques
  d. Qualify project risks
  e. Planning
  f. Management
  g. Feedback
- Specific areas of risk on a project
- Identify the tolerance level for risk
- Quantify risk on given activities
- Quantify overall project risk levels
- Develop alternative strategies for dealing with project risks
- Responding to risk events
- PERT (Program Evaluation and Review Technique) procedure for scheduling risk
- Develop alternative strategies for dealing with project risks
- Responding to risk events
- PERT (Program Evaluation and Review Technique) procedure for scheduling risk

The Top Habits of High Performing Supervisors

Supervisors are key drivers of project success. Their leadership and ability to effectively manage cost, schedule, safety, quality and workforce performance have a direct impact on project outcomes. The most effective supervisors possess distinct habits and management practices that set them apart from average performers. This course explores the top habits of high-performing supervisors and provides practical strategies for improving leadership, communication, planning, accountability, and overall project performance.

Session Outline

- **Understanding Crew Behavior and Communicating the Rules of the Game (The 10-80-10 Rule)**
  - Control the 130 minutes of waste.
  - Watch The TIME (Tools, Information, Materials, and Environment)
- **Effective Participation in the Turnover Meeting**
  - What foremen need to know from estimators
  - Development of the manpower loading curve
- **Preparing and Managing the Two-Week Look-Ahead Schedule**
- **What should be included in the two-weeks look-ahead**
- **Standard two-week look ahead form**
- **Keeping Accurate Records of the Daily Logs**
- **Conduct Daily Huddle**
  - Known tasks and set up goals (Who, What, Where, When and How)
  - Example of foreman pre-task planning sheet
- **Effective Materials Handling and Management**
  - The Golden Triangle
  - The 30-30 rule
- **Setting Production Goals and Tracking**
  - Short term and achievable
  - What goals and how
- **Change order management and time and material tickets**
- **Effective management of RFI process**
- **Safety management and best practices**



Managing Field Productivity to Improve the Bottom Line

This course will address many of the issues and new concepts necessary to successfully increase the productivity of on-site craft labour. As a result of taking this course, participants will learn how to plan, measure, and take corrective action to increase field productivity, understand “real life” tools and techniques that will lead to increased productivity and more profit from projects, and be ready in the firm to implement and measure the results of what has been learned. Topics include productivity measurements and principles of improvement, identifying, quantifying and allocating risk factors affecting productivity, pre-job and pre-task planning, and tricks of the trade to cost-effectively measure field productivity.

Session Outline

- Extent of construction productivity problems
- Definitions of productivity
- Causes of poor labour productivity
- Classification of work
- Productive work
- Essential but not productive
- Inefficient work (tools, materials, information, late start, early quit)
- How to reduce inefficient time and increase your profit
- Methods for Identifying ineffective work and lost time
- Work sampling
- Foreperson delay surveys
- Rate of Manpower Consumption
- The Seven Pillars of Productivity Improvement
  a. Management
  b. Manpower and manpower loading charts
  c. Materials and materials delivery and handling
  d. Mechanization and prefabrication
  e. Measurement and project tracking
  f. Methods and the four crew concept
  g. Miscellaneous (Overtime, overmanning, shiftwork, weather, and 29 other factors)
- Performance Factor Report
- Impact of TIME (Tools, Information, Materials, and Environment)
- Site Logistics and site layout
- Deliveries
- Storage
- How to keep material handling alive
- Factors that may have an adverse effect on labour productivity (30 factors)
- Factors that improve productivity (20 high impact factors)

Registration
is Open!
Burnaby Courses
Victoria Courses
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