



## Improve Your Construction Business: Pricing and Bidding: Workbook

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By Claes-Axel Andersson, etc.

International Labour Office. Paperback. Book Condition: new. BRAND NEW, Improve Your Construction Business: Pricing and Bidding: Workbook, Claes-Axel Andersson, etc., This work is part of a series designed to suit the specific needs of small building and public works contractors, and the problems that arise from bidding for and carrying out varied and dispersed projects in a context of highly cyclical demand. This workbook covers pricing and bidding to obtain new projects. Too many contractors produce "guesstimates" - not estimates - of project costs, so they either bid too high and lose the contract, or - often even worse - get the work at a price which is below cost.



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