COURSE SYLLABUS

Construction Bidding Course Online

Winning work in construction takes more than sharp numbers. It takes real strategy, sound judgment, and a clear process from start to finish. This course walks you through how estimators approach the full bidding cycle, from deciding which projects are worth chasing, to comparing subcontractor pricing, to building a final number that balances competitiveness with risk.

> Group classes (Live Online) and onsite training are available for this course. For more information, email onsite@graduateschool.edu or visit: https://www.graduateschool.edu/courses/construction-bidding-course-online



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Course Outline

Lesson 1: The Role of the Estimator

- Estimator versus takeoff technician
- Where bidding fits in the project lifecycle
- What general contractors prioritize when pursuing work
- Overview of the bidding workflow

Lesson 2: Bid Strategy and Project Selection

- Hard bid, negotiated work, and GMP structures
- Go or no-go decision making
- Understanding the bid environment, including competition and client behavior
- Backlog and capacity considerations
- Lesson 2 Hands-on Exercise

Lesson 3: Subcontractor Strategy and Bid Solicitation

- Building a bid list
- Subcontractor prequalification, including financials, experience, and capacity
- Ensuring adequate coverage across trades
- Communication and outreach best practices
- Lesson 3 Hands-on Exercise

Lesson 4: Bid Leveling and Scope Analysis

- Principles of comparing bids on an equal basis
- Identifying scope gaps and overlaps
- Reviewing clarifications and assumptions

- Standard bid leveling workflows
- Lesson 4 Hands-on Exercise

Lesson 5: Pricing the Job - General Conditions, Fees, and Risk

- Breakdown of general conditions, including staffing and site costs
- Fee strategy and margin considerations
- Contingency planning based on project risk

Lesson 6: Bid Day and Final Submission

- Bid day workflow and coordination
- Managing last-minute changes and incomplete information
- Ethical considerations in bidding practices
- Final Exam