TIGHTENING UP
THE SHIP
Maximize Your People Skills
Maximize Your Profit
PACE 4-09
Productivity and Profit

- On a $25,000,000 project
- $10,000,000 labor cost
- $1,000,000 profit
- 10% increase in productivity
- $9,000,000 labor cost
- $2,000,000 profit
- DOUBLE YOUR PROFIT WITH A 10% INCREASE IN PRODUCTIVITY!

- Courtesy FMI
According to the Construction Industry Institute, ______ of total construction costs on average is due to rework.
The People Side of Quality

- When there is an issue of quality or productivity—is it mostly process or people related?
- Relationships
- Expectations
- Motivation
- A tale of two projects
Emotional Intelligence

- Social Competence
- The ability to deal with people
- Can be measured and improved
- Can predict performance
- Can be more important than technical knowledge
<table>
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<tr>
<th>Trait</th>
<th>Score</th>
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<td>Happiness</td>
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Terry Tate Productivity
During Down Times

- Trim the fat
- Communicate often
- Rally the troops
- Increase the social
- Offer development strategies
  - Relationships
  - Stress management
  - Personal issues (health, finance)
Expect the Best

- Pygmalion effect
- The Tower
Resources

- www.brentdarnell.com
- The Tough Guy Gazette
- Free articles, resources, etc
- The People Profit Connection
- The Total Leadership Program
  www.totalleadershipprogram.com