Record Nr. UNINA9910779574203321 **Titolo** The CSI construction product representation practice guide / / the Construction Specifications Institute Pubbl/distr/stampa Hoboken, New Jersey:,: John Wiley & Sons, Inc.,, [2013] **ISBN** 1-118-41583-3 1-299-44898-4 1-118-41862-X Descrizione fisica 1 online resource (466 p.) Collana **CSI Practice Guides** Classificazione ARC015000 Disciplina 690 692.3 692/.3 Soggetti **Buildings** Construction contracts ARCHITECTURE / Professional Practice Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Includes index. Machine generated contents note: Chapter 1 Introduction 1.1 Nota di contenuto Background 1.2 The Construction Specifications Institute 1.3 Reference Document 1.4 The Practice Guide Structure 1.5 Terminology 1.6 The Construction Product Representative 1.7 Project Life Cycle Chapter 2 Product Representation 2.1 Product Representation: 2.2 Educational Background 2.3 Personal Characteristics 2.4 Proficiency 2.5 Forms of Representation 2.6 Working with the Project Team 2.7 Communication Relationships 2.9 Determining the Target Market 2.10 Developing Leads 2.11 Contacting Decision Makers 2.12 Product Information 2.13 Loose Information 2.14 Distributing Product Information 2.15 Product Presentations 2.16 Calls 2.17 Forms of Presentation 2.19 Activities and Deliverables 2.20 Summary Chapter 3 Formats 3.1 Formats 3.2 Hierarchy of Formats 3.3 SectionFormat 3.4 PageFormat 3.5 GreenFormat? 3.6 Summary Chapter 4 Project Team - Roles and Responsibilities 4.1 The Project Team 4.2 Project Participants 4.3

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Sommario/riassunto

"This book offers comprehensive, authoritative coverage of best practices for effective construction product representation. Readers will find complete guidance on how to prepare and use documents, how to choose the appropriate products for a given project, and what role to play in the construction process and in an Integrated Product Delivery (IPD) workflow. A must-have resource for anyone studying for the Certified Construction Product Representative (CCPR) Exam, the book also features a companion website with a PDF file of the book as well as CSI format documents, such as Uniformat and Sectionformat/Pageformat"--

"This text provides information on best practices for effective and professional construction product representation, including: Principles of effective product representation Comprehensive knowledge of, and preparation and use of construction documents The kinds of information that clients require to select appropriate products to meet project requirements General knowledge of the construction process and the roles the construction product representative can play in it The role the product representative plays in an Integrated Product Delivery (IPD) workflow "--