

Management of SME of road work

30th of May to 10th of June 2016
Paris
5 850 € ex VAT Lunches included
56025

PONTS FORMATION CONSEIL
Vecteur de performance

By the end of the seminar, the trainees will have acquired elements of knowledge such as :

- Methods and management tools of SME of road work
- Market research to the operational management of the building sites while passing by the financial and countable techniques
- Human control and material resources

The seminar takes place in Maison des Ponts 15 rue de la Fontaine au Roi 75011 Paris

Organization

Catherine Barot

Metratech

Coordination

Daniel LORCERY

Consultant

Pascal TOURET

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Inscriptions

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Targeted audience

Directors of SME, responsible frameworks to lay down policies and evaluate their economic effects and impacts

Monday, 30th of May

■ 9h30 **J-Olivier LAVAL** *PFC-Metratech*

Opening of the seminar

■ 10h00 **Maurice LAROSE** *Consultant*

Human resources management

- Identification of the missing profiles of competence and justification of recruitment
- Recruitment policy
- Management of the motivation, the performance and competence within the company
- Professional training policies
- Labour law
- Business law
- Health and safety rules

Tuesday, 31st of May

■ 9h30 **Maurice LAROSE**

Operations – project management

- Operational strategy
- Organization and resources management
- Determination of the maximum capacity sharing with the market to capture

Wednesday, 1st of June

■ 9h30 **Pascal TOURET** *Consultant*

The company and its environment

- Analysis of the environmental conditions of the companies of the road sector and their permanent evolutions
- Analysis of the sector of maintenance and its environment (building owner, backers, suppliers, institutions of financing) of the negotiation

Thursday, 2nd of June

9h30 **Pascal TOURET**

The company and the business opportunities

- Structure choice : classification
- Planning of the activities and marketing plan
- Possible partners

Friday, 3rd of June

■ 9h30 **Pascal TOURET**

Quantitative techniques of management

- Accounting process and reading of the books
- Analysis and financial decision-making
- Cost accounting
- The estimated and operational management of the building sites
- Definition of the objectives
- Budgeting

Monday, 6th of June

■ 9h30 **Pascal GENDREAU** *Consultant*

Development of business plan

- Market research
- Control of investment costs and financial diagram and how to lead their financial evaluation

Tuesday, 7th of June

■ 9h30 **Daniel LORCERY** *Consultant*

Management of the materials and equipment

- Strategy of materials management
- Planning and maintenance strategy
- Depreciations budgeting and maintenance
- Investments and various depreciation
- Advantages and disadvantages of different policies: investment, hiring, leasing...

Wednesday, 8th of June

■ 9h30 **Daniel LORCERY**

Study, second study, planning, business follow-up

- Development of a tender offer
- Importance of the technical report
- Various shapes of markets : public and private one

Thursday, 9th of June

■ 9h30 **Daniel LORCERY**

- The offers follow-up
- Identification of principal risks : risk management and modifications
- Various budgets and follows-up : how to carry out the project management (planning, organization and scheduling tools)

Friday, 10th of June

■ 9h30 **Daniel LORCERY**

Memory of the companies. Information feedbacks

- How to progress in price studies : business choice
- Differences between forecasts and achievements, return of information to the studies and data banks
- Completion of the business, final acceptance and dispute payments

■ 16h00 **Jean-Olivier LAVAL**

Evaluation and closing of the seminar

