



# Introduction to Estimating for Construction

By Brian Greenhalgh

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Students and professionals encountering estimating for the first time need an approachable introduction to its principles and techniques, which is up to date with current practice. *Introduction to Estimating for Construction* explains both the traditional techniques, and best practice in early contractor involvement situations, within the framework of modern construction procurement.

As well as introducing different estimating techniques, it includes:

- The nature of costs in construction from a cost of resources approach
- Modern tendering procedures and the stages of development of construction projects
- How to convert an estimate into a formal tender and then into a contract
- Simple numerical examples of estimates
- Estimating and cost analysis during the construction project
- Summaries and discussion questions in every chapter

This is an easy to read introduction to building estimating for undergraduate students, or anyone working in a quantity surveying or construction commercial management role who needs a quick reference.

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### Review

**"This latest book is a recent addition to explain the importance of estimating and is a welcomed contribution."** - *Ronald McCaffer, [www.mccaffer.com](http://www.mccaffer.com)*

**"I would recommend this book to any student on quantity surveying and building degrees who have to get to grips with estimating. Get cost understanding right and the rest all falls into place."** - *Geoffrey Hodgson, University of Loughborough*

### About the Author

**Brian Greenhalgh** FRICS FCIQB FQSi is a contract manager currently engaged by a major client organisation in the MENA region. He was formerly a principal lecturer in quantity surveying and construction project management at Liverpool John Moores University with responsibility for postgraduate programmes in quantity surveying and construction project management.

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