



Materials

- A set of biddable construction documents including permission from the owner to utilize the project
- “Bids”
- Calculators
- Cell phones
- A mentor with bidding experience to add a real-world atmosphere to the bid day.

Preparation

- Determine a project. Look for straight forward, simple projects with approx. 10-15 drawing pages.
- Print plans for each teams and distribute.
- Plan self-perform work activities for your teams - every team has the same self-perform work requirements. Students receive material quotes for each of these items during the bid day.
- Create “mock” quotes for different scopes of work. Try to have 1-3 quotes per trade. The quotes should be very basic with a scope, letter head, number and a name.
- There might be a few trades that have conflicting scopes and exclusions. This forces the students to read the quotes and plug in numbers for missing scopes.

Eating & Settling-In (15 min)

Focus (5 min)

To introduce the bidding process to students.



Mini-Lesson/Modeling (20 min)

- Discuss the bidding process with the students.
- Produce a basic schedule in order to determine general conditions.
- Detail take-offs of self-performing items.
- Provide a quote analysis template and produced a bid-day spreadsheet.

Small Group/Independent Work Time (40 min)

- Separate students into teams.
- Deliver multiple quotes to each team every 10-15 minutes. All of the teams receive the exact same quotes.
- Students look at the quotes and analyze them with their mentors.
- Each team had a designated company "boss." The boss' role was to ask challenging questions. (If possible a mentor familiar with professional bidding procedures will act as the "boss.")
- Students make the final decisions on fees.

Presentations/Reflection (15 min)

- Bid opening- After the bid time expires, bring all teams together for a "bid opening."
- Each team shares their numbers on a white board. While they are writing down the numbers, they should explain how they made their calculations.

Closing (10 min)

Allow students the opportunity to ask questions and talk through what the bidding experience was like while playing this game.

Looking to Next Week (5 min)

Provide a brief overview of what's to come in the next session.

Clean-Up (10 min)