



Request for Proposal for Development of Construction Case Studies

1. Summary

The Associated General Contractors of America Education and Research Foundation (Foundation) is soliciting proposals for the development of educational case studies related to the following topics:

- *Dealing with Unforeseen Site Conditions*
- *Dispute Resolution*
- *Implementing Last Planner Scheduling*

The context for each case study should relate to the role of a project manager or superintendent employed by a general contractor. The objective is to develop case studies that can be used by university professors in construction education programs and construction contractors in professional education programs. Institutions or individuals may submit more than one proposal, but each proposal should only address one of the topics listed above. Institutions or individuals whose proposals are accepted will be offered contracts for the development and delivery of case studies. The Foundation reserves the right to accept or reject any or all proposals and to award one or more contracts that are in the best interest of the Foundation.

2. Target Audience

The target audience for the case studies would be both undergraduate and graduate students enrolled in construction education programs and working professionals engaged in continuing education programs. These case studies would supplement primary instructional materials to provide students with an opportunity to engage in critical thinking, analysis, and decision-making related to issues associated with the planning and management of construction operations.

3. Case Study Guidelines

a. Introduction

A case study is a written description of a problem or situation in a construction setting. The case study provides only the facts of a story arranged in chronological sequence, not an analysis of the situation. The purpose of a case study is to place participants (students) in the role of decision-makers, asking them to analyze the information provided and to formulate strategies and policy recommendations for handling the situation. Most case studies depict real situations, with data disguised. However, sometimes a case study may be based on a fictional, but realistic, situation.

Case studies are not intended to be comprehensive or exhaustive. Most are snap shots of a particular situation within a complex construction environment. The focus of a case study is on a decision-maker at the point of a major decision. The information provided is only that which

∅ The second document (Instructor Notes) (no more than about 10 pages in length) is for the course instructor or facilitator and contains the following information:

- Case Study Theory and Background
- Recommended Class Time Requirements for Coverage of Case Study
- Responses to Questions or Requirements posed in the Case Study
- Supplemental Classroom Material (if appropriate)

d. Case Study Team

The successful case study team will consist of the following members:

- ∅ A lead faculty member who has background and/or technical expertise in the topic area. This individual typically performs the research and writes the Case Study and Instructor Notes.
- ∅ A management representative from an AGC member company who has access to the information that serves as the basis for the case study. This individual facilitates acquisition of the needed information and participates in developing and reviewing the case study.

4. Project Details

Proposers selected for a development contract will be expected to prepare a detailed case study outline and submit it to the Foundation for review and approval. Once the outline is approved, the developer will be asked to complete a draft of the case study to submit to the Foundation for review and approval. Once the draft is approved, the final case study will be developed and submitted to the Foundation for publication. The case studies should present a complex situation requiring students to spend considerable time evaluating presented information, crafting potential strategies for addressing the situation presented, and formulating their recommended solutions. Actual company names may be used at the discretion of the developer, but fictional names may be used if desired. ***It is required that each case study be pilot tested in a classroom setting prior to submission of the final draft. Issues identified in the pilot test are to be addressed in the final draft of the case study.*** The pilot test may be conducted by someone other than the study authors, in fact, this may be a preferred way to obtain independent feedback ()-o BDCif desired.

6. Schedule and Deliverables

- Ø This solicitation is dated April 1, 2024.
- Ø Proposals are due no later than 5:00 p.m. EDT, June 21, 2024.
- Ø Proposals will be evaluated immediately thereafter. During this time, the review committee may have questions regarding individual proposals and request additional information.
- Ø Proposers selected for contracts will be notified by October 4, 2024.
- Ø All proposers not selected for contracts will be notified by October 11, 2024.
- Ø Once a contract has been signed, the case study developer will be expected to submit a detailed case study outline within 90 days.
- Ø Once the case study outline has been approved, the case study developer will be expected to submit the draft case study within five months.

7. Criteria for Selection

Proposers may be educational institutions or individual faculty members. In either case, *the proposed development team must include a management representative from an AGC member company*. The primary criteria for award will be focus and quality of the described case study and the experience of the proposed development team.

8. Terms and Conditions

- Ø The specific learning objectives of the proposed case study.
- Ø A complete description of the proposed case study and the type of information available to support its development.
- Ø A plan for pilot testing the use of the case study in a classroom setting prior to submission of the final draft for Foundation review.
- Ø A proposed schedule for submission of each of the three deliverables described in Section 4.
- Ø A commitment to execute the case study development contract with the Foundation.

Case study proposals will be evaluated using the following scoring rubric:

Evaluation Factor	Poor	Good	Very Good	Excellent	Score
Qualifications and experience of proposed team	1 - 3	4 - 7	8 - 11	12 - 15	
Scope addressed by identified learning objectives	1 - 4	5 - 8	9 - 14	15 - 20	
Description of case study	1 - 7	8 - 14	15 - 22	23 - 30	
Type and availability of information to support development of case study	1 - 3	4 - 7	8 - 11	12 - 15	
Plan for pilot testing the case study	1 - 2	3 - 4	5 - 7		

AGC Education and Research Foundation

CASE STUDY DEVELOPMENT CONTRACT

AGC Education and Research Foundation (hereinafter
) , with offices located at 2300 Wilson Boulevard, Suite 300, Arlington, Virginia 22201, and
[insert name] _____ (_____
[insert address] _____.

WHEREAS, Foundation wishes to engage Author to develop, write and provide Foundation with a case

the Case Study, a draft of the completed Case Study and the final text of the Case Study (collectively, to the Foundation. The draft and the final Case Study will include (1) a written description of the problem or situation, and all relevant data, that form the core of the Case Study, and (2) a written teaching guide that will, in turn, include the teaching objectives of the Case Study,

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Exhibit A

[Proposal]