COURSE SYLLABUS

Construction Bidding Course Online

Winning work in construction takes more than sharp numbers. It takes strategy, judgment, and a clear process from start to finish. This course walks through how estimators approach the full bidding cycle, from choosing which projects to chase, to comparing subcontractor pricing, to building a final number that balances competitiveness with risk.

> Group classes (Live Online) and onsite training are available for this course. For more information, email partnerships@vdci.edu or visit: https://vdci.edu/courses/construction-bidding-course-online



admissions@vdci.edu • (619) 758-9300

Course Outline

Lesson 1: The Role of the Estimator

- Estimator versus takeoff technician
- Where bidding fits in the project lifecycle
- What general contractors prioritize when pursuing work
- Overview of the bidding workflow

Lesson 2: Bid Strategy and Project Selection

- Hard bid, negotiated work, and GMP structures
- Go or no-go decision making
- Understanding the bid environment, including competition and client behavior
- Backlog and capacity considerations
- Lesson 2 Hands-on Exercise

Lesson 3: Subcontractor Strategy and Bid Solicitation

- Building a bid list
- Subcontractor prequalification, including financials, experience, and capacity
- Ensuring adequate coverage across trades
- Communication and outreach best practices
- Lesson 3 Hands-on Exercise

Lesson 4: Bid Leveling and Scope Analysis

- Principles of comparing bids on an equal basis
- Identifying scope gaps and overlaps
- Reviewing clarifications and assumptions
- Standard bid leveling workflows
- Lesson 4 Hands-on Exercise

Lesson 5: Pricing the Job - General Conditions, Fees, and Risk

- Breakdown of general conditions, including staffing and site costs
- Fee strategy and margin considerations
- Contingency planning based on project risk

Lesson 6: Bid Day and Final Submission

- Bid day workflow and coordination
- Managing last-minute changes and incomplete information
- Ethical considerations in bidding practices
- Final Exam