

# ENGINEERING & CONSTRUCTION RISK INSTITUTE

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## Project Development Best Practices

Page  
1 of 1

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**Purpose:** The purpose of the project development best practice description is to recommend the best practices for utilizing Project Development personnel in mitigating subsequent risks for the Engineering & Construction firm in both capturing and executing the project being developed. The best practices assume the firm has a professional Project Development group and an integrated Risk Management Process. Issues addressed are:

- Early involvement
- Determination of risk appetite
- Coordination
- Oversight of prospects
- Project sponsorship
- Strategic fit
- Performance metrics

**Application:** The document is written assist management and business development personnel at the E & C firm to make best use of Project Development personnel and at the same time to avoid inappropriate prospects before using business development resources.

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