

BY PAUL NICHOLS

ARCHITECTS' GUIDE TO FEE BIDDING

Architects Guide To Fee Bidding

David Littlefield



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there are those who pick and choose their work carefully and even turn down undesirable contracts while others will grab at everything possible This book would explore these different models and illustrate how different kinds of practice develop into successful businesses Importantly the book will stress that these issues are crucial you may be the best designer in the world but unless your business is well managed you will fail On the other hand some successful architects spend a lot of time looking for new work and attending to management issues rarely finding the time for design work This book would illustrate how architects have struck a balance between these two extremes

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