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Good Practice Guide: Fee Management (Riba Good Practice Guides)

Roland Phillips

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Fee Management is a straightforward professional guide for architects about calculating and negotiating fees to maximise profits. The advice puts equal emphasis on good administrative procedures and on the softer skills of negotiation and selling the architect's unique value to construction projects.

Packed with worked examples, it explains the anatomy of a fee offer, advises on getting paid, and sets out the essential management tools for keeping track of the whole process.

In an age when competition law prohibits recommended fee scales, it is vital to cost architectural services on a rational basis and to ensure that clients are persuaded of the worth of such services. Fee Management allows architects to meet those needs, making this a business-friendly and timely addition to all practice libraries.

This new edition has been written to dovetail with the RIBA Agreements 2010, and has been fully updated following the amendments to the Construction Act.

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