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Colander

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Winning new work for your practice.

The two Colander half-day public courses on **Wednesday 16 June** focus on presentation and networking skills when you are out to impress on behalf of your practice.

Delivering successful presentations

16 June 2010: 09.30-13.00

Course director: **Caroline Cole**, Colander

Previous delegate said - *"Jam packed with tips and practical insider info, thank you!"*

Addressing both the content and delivery of presentations, dealing with nerves and other useful tips for success.

Who is this course for?

This course is designed for architects who are required to make presentations on behalf of their practices, whether to potential or existing clients, planners, funders or simply to other members of the design team. [more...](#)

Networking for architects

16 June 2010: 14.00-17.30

Course director: **Daphne Thissen**, founding Managing Director of **The Partnership Builder**

Previous delegate said - *"Daphne has an excellent and relaxed manner – plus it was great fun!"*

This course is designed to give participants practical tools to confront the fears and obstacles inherent in a networking environment and to make networking a constructive, if not fun experience – both professionally and personally.

Who is this course for?

This course is for partners and directors of architectural practices, as well as senior staff who find themselves meeting new people, face-to-face or using online networking, and needing to impress on behalf of their practice and make the most of each networking opportunity. [more...](#)

Help for Architects: Staff Development

Managing creative people demands intelligence, flexibility, resilience and subtlety but it also helps to have clear, open and understandable HR policies. We work with architectural practices to create tailored

management systems that allow their staff to blossom within a framework that also reflects the practice ethos.

Ways that we have helped include:

- Skills and competencies audits
- Psychometric testing
- Job descriptions for architects and support staff
- Appraisal systems
- Personal Development Plans (PDP's)
- Reviews and appraisals for senior people

For further information, do visit our [website](#), or call Caroline Cole direct on 020 8771 6445

Other Public Courses in 2010:

Design team leadership for larger projects

25 May 2010: 09.30-13.00

To lead a team it is not enough to be a good designer. This course will help develop a working methodology for successful project leadership. [more...](#)

Appraisals and staff development

25 May 2010: 14.00-17.30

This course focuses on the necessary practical and procedural issues, as well as the 'soft' skills required to guide the one-to-one discussion during the formal appraisal meeting. [more...](#)

Business planning for architects

28 September 2010: 09.30-13.00

A practical step-by-step guide to business planning and development, to create a long term vision for your practice. [more...](#)

Financial management for small to medium practices

28 September 2010: 14.00-17.30

Effective financial systems to help establish a balance between business acumen and creative excellence and ensure the smooth running of day-to-day finances. [more...](#)

Programming time on projects

19 October 2010: 09.30-13.00

This course will help delegates improve their control of time and resources on projects. [more...](#)

Essential management and communication skills

19 October 2010: 14.00-17.30

Management techniques to get the best from creative people: communication, inspiration, delegation, dealing with difficult people and handling conflict. [more...](#)

Marketing and new business development

18 November 2010: 09.30-13.00

A guide to marketing a professional practice: understanding who you want to sell to, why and then how. [more...](#)

Working more efficiently

18 November 2010: 14.00-17.30

How time is used at present, how it could be used better and how to overcome the obstacles to being more efficient. [more...](#)

[Click here](#) for further details. As ever **early booking** and **multiple discounts** available.

If you have several interested delegates, we can run any of our public courses for you in-house - and tailor them to meet your specific requirements.

Latest [Colander Blog](#)

April 27, 2010

In case you haven't noticed, the future is contractor led!

Researching for a lecture on client management, I discovered that upwards of 30% of all architectural fees in the UK are coming from contractor clients. Some sources suggest that it is, in fact, nearer 50%. If Paul Morrell's words at the recent seminar hosted by Penoyre and Prasad are to be believed, then this percentage is set to rise and rise; since he is The Chief Construction Advisor to the Government, I suspect that his words have a ring of truth to them...

I'm not sure that many architects have really understood the consequences of this change, or fathomed out how the profession can add value in this new order. The most worrying issue is how to ensure that 'good design' doesn't drop (completely) off the agenda. After all, in

this brave new world, no one other than the architect and a few enlightened others are going to be all that bothered if it does.

Does 'good design' matter? I'd like to think it does. I'd also like to think that the architectural profession can be its guardian – but to do this, the profession needs to raise itself from its torpor, expand its horizons and start playing an influential role in the world again. Sooner rather than later, please. [Comments \(0\)](#)