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## Colander

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## A brand new training course from Colander...

Times are tight and competition is fierce; worse still, design is increasingly treated as a product to be purchased at the lowest price. A 3% fee! It was not supposed to be like this. Is this a cyclical blip; will 'normality' return? Or is this most likely to become the norm? How can architects adjust?

### A 3% fee? and still make a profit!

16 September 2010: 09.30-13.00

Course director: [Tom Taylor](#), founder Buro Four and dashdot

This course will look over the wall to a new world where fees of 6% for a "reasonable" architectural service no longer exist and where a bid of 3% really is the norm. This course will explore how architects might make this work – while still creating great buildings and making a profit.

It is for architects who recognise that new circumstances require new approaches. Those who know that their services need to be repackaged and sold differently, and who want to bring common sense and leadership to the future development of their practices and the running of their project teams. [more...](#)

## Help for Architects: Coaching

Coaching is for anyone who feels that they are not achieving their best – whether they are architects or support staff.

It provides support that is distinct from any other, with a level of attention and commitment to the individual that is rarely experienced elsewhere. Coaching is particularly helpful to people who are facing change: the challenge of a promotion, or a new project. Equally, someone in a big job might simply need support in order to be effective.

*"An interesting journey - most productive for me as a person and for my relationships at work. Thank you"*

Ways that we have helped include:

- Inter-personal skills, behaviours and relationships with people, particularly work colleagues.
- Thoughts, opinions and perspectives, particularly those that limit ability to achieve any personal or professional goals.

- Team-working and general managerial or leadership issues.

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

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## Other Public Courses in 2010:

### Business planning for small to medium practices

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.

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Latest [Colander Blog](#)

July 2, 2010

[Are you interested in interdisciplinary design?](#)

**31 July is the deadline** for applications to join the **Interdisciplinary Design for the Built Environment**, part-time masters course at Cambridge University.

This is a fantastic programme, supported by the Schools of Architecture and Engineering at the University. Each year it attracts an interesting group of students from client organisations, architectural and engineering firms, project managers, environmentalists, sociologists, economists... you name it. To find out more go to: [www.idbe.org](http://www.idbe.org)