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## Colander

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## Public training courses for Engineers...

**Our clients use us because we work exclusively in the world of design, construction and property. Our help is pertinent because we understand how this world works and what is required for success.**

For many years we have run highly acclaimed public courses for architects. Now, we are delighted to offer a range of courses that focus on engineers as well.

In the main our courses are for people with management or leadership roles. They are workshop style and we limit the number of delegates to ensure full participation.

Our topics fall into four general categories:

- . Winning work
- . Business development
- . Getting the best from people
- . Working on projects

[Click here for 2010 schedule](#)

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## Selling to architects

16 September 2010: 14.00-17.30

Course director: [Caroline Cole](#), Colander

*"Colander's experience working with Architects is invaluable"*

This course is designed for partners, directors, senior engineers or marketing staff looking to maximise the effectiveness of their marketing and new business efforts in an architectural world.

The course explores ways of marketing to architects, focuses on the difference between marketing and sales and looking at ways to distinguish individual firms from their competitors. [more...](#)

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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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## Help for Engineers: Management Consultancy

Consultancy takes many forms, and no two firms will need the same attention. Our service is flexible so as to accommodate individual needs: it may involve only a few hours advice, a

longer-term retainer or short bursts of activity to address specific issues.

Our team has unparalleled insight into the relationships between consultants and their clients; we work with developers and building owners as well as with architects and consulting engineers, using our experiences from both sides of the table to help each of our clients.

*"Colander understands us – how we work and the world we work in."*

Ways that we have helped include:

- Planning for the future.
- Marketing and new business development.
- Staff development.

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

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[Latest Colander Blog](#)

August 4, 2010

[Visiting professors in building engineering physics?](#)

As part of the drive to improve the quality of services engineers, the Ove Arup Foundation, with the Royal Academy of Engineers and others, has been sponsoring Visiting Professors in Building Engineering Physics at a number of UK universities. The applications from university departments has been amazing and so far we have been able to set up four posts: in Bath, Bristol, Cambridge and Sheffield. Our fellow sponsors include architectural practices as well as engineers. We still have a number of universities that would like to join in and, as a result of the successes to date, the RAE has said that it will match funding from others. If you are interested in finding out more, contact Peter Klyhn, the Secretary of the Ove Arup Foundation: [Peter.Klyhn@arup.com](mailto:Peter.Klyhn@arup.com)