



Architects' Guide to Fee Bidding

M. Paul Nicholson

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Fee bidding still generates emotive reactions from within many sections of the architectural profession. Fee bidding is not taught in most schools of architecture, so practitioners generally rely on hunches and guesswork. It is these wild card guesses, which exacerbate the poor levels of income for which the architectural profession is renowned. This book introduces practising architects, architectural managers and senior students, to the philosophy and practice of analytical estimating for fees. By means of a detailed case study it illustrates the many problems which may be encountered in the calculation of fees for professional services. It gives a step-by-step guide through the complexities of fee bidding and acts as a source of reference to successful bidding. A detailed discussion of the philosophy of design management and architectural management is developed as a backdrop to the preparation of a bid. It leads the reader through the mysteries of converting the calculation of a bid into a serious tender. This unique text is an essential guide for all practitioners, particularly those at the commencement of their careers and Part 3 students. Indeed it will be of importance to all constructional professionals who operate within a highly competitive market.

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