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M. Paul Nicholson
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M. Paul Nicholson : Architects' Guide to Fee Bidding before purchasing it in order to gage whether or not it would be worth my time, and all praised Architects' Guide to Fee Bidding:

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.

About the AuthorDr. M. Paul Nicholson has had a wide and varied career in the construction industry, including operating his own business. He has been closely involved in the innovative Masters course in Architectural Briefing at the University of Sheffield and the unique MA course in Architectural Management at the University of Nottingham.