

Marketing Architectural And Engineering Services: A Portfolio Approach


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ABSTRACT

This article has been written as a theoretical guide for architectural and engineering firms to develop a strong services marketing plan for the geographic location in which it operates. It will outline a step by step approach to develop, administer, and utilize this services marketing approach. It will also outline the logic and understanding to support this claim.

Keywords: Architectural Services Marketing; Engineering Services Marketing; Portfolio Approach; Managing a Mix of Service Products and Projects

INTRODUCTION

rchitectural and engineering firms are business enterprises that operate in the consulting services industry. These firms are capable of providing a wide range of services to a vast amount of clients. Any organization or individual may need the services provided by an A & E firm at different times throughout their professional life cycle. The scope and breadth of the services vary greatly, resulting in different levels of client importance.

These firms offer services to clients by selling their knowledge and capabilities. Demonstrating that value to capture clients is a difficult aspect of the A&E field. Without obtaining work from clients, A&E firms do not exist. To identify and obtain clients, A&E firms must demonstrate an understanding of the market place in which they operate.

The modern day architectural and engineering firm is competing in a diverse and ever evolving market place. This level of complexity will vary greatly depending on the size of the firm and/or the size and amount of opportunities available within the geographic region of the firm. The region in which a firm operates will vary depending on geographic location, economic demographics, capabilities, size and types of the firm. The amount of types of competition within this market place will also play a major factor in the overall capabilities of the firm to obtain work.

The common factors in every market place is that each firm will be exposed to a wide variety of customers and competitors. These marketing demographics will need to be outlined and summarized into an easy to use medium for a firm to fully understand the opportunities available and how best to capture these opportunities.

Of the firms operating within the Architectural and Engineering industry, each one has a unique set of skills and staff that provide its own set of opportunities within the market place. Based on that fact, a single medium of approach should not be utilized by every firm. Instead, each firm should follow a procedure to develop its own approach.

"From a managerial perspective, the question is thus how to mobilize the expertise of professional workers in collective process while coordinating their actions and maintaining managerial oversight and control of activities" (Ollila, Szybae & Wern, 2015).

For a firm to develop the proper medium to organize and strategize its marketing approach, a marketing portfolio should be developed. A Marketing portfolio is the organization of the different client opportunities that a firm has within a specific region. It contains all relevant information pertaining to that client to provide insight into the future

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Marketing Architectural and Engineering Services Weld Coxe,1971 **Marketing Architectural and Engineering Services** Weld Coxe,1990 *Marketing for Architects and Engineers* Brian Richardson,2003-09-02 Professional services marketing is a relatively new form of marketing that has been recognized only since the late 1980s Most of the attempts to write about marketing for professional services have been a regurgitation of the traditional marketing approach that has evolved since the 1960s and have concentrated on minor differences and adjustments In many ways what is needed is a fresh approach which takes into account the complex political social economic legislative and cultural backdrop and provides a way for design professionals such as architects and engineers to look to the future This book does just that **The Role of Public Relations in Marketing Architectural and Engineering Services** Diane Claypoole Creel,1974 *The Architect's Handbook of Professional Practice* Joseph A. Demkin,The American Institute of Architects,2001 CD ROM contains Samples of all AIA contract documents **Practical Ethics in Architecture and Interior Design Practice** Sue Lani Madsen,Dana Vaux,David Wang,2023-05-31 Practical Ethics in Architecture and Interior Design Practice presents the basics of design practice through ethical scenarios ushering design students into real world experiential learning Each chapter begins with a detailed story involving a complicated set of practical and ethical dilemmas exemplifying those encountered each day in the world of professional practice Practice based topics such as contracts and project delivery methods marketing design services cross cultural collaboration virtual connectivity social justice and sustainable design soft skills and other related professional practice themes are anchored in realistic scenarios While all the stories are fictional in writing them the authors drew from over seventy five combined years of professional experience in architecture and interior design as well as many years of academic experience in teaching professional practice and ethics to architecture and interior design students Each story is followed by discussion questions and suggested additional resources This book provides a unique integrated perspective into the allied fields of architecture and interior design with topics relevant to both fields as well as specific to each profession It prepares students of both disciplines for the broad issues of professional practice and encourages them to become ethical practitioners ready to contribute effectively to design teams and to ask the right questions *Professional Practice for Interior Designers* Christine M. Piotrowski,2001-10-22 The tools needed to create and manage a thriving interior design practice This essential sourcebook provides all of the information needed to establish and manage a productive profitable interior design firm Filled with savvy business and career advice Professional Practice for Interior Designers Third Edition delivers updated and expanded coverage of the full range of legal financial management marketing administrative and ethical issues faced by sole practitioners firm principals and managers This comprehensive reference lays out clear practical guidelines on how to structure a contract and prevent legal problems work with other designers allied professionals clients and vendors and calculate fees that are both fair and profitable Recommended reading for NCIDQ candidates it offers

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of Middle Market Companies 2009 Jack W. Plunkett, 2008-08 A business development tool for professionals marketers sales directors consultants and strategists seeking to understand and reach middle market American companies It covers important business sectors from InfoTech to health care to telecommunications Profiles of more than 500 leading US middle market companies Includes business glossary a listing of business contacts indexes and database on CD ROM Statement of Disbursements of the Architect of the Capitol for the Period ... United States. Architect of the Capitol, 2015 **Practice Management for Land, Construction and Property Professionals** Brian Greenhalgh, 2002-11-01 Practice management for Land Construction and Property Professionals presents the expert views and practical experience of researchers and practitioners concerned with the particular challenges and skills required to manage professional service organizations in the construction and property industries The book provides extensive coverage of the following key issues management of creativity marketing of professional services professional ethics quality management business planning and strategic management Practice management for land Construction and Property Professionals will be an important guide for those with management responsibilities in the property and construction industries Students working towards qualifications in the property and construction professions will also find the book a valuable reference and source of advice *Portugal Country Study Guide Volume 1 Strategic Information and Developments* IBP USA, 2012-03-03 Portugal Country Study Guide Strategic Information and Developments Volume 1 Strategic Information and Developments **Plunkett's Almanac of Middle Market Companies: Middle Market Research, Statistics & Leading Companies** Jack W. Plunkett, 2007-07 Plunkett's Almanac of Middle Market Companies 2008 is designed to be time saving business development tool for professionals marketers sales directors consultants and strategists seeking to understand and reach middle market American companies It will also be of great use to placement recruiting and human resources professionals as well as professionals working in economic development lending and media It covers competitive intelligence market research and business analysis everything you need to identify and develop strategies for middle market corporations Coverage includes all major business sectors from InfoTech to health care to telecommunications and much more We have intentionally omitted retail companies and banks These profiles and details on over 500 middle market firms are pulled from our extensive company and industry databases We also include a business glossary and a listing of business contacts such as industry associations and government agencies Next we profile hundreds of leading middle market companies Our company profiles include complete business descriptions and up to 27 executives by name and title Purchasers of either the book or PDF version can receive a free copy of the company profiles database on CD ROM enabling key word search and export of key information addresses phone numbers and executive names with titles for every company profiled *Commercial News USA.* , 1982 Country Market Survey , 1984 **The Wholesale Produce Market at St. Louis, Mo** United States. Department of Agriculture. Production and Marketing Administration, 1949 The Wholesale Produce Market at Norfolk, Va United States. Department

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