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Aims; Objectives; The Content; Section I: Overview in Scope and Context of Managing the Professional Practice; Chapter 1: Structures, management and markets; Chapter 2: Strategic management of professional practice: The case of architecture; Chapter 3: Crossfunctional coordination: Conceptual model and its application in professional design practice; Chapter 4: Challenges of growth in a

medium-sized engineering design consultancy

Chapter 5: Sustainability into practice: How the sustainable

development agenda has impacted on the surveying professionSection II: Managing Specific Issues in the Professional Practice; Chapter 6: Equipping project teams for competitions: Architecture practices in the Italian market; Chapter 7: Client management and identification; Chapter 8: How thin to win: FM service provision issues; Chapter 9: Innovation in professional service providers: UK quantity surveying practices; Section III: Reflections upon Practice; Chapter 10: The make

experience

Chapter 11: Squaring the circle: Delivering international services locallyChapter 12: Innovation in the construction sector; Chapter 13: Managing a project management division; Chapter 14: Developing capacity in an emergent market; Chapter 15: Branding professional services: Making the intangible tangible; Chapter 16: The first 20 years; Chapter 17: Reflection on the redevelopment of the University of Tokyo Hospital: The last 26 years; Chapter 18: Beyond the first generation; Chapter 19: Changes in UK construction professional services firms in the late 20th century; Conclusion; Acronyms Index

## Sommario/riassunto

The emphasis here is to explore the key issues influencing the culture, strategies and management operations of professional practices. The focus is upon established practices from growing ones to large international firms in the built environment. A key aim of the book is to promote aspects of management by function and activities, with discipline acting as context rather than the primary focus. The book is structured into sections around 3 main themes: managing the organisation; and managing specific issues that affect operations, and a third section reflects upon management from practitio