



Architect's Essentials of Negotiation

Ava J. Abramowitz

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This is an essential guide for architects and their clients and consultants who need professional advice on negotiations, from design development to agreements and fees. Contractors will want to read it, too, especially if they are involved with Integrated Project Delivery. This new edition offers updated insights related to negotiation, with references to the AIA Contract Documents, communication, collaboration, and handling disputes, change, and claims.

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