

[PDF] Professional Practice For Interior Designers

Christine M. Piotrowski - pdf download free book



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Description:

From the Inside Flap Professional Practice for Interior Designers 2nd Edition Christine Piotrowski To succeed in professional practice, interior designers need more than good design skills. Without a complete working knowledge of effective business practices, there's little chance for survival in today's fiercely competitive marketplace. Now, professionals can turn to this essential sourcebook for all the information and expert guidance needed to establish and manage a productive—and profitable—interior design firm. Packed with savvy business and career advice, the new edition of

Professional Practice for Interior Designers offers updated and expanded coverage of the full range of legal, financial, management, marketing, and administrative issues facing interior designers, firm principals, and managers. In clear, straightforward language, the book spells out practical, detailed guidelines on how to:

- Develop and implement an effective business plan
- Automate the design office for peak-efficiency
- Avoid potential legal problems
- Manage finances and set up accounting systems
- Negotiate successful contracts, price products, and set fees
- Market and promote design services
- Make winning sales and project presentations
- Complete projects on schedule and within budget
- Prepare contract documents and specifications

In addition, you'll find a wealth of valuable tips and techniques for taking the NCIDQ exam; defining career goals; choosing the right form of business to suit specific needs; working with manufacturers and suppliers; hiring, managing, and motivating employees; selecting outside consultants and advisors; and much more. Plus, scores of sample forms and documents that can be easily adapted for use by any firm are included, along with real-world examples that can save you from making critical business mistakes. This indispensable resource hands you all the tools you'll need to create and manage a thriving interior design practice, as well as ensure your own professional success. --This text refers to an out of print or unavailable edition of this title.

From the Back Cover

The text of choice for professional interior design practice—now with companion CD-ROM

Since publication of the First Edition in 1990, Professional Practice for Interior Designers has remained the leading choice for educators for teaching interior design business practice as well as for professionals seeking to advance in their own practices. This ASID/Polsky Prize winner is recommended by the NCIDQ for exam preparation and covers the gamut of legal, financial, management, marketing, administrative, and ethical issues. You gain all the essential skills needed for planning and maintaining a thriving interior design business, presented in the clear, easy-to-follow style that is the hallmark of this text.

This Fourth Edition is completely current with the latest business practices and features a host of new practice aids:

- Companion CD-ROM includes a trial version of professional practice software, business forms, numerous short articles, plus additional information and resources
- New examples help you manage the latest challenges and implement the latest business practices
- A new chapter devoted to strategic planning explains this important business concept in easy-to-understand language for students and professionals
- Brief "what would you do" case studies in each chapter challenge you to respond to ethical

issues faced by today's interior designers

From creating a business plan to launching a promotional campaign to setting up a computerized accounting system, everything you need to launch and sustain a successful interior design practice is here.

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