THE POWER OF SMALL
EMBRACING AGILITY IN PRACTICE TO AFFECT BIG CHANGE
SMALL PRACTICE CONFERENCE AND CPD DAY

DAY 1

Tuesday 14th November

Conference Day:
The Power of Small: Embracing agility in practice to affect big change

In the current professional environment, when both technologies and market conditions are shifting fast, the ability to be agile and adaptable to change is the key to success. Small, light-footed practices have a unique competitive advantage over bigger organisations, which are weighed down by existing processes and drawn-out decision-making.

As a small practitioner, how can you overcome the limits on your time and resources and turn size and deftness to your advantage? By becoming more efficient, is there a way that your practice can gain commercial benefit from what you are currently doing, so you retain more profit? Is it possible to not just survive, but to achieve growth and profitability and punch above your weight?

The conference day is devised to highlight how small practitioners can positively manage change and adopt new beneficial ways of working. There is an emphasis on continuous bite-size improvement rather than whole-scale transformation: identifying the right tools and processes that can make the difference. A session is also dedicated to areas in which architects are expanding the scope of their services, gaining additional business by increasing their offer to clients.

Throughout the day, small practitioners will talk directly about their own experiences, highlighting what works and what does not, flagging up the tools and processes that have had a lasting beneficial impact on their practices – whether it is software for tracking fees and resources or a useful app. The conference day is to provide a plethora of positive takeaways, offering a unique opportunity to learn directly from others’ innovations and insights.

DAY 2

Wednesday 15th November

CPD Day

A full day of 21 seminars is offered, covering all ten RIBA Core Curriculum topics, with engaging sessions from expert practitioners on relevant issues.

This year the day opens with a plenary on ‘Sustaining Client Satisfaction: Continuous Learning on Projects’, chaired by Keith Williams.

There is also a stronger emphasis on the digital with sessions on scripting, cybersecurity and BIM, as well as new seminars on mentoring, ethical practice and ensuring the well-being of your staff.

Featured essential core topics include: the principal designer role, marketing, improving business profitability, employment law, contracts and indemnities and planning applications.
THE POWER OF SMALL CONFERENCE PROGRAMME

09.30 - 10.00 Registration and coffee Jarvis Foyer, Lower Ground Floor
10.00 - 11.00 WELCOME AND KEYNOTES Jarvis Hall
   Welcome Jane Duncan, RIBA Immediate Past President
   Introduction David Miller, Creative Director
   Disruptive Design
   Sam Bernard, Global Category Director in engineering, Dyson
   Nudging
   Dr David Halpern, Chief Executive, Behavioural Insights Team, UK Cabinet Office

11.00 - 11.20 COFFEE BREAK Jarvis Foyer
11.20 - 12.15 MORNING SESSION 1: Our Approach to Change with Q&A Jarvis Hall
   Nanne de Ru, Powerhouse Company
   Sarah Castle, IF_DO
   Darren Bray, Pad Studio

12.15 - 13.00 MORNING SESSION 2: Business Tactics Jarvis Hall
   Tactics for Improved Business Performance
   Michael Holmes, Michael Holmes Consultancy Services
   Designing your Business: Panel Discussion with Q&A chaired by Michael Holmes
   Jarvis Hall
   David Ayre, Ayre Chamberlain Gaunt
   Will Mawson, MawsonKerr Architects
   Clare Nash, Clare Nash Architecture Ltd

13.00 - 14.00 LUNCH Florence Hall
14.00 - 14.45 AFTERNOON SESSION 1: Top Ten Tactics PechaKucha Jarvis Hall
14.45 - 16.00 AFTERNOON SESSION 2: The Power of Innovation with Q&A Jarvis Hall
   Indy Johar, OD
   Will Winsturh, Winsturh Pelleriti
   Arthur Mammou-Mani, Mammou-Mani Architects
   Tomas Millar, Millar Howard Workshop

16.00 - 16.25 COFFEE BREAK Jarvis Foyer
16.25 - 17.15 AFTERNOON SESSION 3: The Power of Small Workshop Florence Hall
   Tom Taylor, Founder and Principal of dashdot

17.15 - 17.40 REFRESHMENTS BREAK Jarvis Foyer
17.40 - 18.00 CLOSING SESSION: The Power of Small Takeaway Tactics Jarvis Hall
18.00 Speed-Mentoring Event Florence Hall

DAY 1 10.00 – 11.00 WELCOME AND KEYNOTES

10.00 Welcome
   Jane Duncan RIBA Immediate Past President @JaneDuncan41
   The Principal and founder of Jane Duncan Architects + Interiors, Jane heads up an award-winning practice of 16 architects and interior designers in Buckinghamshire. The studio undertakes a mixture of high-end residential, sports and leisure projects, as well as working in the commercial and community sectors. Trained at the Bartlett UCL, Jane set up in practice almost immediately after qualifying. She was RIBA Vice President Practice and Profession for 6 years and then RIBA Equality and Diversity Champion (2013–15), before becoming RIBA President (September 2015–17). She is also a local community revitalisation champion, Jane mentors and gives careers guidance to local school pupils.

   Introduction
   David Miller Creative Director @GuerrillaTactics2017
   Guerrilla Tactics 2017
   David Miller is Founder and Principal of David Miller Architects (DMA), a typical small practice with a team of 20 working in the educational and housing sectors. It places a strong emphasis on marrying up design and delivery excellence. David has an expert knowledge of BIM in practice. Previous to founding DMA, David worked for Norman Foster and Santiago Calatrava, and was an Associate Director at Future Systems. Trained on BIM in practice, he is particularly interested in how computer modelling can enhance building design. He speaks internationally on BIM in practice. Previous to founding DMA, David worked for Norman Foster and Santiago Calatrava, and was an Associate Director at Future Systems, where he was project architect on the Stirling Prize-winning Lords’ Maths Centre. This year DMA have completed the refurbishment of the Media Centre.

10.15 Keynotes
   Disruptive Design
   Sam Bernard Global Category Director for Dyson Professional @Dyson
   Responsible for the development and support of the hand dryer and lighting product ranges at Dyson. Sam Bernard reports directly to the Dyson board on all aspects of the category’s performance. Previously, he worked as Director of Product Development, leading a team of 250 engineers in the UK and Southeast Asia to define, deliver and support the range of corded vacuum cleaners. He also developed Dyson’s research team with an internal group of 100 multi-disciplinary engineers and scientists and external partners at UK and international universities. Sam trained as a mechanical engineer at Southampton University. Before joining Dyson, he designed large fabrications for the Astute Submarines at Babcock; co-ordinate measurement machines at Renishaw; and kitesurfing equipment with a sports company.

   Nudging
   Dr David Halpern
   Chief Executive and Board Director at the Behavioural Insights Team @B_L_Tweets
   David Halpern has led the Behavioural Insights Team or ‘Nudge Unit’ at the Cabinet Office since its inception in 2010. Prior to that, David was the founding Director of the Institute for Government and between 2001 and 2007 was the Chief Analyst at the Prime Minister’s Strategy Unit. Before entering government, David held tenure at Cambridge and posts at Oxford and Harvard. He has written several books and papers on areas relating to behavioural insights and wellbeing, including Speed Capital (2005) and the Hidden Wealth of Nations (2010). He is also co-author of the MINDSPACE report. David has recently written a book about the team entitled Inside the Nudge Unit: How Small Changes Can Make a Big Difference.

11.00 COFFEE BREAK
MORNING SESSION 1: Our Approach to Change

As architects are operating in an increasingly disruptive environment, in terms of both technological change and the economic and political climate, they need to embrace their agility and realise the full potential of their size and creative and technical arsenal. If they can be lightfooted, smaller practices can have a unique competitive advantage over bigger organisations weighed down by processes and drawn-out decision-making.

This session will feature architects – Nanne de Ru, Sarah Castle and Darren Bray – who all have interesting stories to tell about how they have made changes to the way they do things in their practice. These will build on the keynotes by Sam Bernard of Dyson and Will Mawson and David Ayre – who direct practices that differ in scale, organisation and location. They will highlight what business tactics have worked and not worked for them.

Sarah Castle
Director and Co-Founder of IF, DO
@saracassl

In 2014, Sarah co-founded South London-based IF, DO with Thomas Bryans and Al Scott. An RIBA chartered architecture and design practice, it is dedicated to creating projects with a positive impact on users, the environment and the surrounding community. The practice won the first design competition for a pavilion at the Dulwich Picture Gallery, part of the 2017 London Festival of Architecture, and was recently named as one of the top 20 ‘promising practices from around the world’ by Wallpaper (July 2017). Having graduated from the University of Edinburgh, Sarah worked on a number of highly respected architecture practices in the US and Europe. Sarah is a chapter leader for Urbanistas, a women-led network devoted to supporting and encouraging women working in the built environment.

Darren Bray
Technical Director of PAD Studio
@DBrayArchi

Having graduated from Portsmouth School of Architecture in 1998, Darren Bray worked with Architecture PLB and Re Format Architects before joining PAD Studio (then Perring Architecture and Design) in 2007. He has extensive experience in private practice coordinating a broad range of projects, including community and educational projects as well as a series of award-winning private houses.

As a project director, he has just overseen the delivery of the new Southsea Community Tennis Pavilion at the University of Portsmouth. He is a member of the RIBA Equality and Diversity Committee – Architects for Change. He has been recognised as an RIBA Role Model.

Nanne de Ru
Founding Partner of the Powerhouse Company
@Powerhouse_Co

In 2005, Nanne de Ru co-founded the Powerhouse Company in Rotterdam with Charles Bessard. Since 2016, when Bessard left to form a new studio, Nanne de Ru has run the practice with partners Stijn Kemper, Stefan Pirus and Paul Stavert. Powerhouse Company is a full-service architecture, interior architecture and product design company, which works on a wide range of projects at different scales. It has offices in Rotterdam, Beijing, Oslo and Munich. After studying at the Berlage Institute in Rotterdam, Nanne joined AMD, the research side of Rem Koolhaas’ OMA, from 2002 to 2004. Her work and articles have been published internationally. She has taught in a number of schools across Europe, including Aarhus University, the Royal Danish Academy of Fine Arts in Copenhagen, TU Delft and the Rotterdam Academy of Architecture. From 2012 to 2016, Nanne de Ru was the Director of The Berlage at TU Delft. Her work has been exhibited in the Guggenheim Museum and the Cooper Hewitt Museum in New York and the MAOII Museum in Rome.

Tactics for Improved Business Performance

Michael Holmes
Director of Michael Holmes Consulting

Michael Holmes has nearly thirty years’ experience in the financial management of professional services firms originally in the engineering services sector, and more recently in architecture. Michael has experience at all levels up to Group Finance Director; he was Finance Director at Grimshaw Architects for seventeen years. Michael now specialises in providing consulting services to SMEs, advising them on how to run their businesses more profitably and how to create a better cash flow. He has managed many different practice workshops and seminars across the UK and beyond. Michael has been an invited speaker at RIBA Practice Network events and at a number of RIBA Small Practice Group events. He has also been an invited speaker at the RIBA Small Practice Group’s Business Clinic. Michael is currently writing a practice management book.

Designing your Business: Panel Discussion chaired by Michael Holmes

David Ayre
Director of Ayre Chamberlain Gaunt
@ACGarchitects


To register your interest in attending, please email info@ribagj.org.uk. This two-day event will focus on modernising and improving the business of architecture, and features over 25 speakers and 15 case studies.

For further information about this event, please visit: architecture.com/GuerrillaTactics2017
DAY 1 14.00 – 14.45
AFTERNOON SESSION 1: Top Ten Tactics PechaKucha

Featuring 10 architects this quick-fire presentation will enable you to learn from other small practitioners’ canny tactics – whether it is the benefits of a particular app, tracking software, management system or creating an annual installation. Each presenter will be given 3 minutes and 20 seconds and 10 slides to reveal their top tip.

Featuring architects will include: Hugo Bass of Recraft, Chris Bryant of alma-nac, Cassion Castle of Cassion Castle Architects, Stuart Earcock of ECE Architecture, Barbara Kaucky of erect architecture, Anna Liu of TenTen Liu, Tomas Millar of Millar + Howard Workshop, Su Stringfellow of Mann Stringfellow and Annabelle Tugby of Annabelle Tugby Architects.

DAY 1 14.45 – 16.00
AFTERNOON SESSION 2: The Power of Innovation

Most often, small practice is the place where the new is born. More agile and in control of its own destiny than large practice, small practice is free to anticipate change and innovate. In his introduction to this session, Indy Johar provides a call for arms, highlighting the massive economic, political, social and regulatory changes and challenges that are on their way, and how light-footed practitioners are best set to meet them.

This session will spotlight three architects, who are working in innovative ways, expanding the scope of their services beyond the conventional designer role. They all share a savvy approach to technology – whether it’s employing offsite manufacturing, fabrication or VR – to gain additional business and expand their offer to clients. Will Wimshurst will be talking about his practice’s expertise in offsite and DIMA; Arthur Mamou-Mani about his work with rapid prototyping, scripting and 3D printing; and Tomas Millar about his practice’s highly innovative customer-focused approach.

Indy Johar
Co-founder of OD @indy_johar

Indy Johar is a trained and registered architect. Over the course of the last 15 years, he has co-founded and established an RIBA London Building of the Year award-winning architectural practice, Architecture 00. Tom has co-founded multiple social start-up accelerators and impact hubs in the UK, while supporting the development of open-source manufacturing ventures in London – from Open Desk to Wikihouse – and most recently Dark Matter Laboratories. Indy is an active Inclusive Growth Commissioner for the RSA, supporting their newly launched policy guidance to cities across the world, along with being an Advisor on the Anti-Poverty Commission for the JRF and Young Foundation Senior Innovation Associate. Indy is also a Fellow of the RSA, UNDP Innovation Facility Advisory Board Member and RIBA Council Member. He was a member of the Mayor of London’s SME Working Group and has most recently been appointed a member of the Mayor of London’s Good Growth By Design panel. Indy has taught and lectured at various institutions, including the University of Bath, TUD Berlin, Architectural Association, University College London and Princeton. He has also written for a variety of national and international publications on the future of design, system change and social investment.

Will Wimshurst
Founding Director of Wimshurst Pellenti @WimsFell

In 2013, Will Wimshurst set up London-based Wimshurst Pellenti with Leonardo Pellenti, a colleague from Rogers Stirk Harbour + Partners [RSHP]. Will gained a wide range of experience at RSHP, where he was an Associate and the project architect for the Stirling prize-winning Maggie’s Centre in Hammersmith. Wimshurst Pellenti has distinguished itself with an approach that integrates: research and development with the use of innovative materials; a willingness to view problems from all angles; and a desire to deliver positive social impact. The practice is currently designing two 30-home schemes for Richmond Housing Partnership (RHP), which is prototyping Legal&General’s modular offsite construction system. Will is on design review panels in Wandsworth and Hammersmith and Fulham for large-scale projects in the area.

Arthur Mamou-Mani
Director of Mamou-Mani Architects @Mamou_Man

Specialising in innovative digitally designed and fabricated architecture, Arthur Mamou-Mani is a lecturer at the University of Westminster. He also owns the digital fabrication laboratory FabPo, which allows people to experiment with large 3D Printers and Laser Cutters. He is a fellow of the The Royal Society for the Encouragement of Arts, Manufactures and Commerce. In 2016, his Wooden Wave project, which was installed in Buro Happold Engineering’s London office, was a Gold Winner of the 2016 American Architecture Prize. Arthur has given numerous talks internationally, including the TedxBlackRockCity conference in the USA. Mamou-Mani’s clients include: ARUF, Buro Happold Engineering, Karen Millen Fashion, The Burning Man Festival, Food Ink and Imagination Ltd. Prior to founding Mamou-Mani in 2011, Arthur worked with Atelier Jean Nouvel, Zaha Hadid Architects and Proctor & Matthews Architects.

DAY 1 16.25 – 17.15
AFTERNOON SESSION 3: Workshop and closing session

16.25
The Power of Small Workshop

Putting ideas into action is easier said than done when you return to your desk in a busy studio. In a dynamic workshop session, delivered by the highly experienced trainer and convener Tom Taylor of dashdot, delegates will be encouraged to capture many of the ideas from the day and consolidate them into a plan of action. Individuals will work in groups and draw their own action plan for incremental change plotted against time, enabling them to take away with them a diagrammatic business plan.

Tom Taylor
Founder and Principal of dashdot

An award-winning, manager of projects, advisor and consultant, with over 30 years of experience in project management, Tom Taylor is a joint founder and retained adviser of Buro Four, a highly regarded project management consultancy. In 2005, he set up dashdot to provide a flexible range of management services and training products to the property and construction industry. Tom is an experienced speaker, chair, trainer, facilitator and broadcaster, as well as a prolific author and publisher with an active take on business and management issues. He is the former chairman, immediate past President, vice President and Honorary Fellow of the Association for Project Management.

17.15
REFRESHMENTS BREAK

17.40 – 18.00
CLOSING SESSION

The Power of Small Takeaway Tactics

In a concluding wrap up, Creative Director David Miller reflects on the top takeaways of the day, drawing on insights from speakers and the PechaKucha as well as the diagrammatic business plans, produced during the workshop session.
Delegates have the opportunity to meet a series of inspirational architects, business mentors and other industry experts, who will be on hand to offer quick-fire advice on their business or professional development needs.

Mentors and mentees will be pre-matched. Spaces are limited so delegates must pre-book to attend as a mentee at no additional charge.

THE MENTORS ARE:

**Delegates have the opportunity to meet a series of inspirational architects, business mentors and other industry experts, who will be on hand to offer quick-fire advice on their business or professional development needs.**

**THE MENTORS ARE:**

John Assael, Founder and Chairman
www.assael.co.uk

David Ayre
ACG Architects, Director
www.acarchitects.co.uk

Juliet Bidgood
Neat Design, Urban Design Architect
www.julietbidgood.com

Darren Bray
PAD Studio, Technical Director
www.padstudio.co.uk

Richard Brindley
R Brindley Consult Ltd, Director
www.rbrindley.com

Ruth Butler
Ruthe Butler Architects, Partner
www.ruthebutlerarchitects.co.uk

Cassion Castle
Cassion Castle Architects, Founder and Owner
www.cassioncastles.com

Sarah Castle
IF_DO, Director and Co-Founder
www.ifdo.co.uk

Xavier De Kestelier
Hassell Studio, Principal Director
www.hassellstudio.com

Donald Farquharson
Chelmsford County Council, Head of Property
www.chelmsford.gov.uk

Jane Duncan
RIBA, Immediate Past President
Fergus Feilden
Feilden Fowles Architects, Co-Founder and Director
www.feildenfowles.co.uk

Tom Goodall
Argent LLP, Senior Projects Director
www.argentllp.co.uk

David Green
Perkins+Will, Principal
www.perkinswill.com

Chris Hampson
Hampson Williams, Founder and Director
www.hampsonwilliams.com

Hamil Kara
AKT II, Structural Engineer, Co-Founder and Director
www.akt-uk.com

Danni Kerr
Superhistory, Principal Architect
www.superhistory.co.uk

Antony Kingston
DMF Property Group, Chief Executive
www.dmfpropertygroup.co.uk

David Kohn
David Kohn Architects, Founder and Director
www.davidkohn.co.uk

Kristina Lanz Accarete
atelier EURA, Co-Founder and Director
www.ateliereuran.org

Richard Lavington
Maccreanor Lavington, Founder and Director
www.maccreanorlavington.com

Daniel Leon
Square Feet Architects, Owner
www.squarefeetarchitects.co.uk

Helen Logan
Allies and Morrison, Partner
www.alliesandmorrison.com

John Long
Igloo, Development Director
www.igloogroup.net

Arthur Manou-Mani
Mamou-Mani Ltd Architects, Director
www.mamou-mani.com

Will Mawson
Mawson Kerr, Director and Architect
www.mawsonkerr.co.uk

Daniel May
First Base, Head of Design
www.firstbase.com

Mark Middleton
Grimsbrow Architects, Managing Partner
www.grimsbrowglobal.com

Tomas Millar
Tomas Millar + Howard Workshop, Founding Director
www.rhworkshop.co.uk

Aiza Mirza
Mirza and Nacey Research, Co-Founder and Director
www.mirza-nacey.com

Peter Morris
Alford Hall Monaghan Morris, Co-Founder and Managing Director
www.ahmm.co.uk

Angus Morrogh-Ryan
De Matos Ryan, Co-Founder and Director
www.dematoryanjn.co.uk

Karen Mosley
HLM Architects, Director
www.hlmarchitects.com

Neil Murphy
TOWN, Co-Founder and Director
www.weretown.co.uk

Clare Nash
Clare Nash Architecture Ltd, Founding Director
www.clarenasharchitecture.co.uk

Virginia Newman
KSR Architects LLP, Practice Director
www.ksrarchitects.com

Femi Oresanya
HOK, Vice President
www.hok.com

Nigel Oxtine
Hawkins\Brown, Project Delivery Director
www.hawkinsbrown.com

Sarah Park
Holistic, Associate Director
www.holisticgroup.co.uk

Rowan Parnell
Architecture Initiative, Operations Director
www.architectureinitiative.com

Keith Rodwell
Regents Street, Founding Director
www.regentsstreetarch.com

Danni Kerr
Superhistory, Urban Design Architect
www.suprhistory.co.uk

David Kohn
David Kohn Architects, Founder and Director
www.davidkohn.co.uk

Sarah Park
Argent LLP, Senior Projects Director
www.argentllp.co.uk

Take a seat and learn from a series of inspirational architects, business mentors and other industry experts, who will be on hand to offer quick-fire advice on your business or professional development needs.
GUERRILLA TACTICS
CPD DAY

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>09.30 - 10.00</td>
<td>REGISTRATION AND COFFEE</td>
<td>Jarvis Foyer, Lower Ground Floor</td>
</tr>
<tr>
<td>10.00 - 11.00</td>
<td>MORNING SESSION 1: PLENARY</td>
<td>Jarvis Hall</td>
</tr>
<tr>
<td></td>
<td>Sustaining Client Satisfaction:</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Continuous Learning on Projects</td>
<td></td>
</tr>
<tr>
<td>11.00 - 11.30</td>
<td>COFFEE BREAK</td>
<td>Jarvis Foyer</td>
</tr>
<tr>
<td>11.30 - 12.30</td>
<td>MORNING SESSION 2</td>
<td></td>
</tr>
<tr>
<td>12.30 - 13.30</td>
<td>LUNCH</td>
<td>Florence Hall</td>
</tr>
<tr>
<td>13.30 - 14.30</td>
<td>AFTERNOON SESSION 1</td>
<td></td>
</tr>
<tr>
<td>14.35 - 15.35</td>
<td>AFTERNOON SESSION 2</td>
<td></td>
</tr>
<tr>
<td>15.35 - 16.00</td>
<td>COFFEE BREAK</td>
<td>Florence Hall</td>
</tr>
<tr>
<td>16.00 - 17.00</td>
<td>AFTERNOON SESSION 3</td>
<td></td>
</tr>
</tbody>
</table>

The room allocation of the individual morning and afternoon sessions is indicated on the following pages below the summary for each seminar.
MORNING SESSION 1: PLENIARY

Sustaining Client Satisfaction: Continuous Learning on Projects
Keith Williams (chair) and panel
Keith Williams Architects
RIBA Core Curriculum: Business, clients and services
The 2016 RIBA Working with Architects Client Survey highlighted that clients need to be more convinced that architects can add value. In order to develop valuable longstanding client relationships, architects need to be better at following up with clients – actively learning and reflecting on each project – and develop management skills that are as impressive as their design and technical skills.

The plenary session for Guerrilla Tactics CPD will pick up on the learning theme of the conference day by highlighting how a mindset of continuous learning and improvement can be beneficial to client relationships with rich rewards for practices.

Two pairings of clients and their architects will discuss how they have actively learnt together from projects and the emphasis they have put on effective management processes.

Panellists include: Benjamin Lesser of Derwent London and architect Steve Taylor of AHMM, a representative from Willmott Dixon, and Jane Briginshaw, architect / client adviser of Jane Briginshaw Associates, formerly with HCA.

Jarvis Hall, Lower Ground Floor

MORNING SESSION 2:

How to become the Principal Designer – and get paid for it!
Paul Bussey
Alford Hall Monaghan Morris
RIBA Core Curriculum: Health, safety and wellbeing @AHMMArchitects
CDM 2015 expects the designers in control of the pre-construction phase to also coordinate health and safety integration into the overall design. Most architects, acting as designers under CDM do this as a normal day-to-day process, but sometimes without realising it, and usually without being paid. Attend this session and you will witness a live CDM Review. Learn how to produce pre-construction information and earn additional fees.

Jarvis Hall, Lower Ground Floor

‘Dopamine Junkie’: How positive psychology can transform creative environments
Del Hossain
Adrem Group
RIBA Core Curriculum: Health, safety and wellbeing @delhossain
The creative designer is trained to enhance physical environments, but does this make them equipped to be a transformational leader or enhance the wellbeing of their staff and their business? Drawing form the original research from his forthcoming book, Del Hossain discusses how to transform one’s creative environments, through the use of positive psychology, and its effect on the mindset and wellbeing. This workshop will give you the tools to rewire your office without even drawing a line.

Wren Room, 6th Floor

Getting Paid – how to secure payment of your professional fees
Robert Stevenson
Berrymans Lace Mawer Solicitors (BLM)
RIBA Core Curriculum: Business, clients and services @BLM_Law
How do you set up appointments with clients to maximise the chances that they will pay what is due? This session covers different scenarios in which non-payment of fees might arise and the options for enforcing payment, including adjudication. These are reviewed, as are the scenarios where there is no formal appointment in place or there is a dispute as to the terms that have been concluded.

Lasdon Room, 5th Floor

Applying Effective Energy Modelling in Practice
Sonja Dragojlovic-Oliveira, Elena Marco, Robert Prewett and Craig Robertson
University of West England and AHMM
RIBA Core Curriculum: Sustainable Architecture @uwearch and @AHMMArchitects
In an increasingly competitive design environment with growing energy design targets, there is a recognised need for architects to develop energy analysis and modelling skills.

This workshop seminar combines the latest international research with guidance on the available software, highlighting the advantages of each type. This is combined with practical examples of UK case studies, illustrating how energy analysis and modelling techniques can be best applied in practice.

Stirling Room, 4th Floor

The Whys and Wherefores of becoming an RIBA Client Adviser: adding an accredited consultancy service to your business
Ruth Butler and Nigel Maynard
Ruth Butler Architects and Mace Group
RIBA Core Curriculum: Business, clients and services @RuthButlerRIBA and @MaceGroup
Come and find out the what, why and how of becoming an accredited RIBA Client Adviser. What does the role entail and what are the core skills required? Why might the additional consultancy role benefit your practice? How might it enable you to get paid for stage 0 and potentially 7? Not only furthering the profitability of your business, but also allowing you to demonstrate expertise and develop a deeper understanding of your client base.

Hawksmoor Room, 6th Floor
AFTERNOON SESSION 1:

Establishing and Supporting an Ethical Supply Chain
Shamir Ghumra (chair) and panel
BRE (Building Research Establishment)
RIBA Core Curriculum: Architecture for social purpose
@RIBA_ethical_practice, @BRE_Group and @UK_Glaa

What are the key challenges and opportunities that present themselves to the architectural profession when establishing, supporting and promoting an ethical supply chain? This panel discussion will focus on the core components of an ethical supply chain, people, materials and processes. How far should the ethical responsibilities of architects extend within the supply chain? How far has the profession progressed and what are the crucial next steps?

Panelists are: Darryl Dixon, Director of Strategy for the UK Gangmasters and Labour Abuse Authority (GLAA); Simon Foxell, expert author, Principal of The Architects Practice and member, The Edge; and Sumita Singha, Director of Ecologic Architects.

Jarvis Hall, Lower Ground Floor

How to Switch on your Business Savvy Gene
Parag Prasad
London Business Coaching
RIBA Core Curriculum: Business, clients and services @ParagPrasad

How can you up your game and make your business more profitable? Parag Prasad, MD of London Business Coaching and a certified ActionCOACH business coach, highlights the shift in mindset required to achieve more positive financial results. Experience in the delivery of business coaching to architects, Parag will share proven strategies that have helped more than 30 practices to improve commercial performance by winning and retaining not only more clients, but more profitable clients.

Wren Room, 6th Floor

The Essentials of Making Successful Planning Applications in Today’s Planning World
Colin Haylock
Haylock Planning and Design, UCL, Newcastle University, Old Oak and Park Royal Development Corporation and Spence and Dower LLP
RIBA Core Curriculum: Places, planning and communities @NewcastleUniAPL

Making planning applications to overstretched local authorities in a world dominated by reference to the NPPF feels like an increasingly daunting and uncertain activity. Drawing on substantial experience from both applicant and Local Planning Authority perspectives, this session suggests tactics and practical steps to help towards securing early validation of applications and, hopefully, early and successful outcomes.

Lasdon Room, 5th Floor

Offsite Construction: what are the implications for architects?
Ian Heptonstall
Offsite Management School
RIBA Core Curriculum: Design, construction and technology @offsiteschool

The Farmer Review – “Modestone or Del” – and the UK Construction Strategy both call for a fundamental change in the way that we construct our homes, buildings and infrastructure. For architects, whether in large or small practice, it is now essential that they get up to speed with offsite construction techniques. This session will describe the different levels of offsite. In doing so, it will provide a straightforward tool for assessing the offsite strategies and solutions you should explore based on project and client drivers. Projects will be featured that highlight the benefits of offsite techniques.

Stirling Room, 4th Floor

Managing a very small Practice: financial management, office management, people management
Marianne Davys
Marianne Davys Architects Ltd
RIBA Core Curriculum: Business, clients and services @offsiteconstruction

For many architects running their own practice, the same appeal for chefs of owning their own restaurant. It is equally as challenging. The demands for very small practices are multiple, as individuals are required to have the skills and capacity to take on all the functions of a larger practice – whether it is client meetings, fee calculation, marketing, or administration. Marianne Davys, Director of Davys Architects and author of Small Practice and the Sole Practitioner (RIBA Publishing, October 2017), will highlight in this session how a small practice can be run successfully and profitably. It all comes down to good management, astute and diligent management of finances, overheads and resources.

Wren Room, 6th Floor

AFTERNOON SESSION 2:

Achieving ethical practice
Steve Kenzce (chair) and panel
UN Global Compact Network UK
RIBA Core Curriculum: Architecture for social purpose @RIBA_ethical_practice, @globalcompactUK, @RedDeerLtd and @ForensicArch

What does a sustainable and ethical practice look like? By referencing the United Nations Sustainable Development Goals and broader ethical considerations, a panel discussion explores how the architectural profession can embrace an ethical approach to practice. The key drivers for the profession are highlighted by outlining how sustainable and ethical practice can be beneficial for business and staff retention. The key challenges are also signposted, as well as architects’ pivotal position in the construction industry as potential advocates for ethical practice.

The panel is chaired by Steve Kenzce, Executive Director at UN Global Compact Network UK. Panelists include: Laura Mazzone, Managing Partner at Farrells, Lionel Real De Azúa, Director at Red Deer and Francesco Sebregondi, Research Fellow at Forensic Architecture.

Lasdon Room, 5th Floor

Getting to Grips with Marketing your Practice
Stephen O’Reilly
Loud Marketing
RIBA Core Curriculum: Business, clients and services @LoudMarketing

The generation of new business cannot rely on repeat work and referrals alone; it requires a proactive and strategic approach to promoting your practice. But where do you start? In this seminar, a selection of digital, social media, and online marketing activities are demystified and it is demonstrated how practices of all sizes can apply them to meet their goals. The session will look at websites, social media, press, events, content marketing and brand identity, highlighting what works and why.

Wren Room, 6th Floor

Navigating Procurement: confronting the opportunities and challenges of public procurement regulations
Fin Garvey
RIBA Core Curriculum: Procurements and contracts

The introduction of revised Public Procurement Regulations in 2016 heralded new opportunities for architects with the promise of greater and more equitable access. Once implemented, though, a new array of challenges were thrown up for architects. Since then, Brexit has introduced a further level of uncertainty. How will procurement be handled when the UK is released from its obligations to EU directives? This session will consider how the current regime is operating and where the opportunities might lie for architects, while also exploring risk-limitation strategies for potential future scenarios.

Lasdon Room, 5th Floor

Twice as Fast is Twice as Big: gain a competitive edge by using tools not in the arsenal
David Flynn and Mark Thorley
designtech
RIBA Core Curriculum: Design, construction and technology @designtech_UK

Use your flexibility and efficiency to give you a competitive edge. This session will highlight how coding and custom-design tools can provide the means of delivering the work of much larger practices and compete for the bigger prizes. It will be demonstrated how a small nimble design consultant is able to contribute to some of the world’s most complex projects and share some of the tools used to do it.

Stirling Room, 4th Floor

Professional Pitfalls: contracts, indemnities and implied obligations
Indu Ramaswamy
Allies and Morrison
RIBA Core Curriculum: Procurements and contracts @alliesandmorrison

An introduction to the common traps that we tend to fall into as a profession, such as entering into contracts that impose strict obligations and indemnities. What are the risks to your practice and Professional Indemnity insurance? How do you set about addressing them? This session will also highlight the importance of an awareness of the added implied obligations imposed by case law, such as an ongoing duty to review designs and duties to warn.

Hawksmoor Room, 6th Floor
Learning to Lead through Mentoring
Danna Walker
Built by Us
RIBA Core Curriculum: Business, clients and services
@builtbyusUK @walker_danna

Mentoring is a proven approach that is rich in learning and development opportunities for mentee and mentor alike. It puts a learner-led emphasis on exchanging knowledge, which is highly beneficial to businesses. It enables leadership skills, increases retention, promotion rates and employee satisfaction. Join this session to find out how you can leverage the power of mentoring in your business, whether you are a sole practitioner or SME.

Jarvis Hall, Lower Ground Floor

Anticipating electronic threats within the built environment – and how to mitigate them
Nathan Jones
Turner and Townsend
RIBA Core Curriculum: Design, construction and technology
@nathan305

The UK is under increasing threat of electronic attack. Everything is becoming connected digitally, including our ‘spaces and places’, which makes them increasingly vulnerable and susceptible. This session will highlight how architects and design teams are often in possession of powerful and valuable information, which requires protection from commercial competitors, as well as more kinetic types of threats from criminals and terrorists.

Stirling Room, 4th Floor

Applying the ICOMOS guidelines when working on Listed Buildings: the key to success
Nick Lee Evans
Lee Evans Partnership LLP
RIBA Core Curriculum: Conservation and heritage
@LeeEvansArch

The ICOMOS (International Council on Monuments and Sites) guidelines are a globally recognised code of practice adopted by accredited conservation architects and Conservation Officers. Understanding and following the guidelines will help you make successful Listed Building Applications; adhering to them is an essential prerequisite for anyone wanting to be-come an accredited Conservation Architect. This talk provides a guide to their application in practice. It is the ideal introduction to anyone thinking of becoming an RIBA Accredited Conservation Architect.

Lasdun Room, 5th Floor

Handling complaints, disputes and dispute resolution
Mark Klimt and Robert Stokell
DWF LLP and Crown Office Chambers
RIBA Core Curriculum: Legal, regulatory and statutory compliance
@dwf_llp; @crownofficechambers

A session of two halves: this talk firstly highlights the measures your practice can take to avoid disputes, keeping out of court and out of ARB and RIBA professional conduct hearings; secondly it flags up what to do if significant issues arise on projects and what the alternative dispute resolution options are available, particularly Adjudication.

An expert in professional indemnity, Mark Klimt is a Partner at DWF LLP; Robert Stovell is a barrister at Crown Office Chambers, specialising in substantial construction and engineering disputes, insurance-related advice and litigation, product liability, professional negligence and property damage.

Hawksmoor Room, 6th Floor