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### **Architectural And Engineering Salesmanship**

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### **Architectural and engineering salesmanship (Book, 1978**

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Architecture and engineering sales are unlike any other kind of selling. While referrals, repeat business, and responding to RFPs used to be enough to sustain firm growth, business development is fundamentally changing. No industry has experienced more change than AEC.

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The practice of architecture is defined in section 7301 of the Education Law, and the practice of engineering is defined in section 7201 of the Education Law. However, when a licensed architect or engineer performs interior decorating or design services that don't constitute architecture or engineering, those services are taxable.

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Architecture and Engineering Save Table (XLS/CSV) Sort by: Code Occupation ; 17-3021.00: Aerospace Engineering and Operations Technicians: 17-2011.00: Aerospace Engineers Green: 17-2021.00: Agricultural Engineers: 17-1011.00: Architects, Except Landscape and Naval Bright Outlook 17-3011.00:

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## **Architecture and Engineering Occupations**

Coordination between the architectural work and engineering work and other involved consultants for the project. When specialty consultants are used, additional coordination beyond basic services may be required and negotiated for appropriate phases of the work. Document Checking Review and coordination of project documents. Consulting

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Employment of architecture and engineering occupations is projected to grow 4 percent from 2018 to 2028, about as fast as the average for all occupations. About 113,300 new jobs are projected to be added. Most of the projected job growth in this group is in the engineer occupations, as their services will be in demand in various areas such as ...

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