



## Business Wisdom: Handbook and Guide for Civil Engineers and Architects (Paperback)

By Elie Antoine Sehnaoui

New Generation Publishing, United States, 2003. Paperback. Book Condition: New. 200 x 126 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*. We weren't told about this at College! How often do you hear these words when newly qualified professionals go out into the world and actually start doing business? This excellent guide tells students what to do and what to avoid as building practitioners: looking at real estate, contracts, tendering, checks and quantities, estimates and costing, PR and languages, and the delicate subject of commission . Here the author, a respected Civil Engineer from the Lebanon, has golden advice - and some amusing anecdotes! Read his handbook, follow his recommendations, and put the cash you save in your bank account. Elie Sehnaoui, a Loughborough University and MIT-trained engineer, has written a fascinating and useful primer for young engineers and architects, as they prepare to launch their professional careers. He distills his long business experience working in Africa, the Middle East and Europe into a series of short chapters on contracts, public relations, project financing, real estate development, and engineering law. Sehnaoui's most powerful and salient piece of advice is that, in spite of the...

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