

aecKnowledge Continuing Education Curriculum

DISTILLED, RELEVANT AND PRACTICAL KNOWLEDGE
100% PEER-REVIEWED AND FREE OF COMMERCIAL CONTENT



aecKnowledge provides firms with a new tool for gaining critical knowledge and advanced training for their most valuable asset—their staff. Firms benefit by acquiring new skills and broadening their knowledge base, thereby improving productivity and enabling them to expand their offerings to clients. With **aecKnowledge** curricula, firms can now share distilled, practical and unique knowledge with their staff in a convenient, cost-effective manner.

aecKnowledge on-line courses:

- ✓ Provide **CRITICAL KNOWLEDGE** and **INSPIRATION**
- ✓ **LEVERAGE** your firm's professional development budget
- ✓ Offer staff **CONVENIENT ACCESS** to **TOP THOUGHT LEADERS**
- ✓ Deliver **PRACTICAL, RELEVANT KNOWLEDGE** not available elsewhere on-line

aecKnowledge draws on the country's top thought-leaders to offer content that addresses the day-to-day issues of practice. With an editorial board of 26 experts, we work hard to ensure the knowledge delivered is current and concise. Our curriculum spans a dozen knowledge areas and covers topics not readily found elsewhere in the on-line space.

aecKnowledge gives firm leaders the means to acquire critical knowledge and design inspiration, and to provide the benefit of advanced training to their professional staff. No nonsense, no filler.

aecKnowledge curricula offer:

- Courses that **inspire**
- Courses that **teach** leadership skills
- Courses that **protect** you from costly mistakes
- Courses that **help** you run your business better
- Courses that **update** you with innovative sustainable design strategies
- Courses that **inform** you of the latest standards and codes

Our continuing education courses are co-produced and made possible by our valued knowledge partners:



DESIGN CURRICULUM

Courses that inspire

Featuring some of our industries' top designers, these courses will inspire, engage and teach viewers about innovative design solutions utilizing form, materials, light, color, landscape, sound and building systems. From small details to large, urban solutions, these courses illustrate unique ways to transform our built environment.

- AIACC Monterey Design Conference: Dr. Dickson Despommier – “The Vertical Farm” (1.0 AIA/CES – HSW/SD)
- AIACC Monterey Design Conference: Jeanne Gang, FAIA – “Fish, Sticks, Birds and Bricks” (1.0 AIA/CES – HSW/SD)
- AIACC Monterey Design Conference: Borja Ferrater – “Architecture and Geometry” (1.0 AIA/CES)
- AIACC Monterey Design Conference: Tom Kundig, FAIA – “Landscape Community and Craft” (1.0 AIA/CES)
- AIACC Monterey Design Conference: Michael Maltzan, FAIA – “No More Play” (1.0 AIA/CES)
- AIACC Monterey Design Conference: Brigitte Shim, Hon. FAIA – “Linking Light & Landscape” (1.0 AIA/CES – HSW/SD)
- AIACC Monterey Design Conference: Peter Walker, FASLA – “The 9/11 Memorial & Its Precedents” (1.0 AIA/CES)
- Master Architects: An Evening with Lorcan O'Herlihy, FAIA (1.0 AIA/CES)
- Historic Preservation of Modern Architecture, Theo Prudon, FAIA, by AIA New York (1.0 AIA/CES – HSW/SD)
- Design for Aging, Rich Rosen, AIA, by AIA New York (1.0 AIA/CES – HSW)

LEADERSHIP EFFECTIVENESS CURRICULUM (1)

Courses that teach leadership skills

This award-winning series by AIA Dallas delivers valuable and practical insights into leadership behaviors, interpersonal skills and problem-solving techniques that will elevate leadership effectiveness and advance one's career. Each course delivers a detailed examination of issues critical to leaders of all levels—understanding and shaping conflict management, developing high-performance and creative teams, encouraging productivity, fostering innovation, grooming the next generation of leaders—and positions individuals and firms to thrive amidst a challenging environment.

- Leadership 1: Influence and Effectiveness, by AIA Dallas (1.0 AIA/CES)
- Leadership 2: Performance Development, by AIA Dallas (1.0 AIA/CES)
- Leadership 3: Professional Competency, by AIA Dallas (1.0 AIA/CES)
- Leadership 4: Innovation and Problem-Solving, by AIA Dallas (1.0 AIA/CES)
- Leadership 5: Interdependency and Teams, by AIA Dallas (1.0 AIA/CES)
- Leadership 6: Conflict Redefined, by AIA Dallas (1.0 AIA/CES)

RISK MANAGEMENT CURRICULUM

Courses that protect you from costly mistakes

This 4-part series teaches principals, market sector champions, contract administrators and project managers how to better manage risk, negotiate stronger contracts, resolve disputes and secure payment more effectively. Through case studies, sample contract clauses and pointed advice, the courses cover the "dark side" of running a design or engineering firm, and provide critical information on how to avoid unnecessary risks and prevent occurrences that can threaten the livelihood of a firm.

- Minimizing Risk During Construction Administration (1.25 AIA/CES – HSW)
- Contract Language (1.0 AIA/CES – HSW)
- Arbitration vs. Litigation (1.0 AIA/CES – HSW)
- Risk Management Best Practices (1.0 AIA/CES)

(1) As the Leadership Effectiveness courses build on one another, this curriculum is available only as a series of all six courses.

PRACTICE MANAGEMENT CURRICULUM

Courses that build management skills

From starting, growing and operating a firm to deciding how to transition out of a firm, this targeted series provides an in-depth understanding of some of the most challenging facets of practice management. Viewers will gain clarity and be able to implement solutions to help them achieve their most pressing business and personal goals.

- Making Chaos Work for You (1.25 AIA/CES)
- Financial Management (1.25 AIA/CES)
- Firm Management: Times of Transition (1.25 AIA/CES)
- Social Media: Off-Road Marketing (1.0 AIA/CES)
- Marketing and Business Development (1.0 AIA/CES)
- Leadership and Ownership Transition Demystified (1.0 AIA/CES)

SUSTAINABLE DESIGN CURRICULUM

Courses that help designers stay current

Focused on achieving sustainable buildings, communities and urban environments, these courses provide advanced sustainability training and include case studies and practical knowledge that can be applied throughout all design and construction phases.

- Net Zero Energy and Future Challenges, by USGBC-NCC (1.0 GBCI, 1.0 AIA/CES – HSW/SD)
- Retrofitting Existing Buildings to Improve Energy Efficiency, by USGBC-NCC (1.0 GBCI, 1.0 AIA/CES – HSW/SD)
- Commissioning of Sustainable Buildings, by USGBC-NCC (1.0 GBCI, 1.0 AIA/CES – HSW/SD)
- Designing Net-Zero Buildings (1.0 AIA/CES – HSW/SD)
- CAL Green 101: An Overview, by AIACC (1.0 AIA/CES – HSW/SD)
- CAL Green 2010: Non-Residential Measures, by AIACC (1.0 AIA/CES – HSW/SD)
- CAL Green 2010: Residential Measures, by AIACC (1.0 AIA/CES – HSW/SD)
- Sustainable Affordable Housing, by AIA New York (1.0 AIA/CES – HSW/SD)
- Sustainable Development at the Bronx Zoo, by AIA New York (1.0 AIA/CES – HSW/SD)

CODES, STANDARDS AND GUIDELINES CURRICULUM

Courses that inform about the latest standards

From newly-mandated codes and standards to the latest guidelines in Active Design, these no-nonsense courses provide practical advice, resources and guidelines.

- Active Design 1, by AIA New York (1.0 AIA/CES – HSW)
- Active Design 2, by AIA New York (1.0 AIA/CES – HSW)
- CAL Green 101: An Overview, by AIACC (1.0 AIA/CES – HSW/SD)
- CAL Green 2010: Non-Residential Measures, by AIACC (1.0 AIA/CES – HSW/SD)
- CAL Green 2010: Residential Measures, by AIACC (1.0 AIA/CES – HSW/SD)

Curriculum Pricing and Logistics

aecKnowledge curricula are flexible to meet the needs of firms of various sizes, firms in different market sectors, and firms with differing levels of in-house expertise.

Three Ways to Purchase:

1. Purchase one or more complete curricula as presented above.
2. Purchase courses in bulk by choosing multiples of four courses (4, 8, 12, etc.) from any one curriculum.
3. Mix and match courses from different curricula, in multiples of four, to customize a curriculum according to your firm's needs.

For more information and group rates, call 415.383.7011 or email Janine@aecKnowledge.com. **

- (1) As the Leadership Effectiveness courses build on one another, this curriculum is available only as a series of all six courses.

aecKnowledge Online CE Course Curricula - Group Discounted Prices

Distilled, practical and commercial-free courses. No noise. No filler.

Act NOW to take advantage of these introductory prices!

Mix and Match Any 4 Courses from Any Curriculum **

Number of Viewers	Average Retail Price Per Course	Discounted Price Per Course	Retail Price ***	Group Discounted Price **	Percent Discount
Up to 20 people:	\$36	\$16.30	\$1,400	\$650	54%
21 - 35 people:	\$36	\$15.80	\$3,900	\$1,730	56%
36 - 50 people:	\$36	\$15.30	\$6,000	\$2,600	57%
51 - 100 people:	\$36	\$15.00	\$10,500	\$4,500	57%
101 - 200 people:	\$36	\$14.50	\$21,000	\$8,700	59%
201 - 500 people:	\$36	\$13.80	\$49,000	\$19,250	61%
Above 500 people:	(Call for Special Pricing Packages)				

Design Curriculum (10 courses) **

Number of Viewers	Average Retail Price Per Course	Discounted Price Per Course	Retail Price ***	Group Discounted Price **	Percent Discount
Up to 20 people:	\$35	\$12.00	\$3,500	\$1,200	66%
21 - 35 people:	\$35	\$11.50	\$9,500	\$3,160	67%
36 - 50 people:	\$35	\$11.20	\$14,700	\$4,800	67%
51 - 100 people:	\$35	\$11.00	\$25,900	\$8,300	68%
101 - 200 people:	\$35	\$10.50	\$51,800	\$15,750	70%
201 - 500 people:	\$35	\$10.00	\$120,800	\$35,000	71%
Above 500 people:	(Call for Special Pricing Packages)				

Leadership Effectiveness Curriculum (6 courses) **

Number of Viewers	Average Retail Price Per Course	Discounted Price Per Course	Retail Price ***	Group Discounted Price **	Percent Discount
Up to 20 people:	\$32	\$12.50	\$1,900	\$750	61%
21 - 35 people:	\$32	\$12.00	\$5,300	\$1,980	63%
36 - 50 people:	\$32	\$11.80	\$8,200	\$3,000	63%
51 - 100 people:	\$32	\$11.70	\$14,400	\$5,250	64%
101 - 200 people:	\$32	\$10.80	\$28,900	\$9,750	66%
201 - 500 people:	\$32	\$10.30	\$67,400	\$21,700	68%
Above 500 people:	(Call for Special Pricing Packages)				

* Applies to all curricula in multiples of 4 courses except for AIA Dallas Leadership Series, which is available only as a complete series of 6 courses.

** One year, unlimited viewing for the number of Viewers paid for.

*** Based on average of AIA and Non-AIA Member prices for middle of # Viewers range.

Note: To take advantage of these deep discounts, certain restrictions apply.

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Risk Management Curriculum (4 courses) **

Number of Viewers	Average Retail Price Per Course	Discounted Price Per Course	Retail Price **	Group Discounted Price *	Percent Discount
Up to 20 people:	\$43	\$16.30	\$1,700	\$650	62%
21 - 35 people:	\$43	\$15.80	\$4,700	\$1,730	63%
36 - 50 people:	\$43	\$15.50	\$7,200	\$2,600	64%
51 - 100 people:	\$43	\$15.00	\$12,800	\$4,500	65%
101 - 200 people:	\$43	\$14.50	\$25,500	\$8,700	66%
201 - 500 people:	\$43	\$13.80	\$59,500	\$19,250	68%
Above 500 people:	(Call for Special Pricing Packages)				

Practice Management Curriculum (6 courses) **

Number of Viewers	Average Retail Price Per Course	Discounted Price Per Course	Retail Price ***	Group Discounted Price **	Percent Discount
Up to 20 people:	\$38	\$16.70	\$2,300	\$1,000	57%
21 - 35 people:	\$38	\$15.80	\$6,300	\$2,600	59%
36 - 50 people:	\$38	\$15.30	\$9,800	\$3,900	60%
51 - 100 people:	\$38	\$15.00	\$17,300	\$6,750	61%
101 - 200 people:	\$38	\$14.20	\$34,500	\$12,750	63%
201 - 500 people:	\$38	\$13.30	\$80,500	\$28,000	65%
Above 500 people:	(Call for Special Pricing Packages)				

Sustainable Design Curriculum (9 courses) **

Number of Viewers	Average Retail Price Per Course	Discounted Price Per Course	Retail Price ***	Group Discounted Price **	% Discount
Up to 20 people:	\$36	\$13.90	\$3,200	\$1,250	61%
21 - 50 people:	\$36	\$13.30	\$8,900	\$3,300	63%
36 - 50 people:	\$36	\$12.90	\$13,700	\$4,900	64%
51 - 100 people:	\$36	\$12.80	\$24,200	\$8,625	64%
101 - 200 people:	\$36	\$12.20	\$48,400	\$16,500	66%
201 - 500 people:	\$36	\$11.70	\$112,900	\$36,750	67%
Above 500 people:	(Call for Special Pricing Packages)				

* Applies to all curricula in multiples of 4 courses except for AIA Dallas Leadership Series, which is available only as a complete series of 6 courses.

** One year, unlimited viewing for the number of Viewers paid for.

*** Based on average of AIA and Non-AIA Member prices for middle of # Viewers range.

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Codes, Standards and Guidelines Curriculum (5 courses) **

Number of Viewers	Average Retail Price Per Course	Discounted Price Per Course	Retail Price ***	Group Discounted Price **	% Discount
Up to 20 people:	\$36	\$13.30	\$1,800	\$800	56%
21 - 50 people:	\$36	\$12.50	\$5,000	\$2,100	58%
36 - 50 people:	\$36	\$12.50	\$7,700	\$3,200	58%
51 - 100 people:	\$36	\$11.70	\$13,500	\$5,250	61%
101 - 200 people:	\$36	\$11.00	\$27,000	\$9,900	63%
201 - 500 people:	\$36	\$10.80	\$63,000	\$22,750	64%
Above 500 people:	(Call for Special Pricing Packages)				

* Applies to all curricula in multiples of 4 courses except for AIA Dallas Leadership Series, which is available only as a complete series of 6 courses.

** One year, unlimited viewing for the number of Viewers paid for.

*** Based on average of AIA and Non-AIA Member prices for middle of # Viewers range.

Note: To take advantage of these deep discounts, certain restrictions apply.