

A'18

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Notes

**CODE**

FR204

**DATE & TIME**

Friday, June 22, 2018

7:30am - 9:00am (EDT)

Javits Center: Room 1A06

[W 35th Street & 11th Avenue, New York, NY 10001](http://maps.google.com/maps/?q=W%2035th%20Street%20%26%2011th%20Avenue%2C%20New%20York%2C%20NY%2010001)  (<http://maps.google.com/maps/?q=W%2035th%20Street%20%26%2011th%20Avenue%2C%20New%20York%2C%20NY%2010001>)

**DESCRIPTION**

When you think of international practice, you likely think of large firms like Gensler and HOK, or architects with household names like Rem and Bjarke. But there are plenty of small firms that have been able to break into the global market and find success with international work. How do they do it? In this moderated panel session, you'll hear from representatives of three small firms that are winning and executing projects internationally. You'll learn from their experiences regarding the risks and rewards of international work, marketing and winning projects, project delivery, and working across different cultures.

**HANDOUTS**[626664.pdf](#)**SPEAKERS**[David Croteau, AIA](#)

Speaker

[Flansburgh Architects](#)[Jenni Katajamaki, AIA](#)

Speaker

[Flansburgh Architects](#)



[Jinhee Park, AIA](#)

Speaker

[SsD, Inc.](#)



[Katherine W. Faulkner, AIA](#)

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