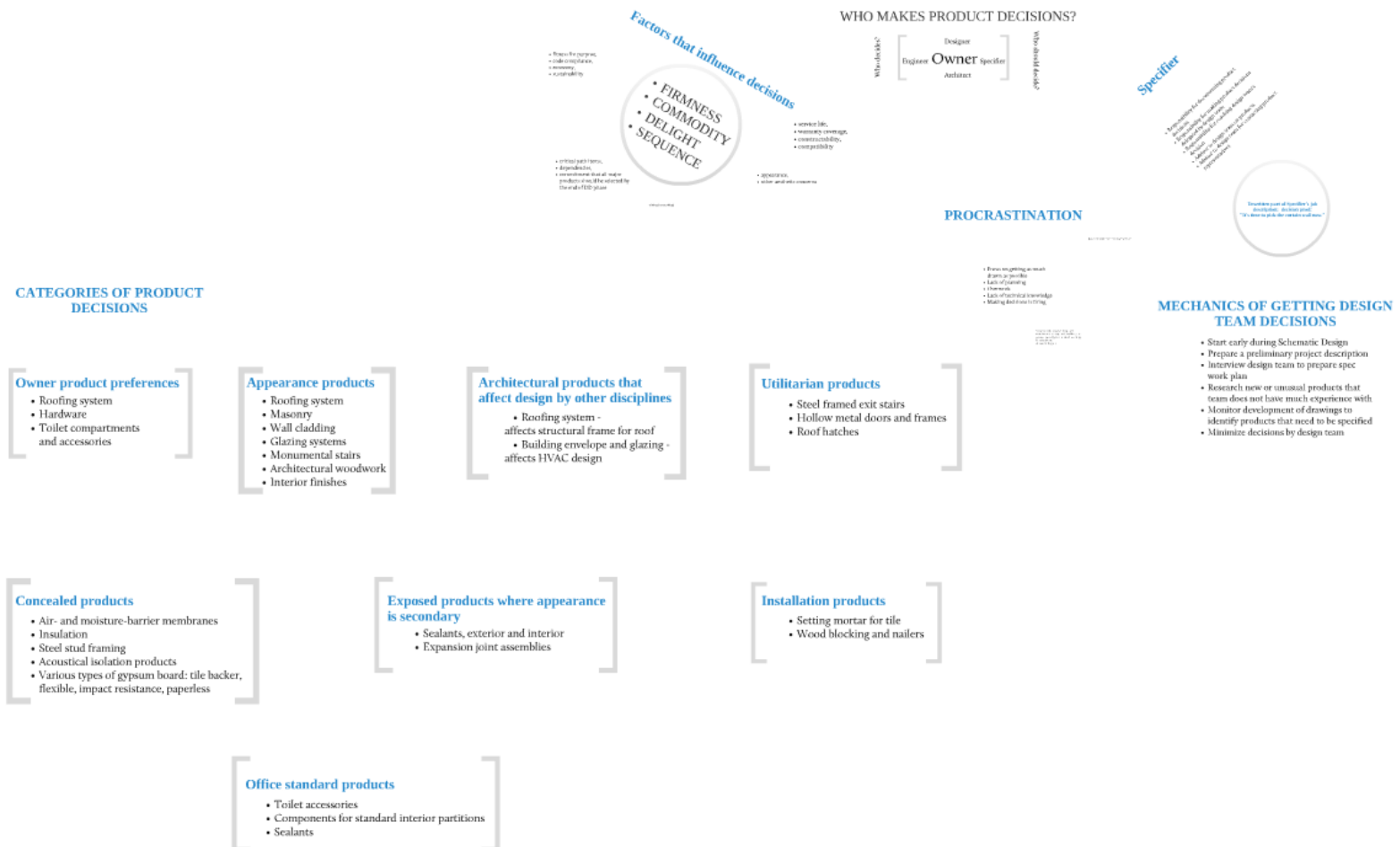


Good decisions come from experience, and experience comes from bad decisions.

SPECIFICATION DECISION-MAKING PROCESS

Specifying Practice Group - Feb 2011



SPECIFICATION DECISION-MAKING PROCESS

Specifying Practice Group - Feb 2011

WHO MAKES PRODUCT DECISIONS?



Factors that influence decision

- FIRM

Specifier

documenting product
product decisions
on team's
duct

INES PRODUCT D

Designer

Engineer **Owner** Specifier

Architect

Who decides?

Who should decide?

Factors that influence decisions

- 
- FIRMNESS
 - COMMODITY
 - DELIGHT

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• appeara
• other

• sequence dec




- FIRMNESS
- COMMODITY
- DELIGHT
- SEQUENCE

S,
all major
be selected by

- a
- c

- fitness for purpose,
- code compliance,
- economy,
- sustainability


- 
- FIRMNESS
 - COMMODITY
 - DELIGHT
 - SEQUENCE

- 
- *service life,*
 - *warranty coverage,*
 - *constructability,*
 - *compatibility*

- 
- FIRMINNESS
 - COMMODITY
 - DELIGHT
 - SEQUENCE

- appearance,
- other aesthetic concerns


- 
- COMMODITY
 - DELIGHT
 - SEQUENCE

- 
- critical path items,
 - dependencies,
 - commitment that all major products should be selected by the end of DD phase

(timing is everything!)

Specifier

- Responsibility for documenting product decisions
- Responsibility for making product decisions delegated by design team
- Responsibility for coaching design team's decision
- Advisor to design team on products
- Advisor to design team for contacting product representatives



**Unwritten part of Specifier's job
description: decision prod!
"It's time to pick the curtain wall now."**

PROCRASTINATION

(does CD r

- Focus on getting as much drawn as possible

(does CD really mean "Continue Designing" phase?)

- Focus on getting as much drawn as possible
- Lack of planning
- Overwork
- Lack of technical knowledge
- Making decisions is tiring

Some people, however long their experience or strong their intellect, are temperamentally incapable of reaching firm decisions.

-James Callaghan

Unwritten part of Specifier's job
description: decision prod!
"It's time to pick the curtain wall now."

MECHANICS OF GETTING DESIGN TEAM DECISIONS

- Start early during Schematic Design
- Prepare a preliminary project description
- Interview design team to prepare spec work plan
- Research new or unusual products that team does not have much experience with
- Monitor development of drawings to identify products that need to be specified

MECHANICS OF GETTING DESIGN TEAM DECISIONS

- Start early during Schematic Design
- Prepare a preliminary project description
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- Research new or unusual products that team does not have much experience with
- Monitor development of drawings to identify products that need to be specified
- Minimize decisions by design team

CATEGORIES OF PRODUCT DECISIONS

Owner product preferences

- Roofing system
- Hardware

Ap

Owner product preferences

- Roofing system
- Hardware
- Toilet compartments and accessories

Office standard products

- Toilet accessories
- Components for standard interior partitions
- Sealants

Appearance products

- Roofing system
- Masonry
- Wall cladding
- Glazing systems
- Monumental stairs
- Architectural woodwork
- Interior finishes

Exposed products where appearance is secondary

- Sealants, exterior and interior
- Expansion joint assemblies

Architectural products that affect design by other disciplines

- Roofing system - affects structural frame for roof
- Building envelope and glazing - affects HVAC design

Concealed products

- Air- and moisture-barrier membranes
- Insulation
- Steel stud framing
- Acoustical isolation products
- Various types of gypsum board: tile backer, flexible, impact resistance, paperless

Utilitarian products

- Steel framed exit stairs
- Hollow metal doors and frames
- Roof hatches

Installation products

- Setting mortar for tile
- Wood blocking and nailers

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experience, and experience
comes from bad decisions.**