

Contract And Commercial Management The Operational

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almost 80 of ceos say that their organization must get better at managing external relationships according to the economist one of the major reasons why so many relationships end in disappointment is that most organizations are not very good at contracting this ground breaking title from leading authority iacccm international association for contract and commercial management represents the collective wisdom and experience of contract legal and commercial experts from some of the world s leading companies to define how to partner for performance this practical guidance is designed to support practitioners through the contract lifecycle and to give both supply and buy perspectives leading to a more consistent approach and language that supports greater efficiency and effectiveness within the five phases described in this book initiate bid development negotiate and manage readers will find invaluable guidance on the whole lifecycle with insights to finance law and negotiation together with dispute resolution change control and risk management this title is the official iacccm operational guidance and fully supports and aligns with the course modules for certification

this ground breaking title from the world s leading authority on contemporary contracting best practices the iacccm international association for contract and commercial management delivers a lively and practical complete insight into the contracting process which is useful in both business and personal life contracts are the language of business and this book gives readers the essentials that can make a difference to any deal no matter how big or small designed for the non contract business professional this book takes project managers and other professionals through the basic process and gives them a road map to improved results increased value and successful outcomes in this book you ll find sensible guidance and approaches to ensure business success case studies showing you what can go wrong and what can go right bring theory into the real world checklists give confidence and enable you to be certain that you have asked and answered the right questions as you go through any deal this real world approach demonstrates the value of effective contracting this is not dry academic prose it is compelling and dynamic advice and tools to manage business relationships for both buyers and sellers

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that important gap written by authors with wide practical experience the commercial manager offers expert accessible and practical guidance on all the british legal commercial and planning aspects of this crucial management role it will serve as an indispensable handbook for managers in both the private and public sectors part one covers commercial awareness and relationships the contract and negotiation techniques part two explores techniques of risk management and part three provides expert advice on planning and project management

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