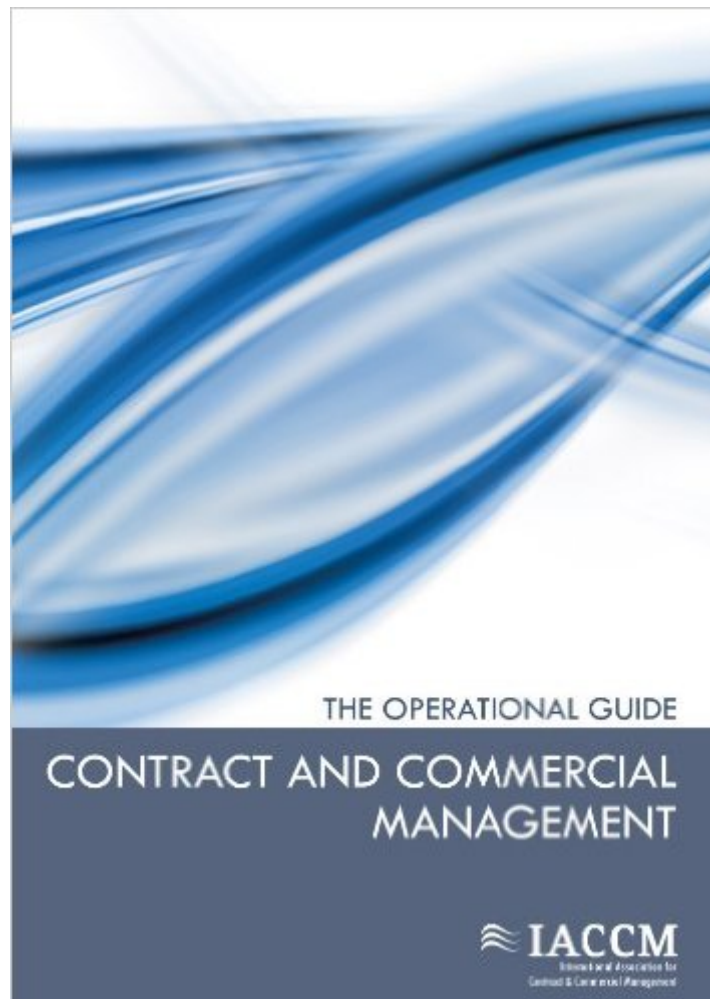


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Contract And Commercial Management - The Operational Guide (IACCM Series. Business Management)



Synopsis

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 IACCM (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 a 'supply' and a '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 IACCM operational guidance and fully supports and aligns with the course modules for Certification.

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If you are involved in any way with putting deals together (e.g. negotiations, writing scopes or statements-of-work, drafting cover letters or executive summaries, writing specifications, project management, sales, reviewing terms and conditions, et al.), I highly recommend this book as a 'must read'. Both buyers and sellers will benefit from this comprehensive and highly readable work.

This book is a must for anybody who is in Commercial Management. There are few books that are really have comprehensive coverage for a Commercial Contracting point of view, but this one is excellent.

This is one of the must have reference materials that any supply chain, contracts or procurement professional should have. I use it regularly.

This book is a great reference tool for all Contract Managers. The structure makes it is easy to find the information you are looking for.

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