

Contract And Commercial Management The Operational Guide

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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 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 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 iaccm 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 iaccm 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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the commercial manager is the complete handbook for practitioners across all sectors of commerce and industry and covers every aspect of this multifaceted role commercial management covers a large range of different and crucial functions including contract negotiation procurement financial management risk management project management and yet until now the subject has rarely if ever been treated as a single discipline this book fills 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

commercial management theory and practice defines the role of commercial management within project oriented organisations providing a framework for and helping to develop a critical understanding of the factors that influence commercial management practice it also identifies generic aspects of this practice and provides a theoretical foundation to these activities by reference to existing and emergent theories and concepts as well as to relevant management best practice the book is structured into four parts part 1 introduction commercial management in project environments explores the nature of commercial practice within project oriented organisations at the buyer seller interface it presents a commercial management framework which illustrates the multiple interactions and connections between the purchaser s procurement cycle and a supplier s bidding and implementation cycles additionally it outlines the principle activities undertaken by the commercial function identifies the skills and abilities that support these activities and reviews the theories and concepts that underpin commercial practice finally it identifies areas of commonality of practice with other functions found within project oriented organisations plus sources of potential conflict and misunderstanding part 2 elements of commercial theory and practice covers commercial leadership exploring strategy risk and uncertainty management financial decision making and key legal issues part 3 approaches to commercial practice addresses best practice management and commercial and contracting strategies and tactics finally part 4 case studies offers two extended case studies football stadia the millennium stadium cardiff the emirates stadium islington and wembley stadium london and heathrow terminal 5 the book provides a one stop shop to the many topics that underpin commercial management practice from both a demand buy side and a supply sell side perspective it will help develop an understanding of the issues influencing commercial management leadership strategy risk financial legal best practice management and commercial and contracting strategy and tactics this book s companion website is at wiley.com/go/lowecommercialmanagement and offers invaluable resources for both students and lecturers powerpoint slides for lecturers on each chapter sample exam questions for students to practice weblinks to key journals and relevant professional bodies

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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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