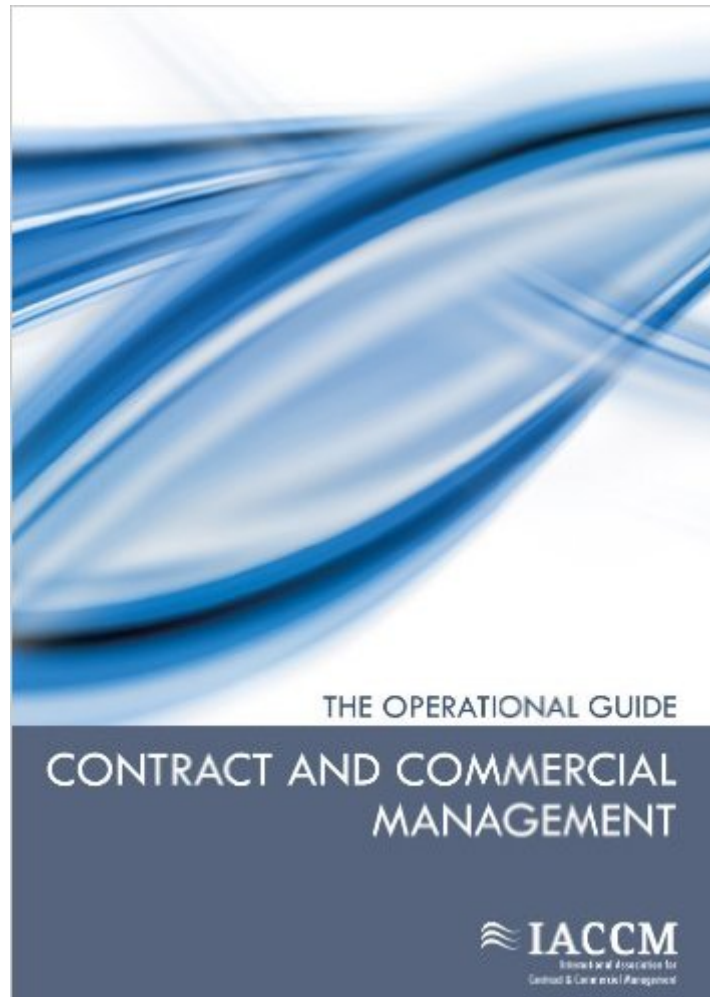


The book was found

Contract And Commercial Management (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 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.

Book Information

Series: IACCM Series. Business Management

Paperback: 625 pages

Publisher: Van Haren Publishing (October 20, 2011)

Language: English

ISBN-10: 9087536275

ISBN-13: 978-9087536275

Product Dimensions: 6.6 x 1.6 x 9.4 inches

Shipping Weight: 3 pounds (View shipping rates and policies)

Average Customer Review: 4.9 out of 5 stars [See all reviews](#) (7 customer reviews)

Best Sellers Rank: #1,024,365 in Books (See Top 100 in Books) #47 in [Books > Business & Money > Economics > Commercial Policy](#) #292 in [Books > Business & Money > Processes & Infrastructure > Purchasing & Buying](#) #2935 in [Books > Textbooks > Business & Finance > Management](#)

Customer Reviews

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.

[Download to continue reading...](#)

Contract and Commercial Management (IACCM Series. Business Management) Contract and Commercial Management - The Operational Guide (IACCM Series. Business Management) IACCM Fundamentals of Contract and Commercial Management Commercial Diving: Discover How to Become a Commercial Diver ~ Insight into the World of Commercial Diving (Underwater Inspections, Welding, Repair, and Maintenance) How to get every Contract Calculation question right on the PMP® Exam: 50+ PMP® Exam Prep Sample Questions and Solutions on Contract Calculations ... Simplified Series of mini-e-books) (Volume 2) How to get every Contract Calculation question right on the PMP® Exam: 50+ PMP® Exam Prep Sample Questions and Solutions on Contract Calculations (PMP® ... Simplified Series of mini-e-books Book 2) The Contract with God Trilogy: Life on Dropsie Avenue (A Contract With God, A Life Force, Dropsie Avenue) Business Plan: Business Tips How to Start Your Own Business, Make Business Plan and Manage Money (business tools, business concepts, financial freedom, ... making money, business planning Book 1) Commercial General Liability Coverage Guide, 10th Edition (Commercial Lines Series) "Unicode".: The Universal Telegraphic Phrase-Book. a Code of Cypher Words for Commercial, Domestic, and Familiar Phrases in Ordinary Use in Inland and ... Commercial Firms Who Are Unicode Users... The Due Diligence Handbook For Commercial Real Estate: A Proven System To Save Time, Money, Headaches And Create Value When Buying Commercial Real Estate (REVISED AND UPDATED EDITION) Commercial General Liability Coverage Guide (Commercial Lines) Commercial Auto Program Coverage Guide (Commercial Lines) Commercial Property Coverage Guide (Commercial Lines) Commercial Real Estate for Beginners: The Basics of Commercial Real Estate Investing Confessions of a Real Estate Entrepreneur: What It Takes to Win in High-Stakes Commercial Real

Estate: What it Takes to Win in High-Stakes Commercial Real Estate Photography Business Box Set: Master the Art of Wedding Photography and Start Your Own Business (business photography, business photography, starting photography business) BUSINESS PLAN: Business Plan Writing Guide, Learn The Secrets Of Writing A Profitable, Sustainable And Successful Business Plan ! -business plan template, business plan guide - Guide to Contract Pricing: Cost and Price Analysis for Contractors, Subcontractors, and Government Agencies, 5th edition Contractor's Guide to Change Orders: The Art of Finding, Pricing, and Getting Paid for Contract Changes and the Damages They Cause

[Dmca](#)