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Contract And Commercial Management

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Commercial Management of Projects David Lowe,Roine Leiringer,2008-04-15 This is the first book to establish a theoretical framework forcommercial management It argues that managing the contractual andcommercial issues of projects from project inception tocompletion is vital in linking operations at the projectlevel and the multiple projects portfolios programmes level tothe corporate core of a company The book focuses on commercial management within the context ofproject oriented organisations for example aerospace construction IT pharmaceutical and telecommunications inthe private and public sectors By bringing together contributionsfrom leading researchers and practitioners in commercialmanagement it presents the state of the art in commercialmanagement covering both current research and best practice Commercial Management of Projects defining the discipline covers the external milieu competition culture procurement systems the corporate milieu corporate governance strategy marketing trust outsourcing the projects milieu management of uncertainty conflictmanagement and dispute resolution performance measurement valuemanagement and the project milieu project governance contract management bidding purchasing logistics and supply cost value reconciliation Collectively the chapters constitute a step towards the creationof a body of knowledge and a research agenda for commercialmanagement

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Contract and Risk Management for Supply Chain Management Professionals X. Paul Humbert,Robert C.

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Saliers,1929 **Contract Management Handbook for Commercial Construction** Anthony Stephen,1984-01-01

Contract management United States. General Accounting Office,2003 *Public Service Management* ,1917

Commercial Project Management Robin Hornby,2017-05-12 Selling and delivering a project to a satisfied client and making a profit is a complex task Project manager and author Robin Hornby believes this has been neglected by current standards and is poorly understood by professionals in the field Commercial Project Management aims to rectify this

deficiency As a unique how to guide for project and business managers it offers practical guidance and a wealth of explanatory illustrations useful techniques proven checklists real life examples and case stories It will give project managers a needed confidence boost and a head start in their demanding role as they go on contract At the heart of Robin s approach is a vendor sales and delivery lifecycle that provides a framework for business control of projects Unique elements include the integration of buyer and vendor project lifecycles the recasting of project management as a cyclic set of functions to lead the work of the project and the elevation of risk assessment from a project toolkit to a fundamental control process Beyond project management the book proposes a comprehensive template for the firm whose business is delivering projects This is a how to book for project and business managers working in a commercial environment looking for practical guidance on conducting their projects and organizing their firm **Contract Management** United States Government

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