

Contract And Commercial Management

Civil Service: helping you with managing contracts and ...

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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.

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Beyond this statement is the professional reality that contract or commercial management is often one of the least defined positions in the corporate hierarchy. Consequently, individuals with many different titles perform some or all of the elements of the process we will talk about within this book as the commercial transaction process.

Fundamentals of Contract and Commercial Management

The programme provides you with an understanding of the principles of contract and commercial management, including the five stages of the contract lifecycle: Initiate, Bid, Develop, Negotiate, and Manage. You will be guided through: The commercial relationship; The customers' perspective; Managing bids and proposals

Contract and Commercial Management - Courses - ICE Training

The IACCM Fundamentals of Contract and Commercial Management course and qualification is intended to equip delegates with basic insights and understanding of contracting principles and the impact they have on both their business and personal life.

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Fundamentals of Contract & Commercial Management | WorldCC

Understand and apply key contract and commercial concepts within the working environment. Manage low impact / risk customers or suppliers at an operational level. Contribute to pre and post-award contracting activities. Understand the fundamentals of contract law to avoid basic errors and involve experts as appropriate.

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