



Making Contracts Work: Combining the Science of Effectiveness Procurement with the Art Ofmanaging Supplier Contracts (Paperback)

By Beverley Honig

Woodslane Pty Ltd, Australia, 2010. Paperback. Condition: New. Language: English . Brand New Book. Until now, there has no book that sets out structures and strategies for sound supply contract management. This book sets out to do more than this: it aligns the science of sourcing and procuring of supplies/suppliers with the art of smart contract management. And it does so based on the authors sound knowledge of global markets and keen understanding of commercial deal-making, flanked with the legal pillars that maintain governance in an otherwise chaotic state of variation. What is also special about this book is that it recognises the challenges of mixing the science of procurement with the art of contract management and works out ways to blend the cultural divide. The book is set out in a structured way to allow managers of business areas or their own businesses to manage contracts from a holistic standpoint, understanding and planning the reasons for seeking a contract before the suppliers are selected and before negotiations take shape. Supply contract management is explained as a 4 stage process from plan - to - procure - to - manage - to - review so that all the layers of...



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Reviews

Complete information! Its such a excellent study. It is filled with knowledge and wisdom I realized this publication from my dad and i advised this publication to find out.

-- **Geovanny Grimes**

Thorough guide! Its this sort of excellent read. It is really simplified but unexpected situations in the 50 % in the book. You are going to like just how the blogger create this publication.

-- **Prof. Lela Steuber**