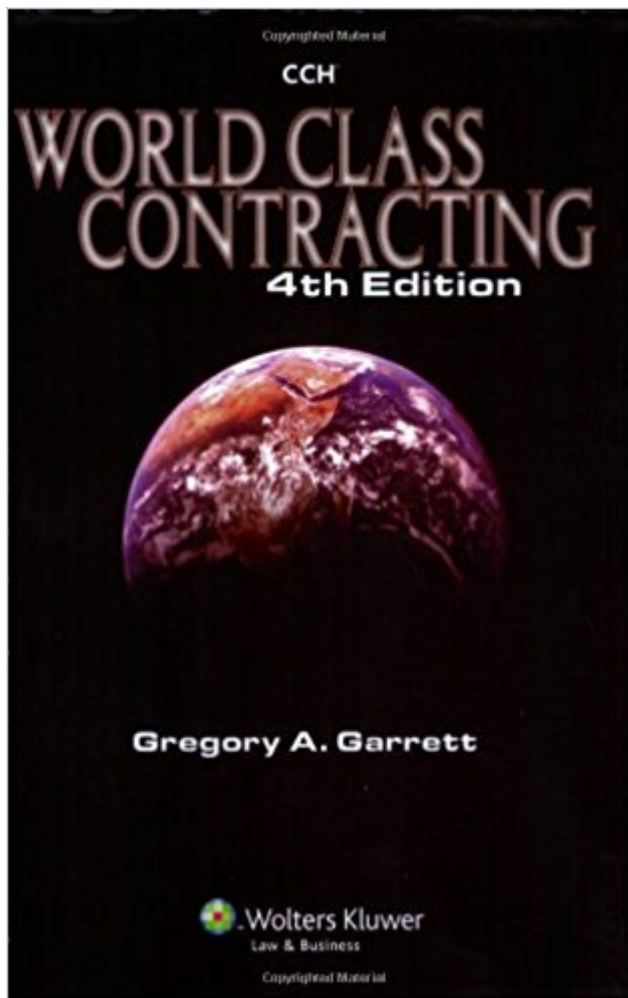


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# World Class Contracting 4e



## Synopsis

In today's highly specialized business world, many organizations are outsourcing to strategic partners in an effort to cut costs while maintaining good customer relations. Because their reputation is on the line, these companies must carefully manage partnership agreements, e-procurement solutions, and integrated supply chains to meet the exacting expectations of customers. A strong contract management program is paramount to companies that outsource, paving the way to stronger and more efficient business relationships that enhance, rather than reduce, the bottom line.

World Class Contracting can help you gain a thorough understanding of the contracting process. Whether you are buying or selling contracts, this book will prove an invaluable desktop resource. The Fourth Edition of World Class Contracting adds three powerful chapters to the book. The three new chapters include: The Contract Management Senior Executive Assessment Tool, the Contract Management Maturity Model (CMMM), and a comprehensive discussion of Enterprise Contract Management, including independent assessments of six of the leading Enterprise Contract Management Software Applications. In addition, the Fourth Edition includes: Expanded discussion of international contract management issues Expanded review of the leading Contract Management associations (NCMA, ISM, & IACCM) Updated discussions of contract management professional certifications Updated Contract Management Forms and Tools

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## Customer Reviews

This book was my textbook for a class in Procurement and Contract Management. For a textbook, it was quite enjoyable. It is written in a style that you can read through quite quickly, and I sometimes

found myself reading ahead of the assigned chapters out of interest. I really liked how the author made this difficult subject very clear. The book is peppered with examples from real businesses. It's also easy to reference. The back of the book contains an index to help you find what you're looking for. There is also a reference to contracting terms, some common forms for contracting/procurement, and a reference to the Universal Commercial Code.

If I knew there were not going to page numbers provided I would have never bought the electronic version of the book. It's a textbook for goodness sake, why would I not want to be able to reference the page number.

I bought this for ITM 5300 at Webster University. Which is a bit odd because this really isn't a textbook. What this is, is a very good reference with a lot of relevant information. I am already acquisition certified and have worked on many acquisitions including some huge ACAT II ones. The information in this book is relevant and I will be keeping this in my library even after the class ends.

My knowledge and understanding of contracting was limited before I began the class and started reading this book, and now I know how much I am still missing. The book was easy to read, but didn't go too deeply into the material covered in the book. If you want a surface explanation and minimal meat, this book is fine.

Great book! Excellent breakdown of information concerning Project Management. Would highly recommend it to others. Looking forward to reading other books on this order.

Great product

It is a great book to read; it responds very well to the information I need to prepare and deliver good assignments for my course on contracting and procurement management.

This book grazes over subjects in contracting, and does not dig deep into many subjects. I find myself having to go to other sources to beef up my understanding of some of the topics.

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