

ONE HOUR TO NEGOTIATING POWER







KOREN & GAMMAN

Hagglers Handbook One Hour To Negotiating Power

James L. Perry, Robert K. Christensen

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with numerous process diagrams best practices sample forms tools and techniques that the practitioner will find relevant and valuable Companies and organizations worldwide have stepped up their contracting for goods and services with the intent of focusing more on their core business and allowing suppliers and vendors to do the other work The marketplace is booming and only those with a solid understanding of contract management will achieve ultimate success Back cover Because contract management is first and foremost about building and maintaining successful business relationships readers of this book will learn how to build such relationships by using proven contract management processes tools techniques and documented best practices in contract management for both buyers and sellers The book was written for business professionals involved in buying or selling products and services This includes sales managers contract managers purchasing managers financial managers proposal managers engineers lawyers project managers mid level business managers executives and other business professionals Introd

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