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The Operational Management brings to the business are preserving and investing in their CM teams - bucking the trend of downsizing seen in other areas.

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Contract management is the proactive monitoring, control and management of all activities necessary to ensure a contractor delivers the goods, works and / or

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The Operational services required by the customer as...

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Contract management
encompasses everything from
establishing the business

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The Operational case and confirmation of need through to relationship management and reviewing performance. It can be divided into two phases: upstream and downstream of the contract being awarded.

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suppliers. The Foundation...

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Contract management or contract administration is the management of contracts made with customers, vendors, partners, or employees. Contract

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The Operational management includes negotiating the terms and conditions in contracts and ensuring compliance with the terms and conditions, as well as documenting and agreeing on any changes or amendments that may arise

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The Operational
during its implementation or execution. It can be summarized as the process of systematically and efficiently managing contract creation, execution, and a

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The Operational principles and the impact they have on both their business and personal life.

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The Operational Contracts and commercial management Contracts need ongoing commercial management, not only to ensure compliance to contractual commitments and the achievement of expected benefits, but also to

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Identify opportunities for
improvement and additional
added value.

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Beyond this statement is the

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The Operational 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

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The Operational elements of the process we will talk about within this book as the commercial transaction process.

~~Fundamentals of Contract and Commercial Management~~

This course is designed for

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Senior (or aspiring) contract managers, responsible for managing a portfolio contracts with a substantive value. Their work is considered of strategic importance to the organisation. The analysis

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The Operational
of risk and value to
categorise contracts is key
competence.

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