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Commercial and Contract Management

Webinar: Contract \u0026 Commercial Management

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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

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Organizations that have recognized – and are realizing - the significant value that proactive commercial and contract management brings to the business are preserving and investing in their CM teams – bucking the trend of downsizing seen in other areas.

~~Contract or commercial manager – is there a difference?~~

Contract management is the proactive monitoring, control and management of all

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activities necessary to ensure a contractor delivers the goods, works and / or services required by the customer as...

~~Contract Management : The Commercial Role~~

Contract management encompasses everything from establishing the business 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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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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Contract management or contract administration is the management of contracts made with customers, vendors, partners, or employees. Contract 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 during its implementation or execution. It can be summarized as the process of systematically and efficiently managing contract creation, execution, and a

~~Contract management – Wikipedia~~

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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 identify opportunities for improvement

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and additional added value.

~~Commercial Contract Management Consultants | Efficio UK~~

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~~

This course is designed for 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 of risk and value to categorise contracts is key competence.

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