

1. Record Nr.	UNINA9910367256003321
Titolo	Contractual Management : Managing Through Contracts // edited by Ralph Schuhmann, Bert Eichhorn
Pubbl/distr/stampa	Berlin, Heidelberg : , : Springer Berlin Heidelberg : , : Imprint : Springer Vieweg, , 2020
ISBN	3-662-58482-4
Edizione	[1st ed. 2020.]
Descrizione fisica	1 online resource (430 pages)
Disciplina	346.02
Soggetti	Industrial procurement E-commerce E-business Electronic commerce Computers Law and legislation International business enterprises Procurement e-Commerce/e-business e-Business/e-Commerce Legal Aspects of Computing International Business
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Nota di contenuto	I - Theory Part: Contractual Management - A Holistic Approach to a Diverse Issue -- II - Case Study Part: 12-15 Case Studies, all of them arranged under the Following Headlines -- Enterprise Networks -- Information and Communication -- Change -- Conflict -- Accounting and Financing -- Legal Compliance -- Societal Steering.
Sommario/riassunto	The Concept Contractual Management offers a holistic approach to managerial decision-making based on contracts or business processes that are related to contracts. It explains management from the point of view of the contract, just as it interprets the contract from the point of view of management. Thus, the approach highlights the great inherent

potential of contracts for managing companies, transactions and business relationships. The book addresses students as well as practitioners and gives insights into the usage of contracts to manage companies or relationships. It covers contract handling from preliminary deliberations to negotiations, implementation, and all the way to the evaluation of the contract within the company. Furthermore, it provides competencies to design and implement a contract and to organize the relevant processes. The Content In Part 1, the book explains the theoretical foundations of Contractual Management; in Part 2, the application of the approach is illustrated through case studies which cover various sectors, industries, company sizes, contract types, and management situations. Theory part: Contractual Management – A Holistic Approach to a Diverse Issue. Case study part: 11 case studies arranged according to specific contract-related topics: Information and Communication – Change – Enterprise Networks – Conflict – Accounting and Financing – Legal Compliance – Societal Steering. The Editors Professor Dr. Ralph Schuhmann: After holding a senior management position in industry, Ralph Schuhmann now teaches Business Law at Ernst-Abbe-Hochschule in Jena, Germany. He is the scientific director of the Contractual Management Institute at SRH Hochschule Berlin and has published various articles on contract law and contract management. Professor Dr. Bert Eichhorn: Before his appointment as professor for International Law and Business Law at SRH Hochschule Berlin, Bert Eichhorn worked as a legal consultant at the EU Parliament and as a lawyer. He has published numerous articles in national and international scientific journals in the area of contract management and international law. He is the managing director of the Contractual Management Institute at SRH Hochschule Berlin.
