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Nota di contenuto	<p>""Contents""; ""Figures""; ""Tables""; ""Acknowledgements""; ""Introduction""; ""Terms You Should Know""; ""Icons""; ""Chapter 1 Thou Shalt Contract Within the Law and the Working Environment of the Contracting Parties: Typical Contract Problems and their Causes: Common Law and Tort Issues, Changes in the Contracting Environment""; ""1.1 Contracting Basics""; ""1.1.1 Contract Law as Part of Common Law""; ""1.1.2 Contract Formation""; ""1.1.3 Breach of Contract""; ""1.1.4 Terms and Conditions""; ""1.1.5 Typical Content of a Contract""; ""1.1.6 Obligations Outside the Terms of a Contract"" ""1.1.7 ""Legal"" Versus ""Ethical"" or ""Fair and Reasonable""""""1.1.8 Contract Failure and Termination""; ""1.1.9 Recourse in Law""; ""1.2 Changes that Influence Contracts""; ""1.2.1 Change over the Past 30 Years""; ""1.2.2 Effect of These Changes on How We Do Business""; ""1.2.3 Effect of Changes on Contracting Options""; ""1.2.4 What Has Been Found by the Construction Industry Institute and the Cost Reduction Initiative for the New Era""; ""1.3 What has Changed"" ""Chapter 2 Thou Shalt Not Mix Up the Wrong Work Packages: Packaging Work: Combining the work and materials supply for optimal performance""""2.1 Contract Types""; ""2.1.1 Stipulated Price""; ""2.1.2 Unit Rate""; ""2.1.3 Cost Plus""; ""2.2 Tendering Options""; ""2.2.1 Bidding""; ""2.2.2 Request for Proposal""; ""2.2.3 Negotiation""; ""2.3</p>

Scope of Work"; "2.3.1 Supply Only"; "2.3.2 Services Only"; "2.3.3 Engineering, Procurement, and Construction (EPC)"; "2.3.4 Engineering, Procurement, and Construction Management (EPCM)"; "2.3.5 Design/Build"; "2.3.6 Build, Own and Transfer (BOT) and Build, Own, Operate and Transfer (BOOT) Contracts"; "2.3.7 Turnkey"; "2.3.8 Other Flavors"; "2.4 Vertical Integration"; "2.4.1 Financing"; "2.4.2 Subcontracting"; "2.4.3 Equipment and Material Supply"; "2.4.4 Operating"; "2.5 Horizontal Integration"; "2.5.1 The Effects of Mixing Some or All of the Steps in Delivery of a Project"; "2.5.2 Fast-Tracking"; "2.5.3 Concurrent Engineering"; "2.6 Multicontract Projects"; "2.6.1 Coordination"; "2.6.2 Management of Contracts and Contractors"; "2.7 Multiproject Contracting"; "2.7.1 Evergreen Contracts"; "2.7.2 Alliances"; "2.7.3 Term Contracts"; "Chapter 3 Thou Shalt Listen to, and Understand, the Real Wishes and Needs of the Customer: Contract strategies: intent and client objectives, contractor and supplier responses"; "3.1 Relevant Company Policies"; "3.1.1 Procurement Policy"; "3.1.2 Value for Money"; "3.1.3 Auditability"; "3.2 Project Requirements"; "3.2.1 Balancing Performance, Cost, and Time"; "3.2.2 Vendor Learning Curves"; "3.2.3 Reputation and Relationships"; "3.2.4 Clarity of Requirements and Specifications"; "3.2.5 Business Drivers for the Project"
