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Altri autori (Persone)	SayersPhilip <1945->
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Nota di contenuto	Book Cover; Title; Contents; Preface; Acknowledgements; ILAM; List of contributors; The contract climate; A first time tender; Contract planning; Process and personalities; Managing specifications; Business plans; Tender evaluation; Performance measurement; Customer satisfaction; Conflict and collapse; Divorce; Picking up the pieces; Profitable management; Market orientation; Peace in a partnership; List of addresses; Outline of a tender; Glossary of terms used; Index
Sommario/riassunto	This is a book written by those at the sharp end of contract management. The lessons learnt are of value to everyone involved in, or studying, all forms of contract management. Readers will be able to learn from examples of best, and worst, practice. It is especially valuable for clients, contractors, college staff and students, directors and consultants.