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Nota di contenuto	About the author; CONTENTS; 1. Introduction; 2. Commercial awareness; 3. The contract; 4. Contract performance - 1; 5. Contract performance - 2; 6. Commercial relationships; 7. Negotiation; Conclusion; Are you up to date?
Sommario/riassunto	This desktop guide takes a tour from an appreciation of commercial awareness through to an understanding of how business contracts and other commercial agreements are constructed, negotiated and confirmed. The features include things that engineers say and do which invite commercial disaster.