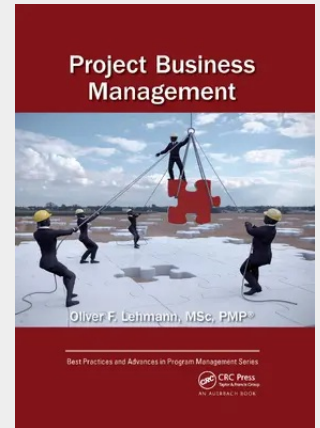


Project Business Management

Roughly half of all project managers have to lead customer projects as profit centers on contractor side with two big objectives: making the customer happy and bringing money home. Customer projects are a high-risk business on both sides, customers and contractors, but the dynamics of this business have so far been mostly ignored in literature. The book is intended to fill this gap. The book helps project managers better understand the dynamics of customer projects under contract from business development through handover and find solutions for common problems. A central aspect is international contract laws, an often underestimated factor in projects.



55,30 €

51,68 € (zzgl. MwSt.)

Lieferfrist: bis zu 10 Tage

Artikelnummer: 9780367522070

Medium: Buch

ISBN: 978-0-367-52207-0

Verlag: Auerbach Publications

Erscheinungstermin: 31.07.2020

Sprache(n): Englisch

Auflage: 1. Auflage 2020

Serie: Best Practices in Portfolio,
Program, and Project Management

Produktform: Kartoniert

Gewicht: 1100 g

Seiten: 362

Format (B x H): 178 x 254 mm

