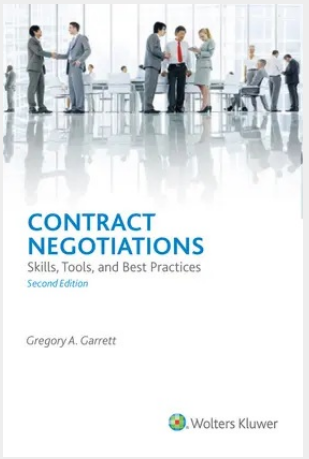
Garrett

Contract Negotiations

Contract Negotiations: Skills, Tools and Best Practices discusses todayand#8217;s dynamic performance-based business environment in both the public and private business sectors. Contract Negotiations covers the important aspects of contract negotiation planning, conducting contract negotiations, documenting contract negotiations and contract formation. Youand#8217;ll find an engaging discussion of the competencies and skills that must be mastered to become a world-class contract negotiator. The book features a proven effective contract negotiation process, supplemented with numerous tools, forms, templates, case studies and best practices.



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