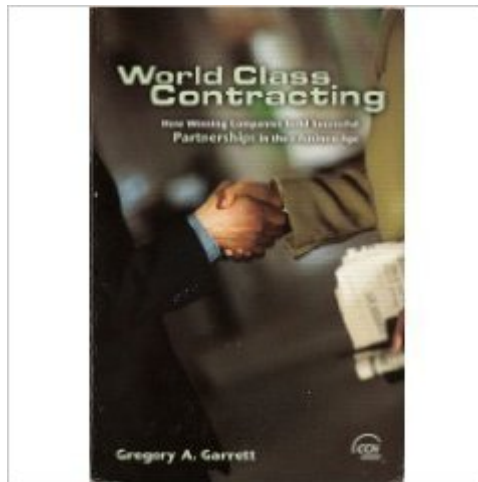


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# World Class Contracting (How Winning Companies Build Successful Partnerships In The E-Business Age)



## Synopsis

Unleash the power of outsourcing with this hard-hitting, concise resource for contract management. In today's highly specialized business world, many organizations are outsourcing to strategic partners in an effort to cut costs while maintaining good customer relations. Because their reputation is on the line, these companies must carefully manage partnership agreements, e-procurement solutions, and integrated supply chains to meet the exacting expectations of customers. A strong contract management program is paramount to companies that outsource, paving the way to stronger and more efficient business relationships that enhance, rather than reduce, the bottom line. World-Class Contracting can help you gain a thorough understanding of the contracting process. Whether you are buying or selling contracts, this book will prove an invaluable desktop resource.

## Book Information

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Average Customer Review: 4.1 out of 5 stars [See all reviews](#) (24 customer reviews)

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## Customer Reviews

If I knew there were not going to page numbers provided I would have never bought the electronic version of the book. it's a textbook for goodness sake, why would I not want to be able to reference the page number.

My knowledge and understanding of contracting was limited before I began the class and started reading this book, and now I know how much I am still missing. The book was easy to read, but didn't go too deeply into the material covered in the book. If you want a surface explanation and minimal meat, this book is fine.

I bought this for ITM 5300 at Webster University. Which is a bit odd because this really isn't a textbook. What this is, is a very good reference with a lot of relevant information. I am already acquisition certified and have worked on many acquisitions including some huge ACAT II ones. The information in this book is relevant and I will be keeping this in my library even after the class ends.

I used this book for MBA course in "Contract and Procurement Management". The author is very experienced in getting government contracts worth millions to billions of dollars. Many of the tools and techniques are informative. The coverage of UCC is in great details. The contract forms are very handy for contract managers. The procurement process, using e-commerce and supply chain management (SCM) was not covered in the book. I added much materials on SCM, to the course. Overall, the book is solid and I will recommend it.

I purchased this book for a class I am taking in program management. After receiving it I was told by the professor that it was not necessary for the course, even though it was listed as required in the syllabus. So far after three weeks I have not even opened the book. I will provide more information once I do.

This book grazes over subjects in contracting, and does not dig deep into many subjects. I find myself having to go to other sources to beef up my understanding of some of the topics.

I'm very impressed by this book. It's very informative and actually digestible to the layperson with little experience with contracting.

I find this book to be excellent and full of information on the many variants of legal contracts required in the business world. It provides great insight on the do's and don't's of contracts and the many variations that can and are used.

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