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Harvard Business Essentials Guide To Negotiation

Richard Luecke



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Making Projects Work Lynda Bourne, 2015-02-12 Projects are performed by people for people, with the key determinants of success being the relationships between project teams and project stakeholders. This web of relationships will either enable or obstruct the flow of information between people, and as a consequence will largely determine project success or failure. *Making Projects Work* Effectively

Software Licensing Handbook, Second Edition Jeffrey I. Gordon, 2008 The *Software Licensing Handbook* leads you through the twists and turns of the language found in almost all software maintenance and professional services contracts. Plain English explanations of standard contract wording enable anyone to understand what you are reading, regardless of whether you are buying or selling software. Additionally, sections on negotiation and contract management enable you to fully understand, appreciate, and if necessary, implement a complete contracting process.

International Contracting Arjan Van Weele, 2014 This book about international contracting and contract management is written from the angle of the contractor and discussed from an international perspective. It comments on real-life cases taken from various kinds of projects: infrastructural works, roads, bridges, tunnels, railroads, wind and sun farms, oil and gas installations such as platforms, pipe lines, power generating works, and large buildings. The book is structured around the contracting cycle. Chapters include dealing with the role of the contractor in international contracting, the tender process, letting and negotiating the contract, types of contract problems that may occur during project execution, project delivery, and handling guarantee claims. Written primarily for business practitioners operating in the international contracting industry, the title assumes that the reader will have a basic understanding and knowledge of theories related to project management, construction engineering, business law, and economics. Though not an academic book due to its unique blend of practitioners' insight and academic theory, it can be

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