



World Class Contracting, 5th Edition

Gregory A. Garrett

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A concise resource for all aspects of contract management in an e-business age, *World Class Contracting* is organized in a simple, easy-to-follow format, focusing on business partnerships, people, processes, tools and best practices. The book includes a valuable discussion of increasing contract complexity, the need for enterprise contract management processes, and a fair, balanced, and independent review of six of the leading contract management software/systems/tools/applications and how they can help you improve performance.

A special feature is the discussion of more than 100 best practices from leading global companies involved in contracting for a wide range of goods and services. The best practices are discussed in each phase of the contract management process.

Additional features include:

- More than 25 sample forms that can be used in everyday contract management situations
- United nations Convention on Contracts for the International Sale of Goods
- The Uniform Commercial Code
- Glossary of contract management terminology
- Extensive bibliography of resource materials

Revisions from the previous edition include:

- Chapter 4 contains updated coverage of professional associations certification programs and credentials for NCMA, ISM, IACCM, and PMI;
- Chapter 6 includes new coverage of reverse auctions; and
- Chapter 8 includes an updated discussion of cost plus award fee contracts and time & materials contracts.

Two new chapters have been added:

- Chapter 16 Contractor Teaming Arrangements
- Chapter 17 Managing Subcontractors

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