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CONTRACT MANAGEMENT FOR NON-SPECIALISTS. £ 0.00. A handy reference to contract management whether you are working for a supplier or a customer. It distils many years of experience in contract development, negotiation, implementation and management. An authoritative work that explains the legal issues and where the pitfalls might be, so that you can manage a contract with confidence.

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Contract management encompasses everything from establishing the business case and confirmation of need through to relationship management and reviewing performance. It can be divided into two phases: upstream and downstream of the contract being awarded. The most successful contract management plan is one which includes a focus on upstream – or pre-award – activities.

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