

If you cannot read this letter [click here](#)



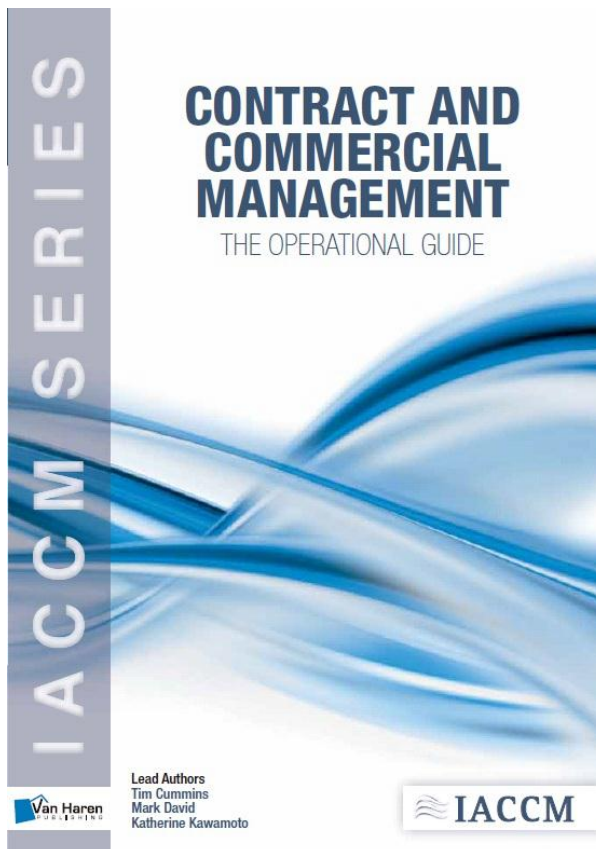
NEWS

Zaltbommel, the Netherlands, 27th October 2011



New IACCM title:
"Contract and Commercial Management - The Operational Guide"

Order before 26th of October to receive €10.00 discount through our [bookshop](#)



The International Association for Contract and Commercial Management (IACCM) announced on the 20th October their release of Contract and Commercial Management – The Operational Guide; This ground-breaking title from leading authority IACCM (International Association for Contract and Commercial Management) represents the collective wisdom and experience of Contract, Legal and Commercial experts from some of the world's leading companies to define how to partner for performance.

This practical guidance is designed to support practitioners through the contract lifecycle and to give 'supply' and 'buy' sides of the table: leading to a common approach and language that enables a progressive partnership approach.

Within the Initiate, Bid, Development, Negotiate and manage sections readers will find invaluable guidance on the whole lifecycle including: risk, finance and negotiation guidance together with dispute resolution, change control. This title is the official IACCM operational guidance and fully supports and aligns with the course modules for Certification.

This authoritative guide represents the collective expertise of some of the globe's most experienced organizations and is specifically designed for business managers to understand the benefits that can be achieved; including:

- A complete Reference Guide for all involved with Contract and Commercial management
- Practical guidance and checklists
- Aligns with the IACCM qualification and training

hardcopy
€ 59,95 excl. VAT
[9789087536725](#)

e-Book
€ 49,95 excl. VAT
[9789087536282](#)



[Learn more](#)

[Learn more](#)

Every contracting professional should own this book – I do'

Dave Connor Head of Procurement & Supply Chain
BP

"The blueprint for the contract and commercial community. Full of wisdom, this provides the reference point that many have been searching for."

Simon Chard, Director, PWC.

"I very strongly recommend this title. The breadth and depth with which contracting is described is unique and I welcome the relevance to international as well as national application."

Max Gutbrod, Partner, Baker & McKenzie

"Finally a comprehensive book on Commercial and Contract Management that can be used for induction programs and continue to serve as a reference handbook throughout a career."

Philippe Poisson, Senior Business Director, BT Global Services

To keep up to date with the latest news and releases why not join us:



[Blogger](#)



[LinkedIn](#)



[Twitter](#)



[Facebook](#)

We are very keen that we only contact people who would like to receive our information. If you are in receipt of this email and you would prefer not to receive further details of new titles from VHP, please [click here](#), and we will ensure that your details are removed from our mailing list. Similarly, if you have any colleagues who would like to be added to our mailing list, then please contact us at info@vanharen.net