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Asking, answering, and documenting these questions is the most fundamental level of contract and commercial management, and it is this that makes almost everyone a contract manager, whether consciously or unconsciously.

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Fundamentals of Contract and Commercial Management

Negotiating contracts • Understanding the underlying transaction and taking instructions • Establishing the commercial objectives of both parties and settlement ranges of the client • Due diligence • Pre-contract documentation (letters of intent, memorandums of understanding, subject to contract, 'without prejudice')

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Under the UCC a contract exists for a reasonable price. Required Writing: All essential terms must be in writing: Any writing that intends to be a contract is enforceable; "merchant" exception can create a contract against party that does not object to writing within ten days (§2-201) Home Depot sends a purchase order to a wholesaler.

Fundamentals of Contract & Commercial Management | WorldCC

Commercial contracts are documents that cover a combination of legal and commercial factors. The course is designed for individuals involved in or supporting contracting who want to improve their commercial management skills; individuals in functions such as project management who need practical training in commercial management.

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