Making Contracts Work

Combining the science of effective procurement with the art of managing supplier contracts

Beverley Honig

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- ✔ **Unique new book that makes supplier relationship and contract management a smooth and easy process.**
- ✔ **Essential resource for Managers & Business Owners of any business type, authored by a practising expert.**

Until now, there has been no book that sets out structures and strategies for sound supply contract management. This book sets out to do more than this: it aligns the science of sourcing and procuring of supplies/suppliers with the art of smart contract management. And it does so based on the author's sound knowledge of global markets and keen understanding of commercial deal-making, flanked with the legal pillars that maintain governance in an otherwise chaotic state of variation.

Beverley is the author of a book entitled ***"Making Contracts Work",*** based on her extensive successful experience with in global training and development programs relating to change management, effective commercial contract management and strategic project management. Beverley is a globally sought after public speaker, and a sessional lecturer at Monash and Melbourne University. She was honoured for her achievements by being nominated in 1997 for the awards of IWFCI/Drake International ***Businesswomen of the Year*** and Telstra Business Women of the Year. In 2005, 2006 and again in 2007 Honeylight Enterprises received the prestigious Trade Award, which is bestowed by the Prime Minister, in recognition of an outstanding contribution in the forging of international trade links. Beverley is listed in the Who's Who of Australia. See more on www.honeylight.com.au

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