

Commercial Management:

theory and practice

David Lowe



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Commercial Management David Lowe,2013-08-05 Commercial Management theory and practice defines the role of commercial management within project oriented organisations providing a framework for and helping to develop a critical understanding of the factors that influence commercial management practice It also identifies generic aspects of this practice and provides a theoretical foundation to these activities by reference to existing and emergent theories and concepts as well as to relevant management best practice The book is structured into four parts Part 1 Introduction Commercial Management in Project Environments explores the nature of commercial practice within project oriented organisations at the buyer seller interface It presents a Commercial Management framework which illustrates the multiple interactions and connections between the purchaser s procurement cycle and a supplier s bidding and implementation cycles Additionally it outlines the principle activities undertaken by the commercial function identifies the skills and abilities that support these activities and reviews the theories and concepts that underpin commercial practice Finally it identifies areas of commonality of practice with other functions found within project oriented organisations plus sources of potential conflict and misunderstanding Part 2 Elements of Commercial Theory and Practice covers commercial leadership exploring strategy risk and uncertainty management financial decision making and key legal issues Part 3 Approaches to Commercial Practice addresses best practice management and commercial and contracting strategies and tactics Finally Part 4 Case Studies offers two extended case studies Football Stadia the Millennium Stadium Cardiff the Emirates Stadium Islington and Wembley Stadium London and Heathrow Terminal 5 The book provides a one stop shop to the many topics that underpin commercial management practice from both a demand buy side and a supply sell side perspective It will help develop an understanding of the issues influencing commercial management leadership strategy risk financial legal best practice management and commercial and contracting strategy and tactics This book s companion website is at www.wiley.com/go/lowecommercialmanagement and offers invaluable resources for both students and lecturers PowerPoint slides for lecturers on each chapter Sample exam questions for students to practice Weblinks to key journals and relevant professional bodies

Strategic Commercial Management David Lowe,2025-06-30 Commercial acumen is a critical skill that underpins the realisation of successful and high value trading relationships This concise textbook provides knowledge of the principles of strategic commercial management together with a framework for critically understanding commercial practice within and between organisations It also examines relevant commercial management best practice and aids the development of the intellectual skills to communicate the rationale behind the strategic commercial decisions made by organisations Across each chapter it presents practical and transferable skills for designing negotiating awarding and managing B2B transactions Strategic Commercial Management provides a practical and concise introduction for executive education students currently studying for MSc and MBA apprenticeship programmes as well as supplementary reading for postgraduate students studying

Strategic and Commercial Management

Commercial Education in Theory and Practice Edward Elihu Whitfield,1901

Commercial Management of Projects David Lowe,Roine Leiringer,2008-04-15 This is the first book to establish a theoretical framework for commercial management It argues that managing the contractual and commercial issues of projects from project inception to completion is vital in linking operations at the project level and the multiple projects portfolios programmes level to the corporate core of a company The book focuses on commercial management within the context of project oriented organisations for example aerospace construction IT pharmaceutical and telecommunications in the private and public sectors By bringing together contributions from leading researchers and practitioners in commercial management it presents the state of the art in commercial management covering both current research and best practice Commercial Management of Projects defining the discipline covers the external milieu competition culture procurement systems the corporate milieu corporate governance strategy marketing trust outsourcing the projects milieu management of uncertainty conflict management and dispute resolution performance measurement value management and the project milieu project governance contract management bidding purchasing logistics and supply cost value reconciliation Collectively the chapters constitute a step towards the creation of a body of knowledge and a research agenda for commercial management

Commercial Management Cunliffe Lawrence Bolling,1925 **Project Management Theory and Practice, Second Edition** Gary L. Richardson,2014-10-29 Updated to reflect the Project Management Institute's PMI's Project Management Body of Knowledge PMBOK Guide Fifth Edition the new edition of this bestselling textbook continues to provide a practical and up to date overview of project management theory Project Management Theory and Practice Second Edition explains project management theory using language that is easy to understand The book integrates the organizational environment that surrounds a project to supply the well rounded knowledge of theories organizational issues and human behavior needed to manage real world projects effectively This edition includes a new chapter on Stakeholder Management which is a new knowledge area covered in the new PMBOK Guide It also provides updated references and a new streamlined organization of chapters There are several project related model frameworks sponsored by PMI and many of these are covered in this text Specifically the book details Work breakdown structures WBS Earned value management EVM Enterprise project management EPMO Portfolio management PPM Professional responsibility and ethics For many of the major sections the PMI Global Accreditation curriculum learning objectives have been adapted with permission of PMI and used to guide the content Filled with end of chapter questions scheduling and budgeting problems and scoping projects this text is ideal for classroom use and essential reading for anyone seeking project management certification The book also includes sample empirically oriented worksheets that demonstrate various management decision and analysis oriented tools **Commercial Character** L. A. Jessop,1906 Bulletin University of Minnesota,1919 **Pitman's Journal of Commercial Education**,1893 **The Commercial Management of Engineering Works** Francis G. Burton,1899 **Prentice Hall Guide to**

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