



## Contracting in the New Economy

**Using Relational Contracts to Boost Trust and Collaboration in Strategic Business Relationships**

Ladenpreis: 38,49EUR

**ISBN:** 978-3-03-065101-5

**Auflage:** 1st ed. 2021

**Verlag:** Palgrave Macmillan, Springer International Publishing

**Erscheinungsdatum:** 26.05.2022

**Autoren:** Bergman Jim, Cummins Tim, Frydinger David, Vitasek Kate

### WEITERE INFORMATIONEN UND BESTELLUNG

<https://shop.lexisnexis.at/contracting-in-the-new-economy-9783030651015.html>

## Details

Today's business environment is constantly evolving, filled with volatility, uncertainty, complexity and ambiguity and driven by digital transformation, globalization, and the need to creating value through innovation. These shifts demand that organizations view contracting through a different lens. Since it is impossible to predict every what-if scenario in a transactional contract, organizations in strategic and complex partnerships must shift to a mindset of shared goals and objectives built upon a strong foundation of transparency and trust, working together to mitigate risk much better than merely shifting risk to the weaker party.

*Contracting in the New Economy* helps you to not only develop this mindset – but also offers the practical tools needed to embrace the social side of contracting, enabling your organization to harness the value creating potential of formal relational contracts. Briefly sharing the theoretical foundations that prove relationalcontracting works, it goes well beyond theory by providing powerful examples of relational contracting principles in practice.

In addition, the authors provide a practical and proven approach for helping you to put relational contracting theory into practice for your own relationships. First by providing a framework for approaching any contracting situation and helping organizations finding the best contract model for each situation. And then by sharing five proven steps you can take to create an effective relational contract for you own strategic and complex business relationships.

For anyone involved in developing contracts —lawyers, in-house counsels, contract managers, C-level managers, procurement officers, and so on — this book will empower you to create powerful cooperative alliances that will help you reach —and surpass — your business goals in today's dynamic new environment.

Alle Preise inkl. MwSt. zzgl. Versand. Bei Bestellung im LexisNexis Onlineshop kostenloser Versand innerhalb Österreichs.



**Wir haben andere Produkte gefunden, die Ihnen gefallen könnten!**



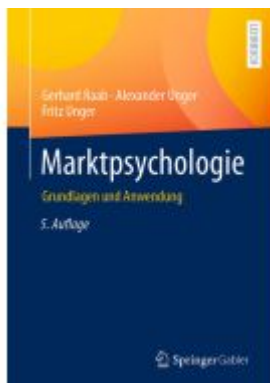
Business Research  
Ladenpreis: 71,49EUR



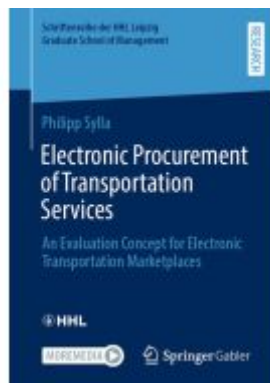
Wie die Künstliche Intelligenz die  
Wirtschaft verändert  
Ladenpreis: 56,53EUR



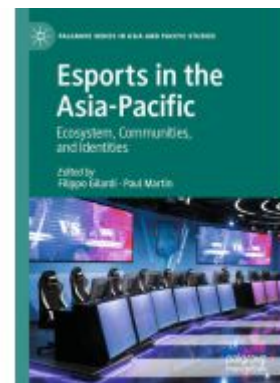
Lieferkette gerissen - Alles besch\*ssen?!  
Ladenpreis: 10,20EUR



Marktpsychologie  
Ladenpreis: 41,11EUR



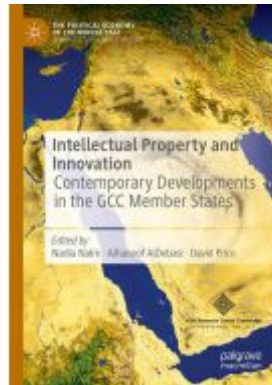
Electronic Procurement of Transportation  
Services  
Ladenpreis: 98,99EUR



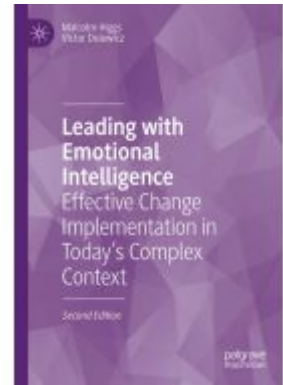
Esports in the Asia-Pacific  
Ladenpreis: 131,99EUR



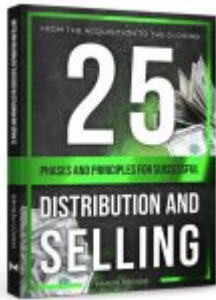
From Industry 4.0 to Quality 4.0  
Ladenpreis: 131,99EUR



Intellectual Property and Innovation  
Ladenpreis: 175,99EUR



Leading with Emotional Intelligence  
Ladenpreis: 153,99EUR



25 Phases and Principles for Successful  
Distribution and Selling  
Ladenpreis: 19,90EUR