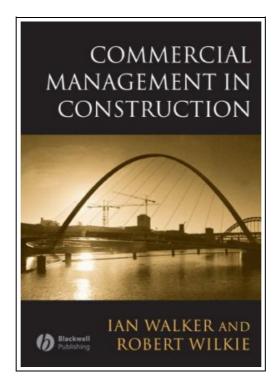
# **Commercial Management in Construction**



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## Reviews

Absolutely essential study book. It normally fails to price excessive. I realized this ebook from my dad and i encouraged this publication to find out.

(Mariela Stroman)

#### COMMERCIAL MANAGEMENT IN CONSTRUCTION



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John Wiley and Sons Ltd, United Kingdom, 2002. Paperback. Book Condition: New. 240 x 170 mm. Language: English. Brand New Book. This handbook covers all the practices and procedures the quantity surveyor working in a contractora's office needs to know -- from budgets and forecasts to cost--value comparisons and partnering. By giving a thorough account of the commercial aspects of the work of the contractora's QS, the book offers a useful insight into their day--to--day work, with plenty of sample documents, worked examples and extracts from the standard contracts. This is a practical manual but it also helps develop an understanding of the theory underpinning current practice. As the QS role becomes more complex, commercial managers wanting to maximise profitability will find the sound advice given here invaluable as it: ? demonstrates tried--and--tested best practice through practical examples? provides a good grounding in financial management and cost analysis? describes the need for benchmarking, the benefits of setting targets and the use of key performance indicators (KPIa s) as a means of increasing project and company performance? highlights the benefits of teamworking.



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