



Commercial Management of Projects: Defining the Discipline

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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.

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