

PROJECT PROCUREMENT MANAGEMENT

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Hotel Contract Negotiation Tips, Tricks, and Traps Stephen Guth,2011 An Insider's Guide to Hotel Contract Negotiations Stephen Guth's latest book provides a unique insider's perspective on the high stakes complexities of hotel contract negotiations Covering topics from attrition to force majeure to walked guests Hotel Contract Negotiation Tips Tricks and Traps dissects contract provisions with easy to understand explanations and alternate language to counter hotel negotiation ploys Based on years of real life experience the practical negotiation tactics described in this book could save you tens of thousands of dollars on your next meeting and could protect you from being hit with even more in liquidated damages Whether you are a meeting planner ten percenter or just someone who is looking to get a great deal for your next group meeting this book has something for you Don't negotiate your next hotel deal without it Master of Science in Project Management - City of London College of Economics - 10 months - 100% online / self-paced City of London College of Economics, Overview A MScPM or Master of Science in Project Management is a degree that will prepare you for a role as Senior Project Manager Director Project Management Content Building the action plan scheduling estimating and resource

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