Top 10 Worst Negotiations of 2014

NEWS

Sometimes negotiators care so much about the issues at stake that they mistake compromise for surrender, says the Program on Negotiation at Harvard Law School.

Developments for Government Contractors to Watch in 2015

White Paper

Crowell & Moring has posted the slides from a recent webinar on the recent ASBCA decision in Laguna Construction, which is likely to reverberate in 2015 and beyond.

Legal Issues Surrounding E-Signature Deployment

White Paper

A white paper provided by DocuSign Inc. focuses on the delivery of business-class electronic signature services, discussing the legal issues that must be addressed in the deployment of e-signature services.

Converting Contract Notices from Paper to Electronic Delivery

White Paper

A guide written by Jeffer Mangels Butler & Mitchell LLP partner Stanley Gibson helps the reader safely move contract or legal notices from certified mail, traditional fax, and courier delivery.

Best Practices in Construction

On-Demand

Jennifer Horn and Maria Panichelli presented the second webinar in their core construction curriculum series for Women Impacting Public Policy and Give Me 5%.

Webinar: Ethics in

Negotiations

On-Demand

Winstead has posted a complimentary on-demand webinar covering generally accepted negotiation conventions.

Alstom to Pay Record $772 Million in U.S. Bribery Settlement

NEWS

Alstom SA pleaded guilty and agreed to pay a record $772 million to end a U.S. Justice Department investigation into bribes paid to win power-plant contracts.

Transforming Contract Management

On-Demand

Contract management is increasingly seen as a critical discipline.

Cash Management for Government Contractors

On-Demand

NeoSystems Corp. has posted a free on-demand webinar on how to forecast, plan and optimize cash flow and cash management for government contractors.

Auditing Engineer-Procure-Construct (EPC) Projects

On-Demand

Baker Tilly presents a complimentary on-demand webinar discussing how to analyze an engineer-procure-construct contract for risk and plan to audit EPC projects.

How to Manage the Influx of Contracts After an Acquisition

White Paper

Is there a merger or acquisition in your future? If your responsibilities include contract management, you need to be prepared for what’s ahead.

Dispute Resolution: Working Together Toward Conflict Resolution

White Paper

Harvard's Program on Dispute Resolution offers a free white paper offering advice on understanding how relationships can help in negotiations.

NLRB May Be Preparing Onslaught of Law-Changing Decisions

NEWS

The National Labor Relations Board is getting ready to issue an onslaught of law-changing decisions as we head into the holiday season, predicts *The National Law Review*.

Small-Business Pairing on

Contracts Falls Short, GAO Says

NEWS

The federal government doesn’t have a system that can help pair small business subcontractors with prime contracts, and existing contract-tracking systems aren’t up to the job either, according to a report by the GAO.

Advanced Contract Lifecycle Management in the Oil and Gas Sector

White Paper

PennEnergy has posted a complimentary white paper describing the emerging generation of more capable, cloud-based contract lifecycle management solutions.

Finding Best Practice Contract Management

White Paper

Advanced Software Concepts offers a complimentary white paper discussing contract lifecycle management problems.

Government Contract Evaluation Research

White Paper

Market Connections has posted a free white paper online titled “Contract Evaluation Research: A Competitive Advantage for Winning More Government Contracts.”

Integrated Approach to Contract Revenue and Compliance

White Paper

Revitas offers a free white paper discussing a recent study of manufacturing and technology professionals that examines how companies are managing their channel sales relationships.

Survey: Contract Management Flaws That Are Submarining

Your Business

White Paper

Apttus is offering a free white paper on a survey that reveals what many companies identified as flaws in their contract management processes and steps that can be taken to improve them.

Manage the Intersection of Private Agreements and Public Requirements

White paper

Berkman Solutions has posted a contracts-and-compliance white paper and slides examining the two primary sources of compliance obligations related to contracts: performance obligations and government regulations.