Commercial Excellence: 10 Pitfalls to Avoid in Contracting



Sally Hughes, Vice President, Europe, for the IACCM

The International Association for Contract & Commercial Management (IACCM) will conduct a free “ask the expert” webinar on preventing and dealing with under-performing contracts.

The webinar will be Thursday, March 5, at 11 a.m. Eastern time (4 p.m. in London and 12 a.m in Singapore).

“Your contracts are core business assets, but unless you tackle the common sources of erosion, they are leaking value every day,” IACCM says on its website. “On average, companies could be generating over 9 percent improvement to their bottom line if they tackled the issues that commonly undermine contract performance.

“Contracting is of course just one element of commercial excellence – but quite a significant element when it comes to financial results. In this webinar we will look at the ten pitfalls in the contracting process which are most likely to be costing your organization money and damaging the quality of your supplier relationships.”

The webinar presenter will be Sally Hughes, Vice President, Europe for the IACCM. She supports the IACCM global team in

the pursuit of both the recognition of and excellence in Commercial and Contract Management.

Register for the webinar.