

# PROJECT PROCUREMENT MANAGEMENT

A GUIDE TO STRUCTURED  
PROCUREMENTS

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the  
*PMBOK®*  
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STEPHEN GUTH

# Project Procurement Management A Guide To Structured Procurements

**Mario Büsch**



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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 percentor 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

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texts on project management the perspective of this book is global project management The book is written in simple language provides up to date coverage of covered topics This book is useful for undergrad and graduate students professionals and anyone looking to gain a solid foundation to continue their learning of the discipline of project management This book is also a great companion to prepare for the PMP certification exam The book series Project Management by Amir Manzoor has a dedicated website <http://www.pmbyam.com> A companion Facebook page is also available

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