

LDC 2-B-1: Project Schedule Review

ABSTRACT

In negotiations, knowledge is your most powerful tool. Detailed knowledge of your client's needs and desires – as well as in depth knowledge of your firm's scoping, contractual and pricing options – will help you successfully negotiate a contract.

The ability to negotiate skillfully will make a significant difference in how your projects perform. All of the work put into a scope and budget – as well as the potential to make a profit – can be lost or improved depending upon how the contract is negotiated.