

Negotiation 6th Edition Lewicki

- Develops negotiation strategy with subsidiary personnel and leads negotiation team on complex contractual issues impacting contracts and subcontracts.
- o Assist with cost and price analysis of offeror proposals, write complete, logical memoranda to document fair, reasonable, and realistic (when applicable) price negotiation objectives, and the ...
- Experience in government utility privatization, government contracts, privatization proposal development, government negotiation processes, operations startups, contract pricing preferred This role requires expertise in contract negotiation, administration, and management for government contracts, with a focus on mitigating risk, maximizing contract performance, and maintaining strong ... Guide customers through the evaluation process, support pre-negotiation objectives, and assist Contracting Officers with discussions and documentation as required. Demonstrates strong interpersonal skills, leadership ability, negotiation skills, and knowledge of hospital operations. General knowledge of the payer industry, resource management, reimbursement, and ... Demonstrates experience and knowledge of principles and practices used in the development of payer contracts, contract administration, and negotiation strategies.

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