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Three Steps to Successful Contract Negotiations: Tackle Contract Terms and Conditions to Become an Effective Negotiator

Construction Business Owner

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In an article published on Oct. 6, 2015, Michael P. Davis provides insight on why negotiating is so important for construction contractors, and how a contractor can improve negotiation skills. Davis explains the most common reasons contractors do not successfully negotiate over impactful terms in contracts, and reviews basic tools for negotiating, such as the condition bids and the consensus doc. He explains that, "...becoming an effective negotiator is a key to success and profitability." For the full article, you may click [here](#).