



# **Redlining Contracts: Practice-Proven, Hands-On Tips, Tricks & Power Nuggets on How to Swiftly Yet Thoroughly Redline Your Contract -and other- Documents**

*Jaap Nijssen*

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"Redlining Contracts" provides a hands-on reference guide to use in sales, procurement, contract management and administration on how to swiftly yet thoroughly redline request for proposals, offerings, contracts and other contract related documents. Jaap Nijssen is an author, procurement-, contract-, project-, and supplier relationship management expert. He turned his 27-years-plus bulging files of contracts experience inside out to convert the many questions he received on this subject into this compact guide; jam-packed with practice-proven tips, tricks of the trade, and redlining power nuggets. This book teaches you: • When to redline contract documents (it's 3 times more often than most people think). You'll be ahead of the pack and never again ask yourself where the heck things went wrong. • Why your redlining activities should be appreciated, the challenges you're up against, and how you'll conquer them to reap the recognition you deserve. It's a matter of knowing your redlining ABC's, really. • The 6 dimensions and 3 building blocks of Contract Governance that lead up to successful contracts, and how your redlining job fits in. It will help you point-out the importance of your contribution to contracting and contract success. • The 7 Redlining Power Nuggets that help you to prepare for, be in control of, and amaze everyone with your redlining activities. • The processes and techniques you need to cover (it's a bunch!) Leave one out, and you're bound for mayhem. Check 'em off, and you're solid. • How to get key-players on board and on the same page, the way you want it (and even have them thank you for it). • How to get the time you need (and how to secretly save yourself a bunch of time you can use to do other stuff). • What dangerously mesmerizing words, phrases, and mean little text thingies to watch out for. You probably won't even see them coming. • How to prevent being squashed by a double redlining avalanche (it beats running). • How to use some of the most powerful redlining features in Microsoft Word and other software. PLUS: This book comes with unlimited access to a special web page that gives you the latest info on redlining, and offers you free download of great extras like: • The Contract Redliners' Microsoft Word Quick Reference Print Versions - A nice free gadget that gives you a handy, easy-to-print, and carry-along referral of track and compare functions in Microsoft Word. Print it and have it at hand when you use the powerful features Microsoft Word offers you. • The Contract Redliners' Extended List of Dangerously Mesmerizing Words - This file is packed with 150 words and phrases that should alarm you because they are your sure-fire one-way ticket to discussions, disappointments, and detriment. Check your documents for 'em and start asking questions.

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