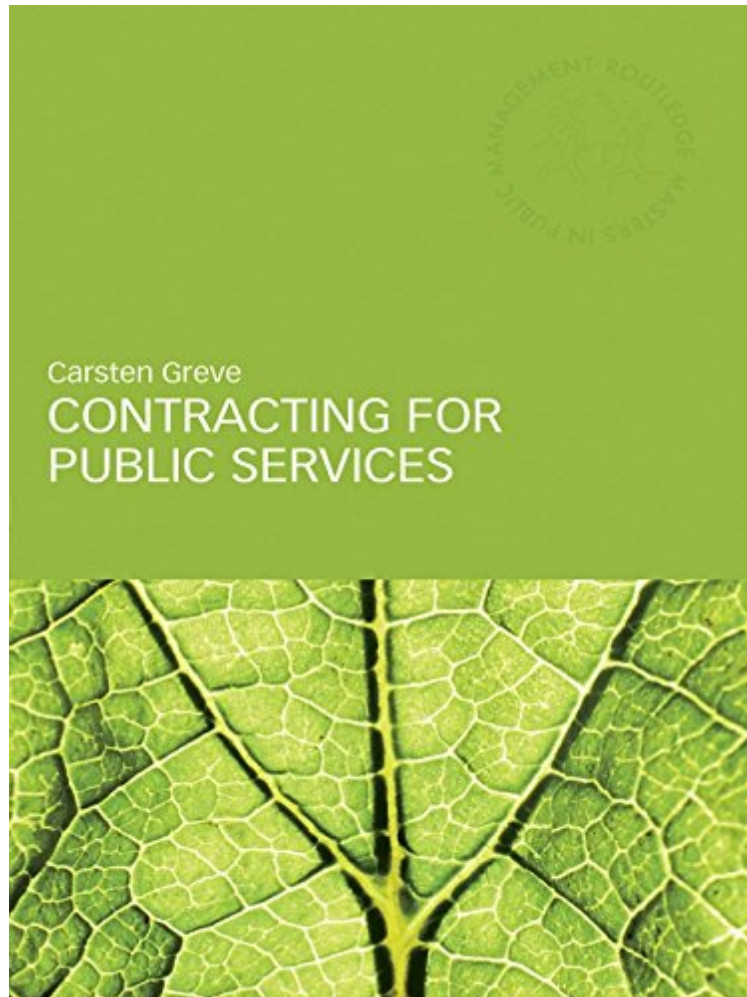


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# Contracting for Public Services (Routledge Masters in Public Management)

*Carsten Greve*

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Insightful and comprehensive and covering new subjects like globalization and IT, this text, international in its approach, provides a thorough introduction to the key phases of the contracting process and the skills required by managers in its implementation. These include: policy for contracting strategic purchasing understanding markets communicating the contracting decision designing and drafting the contract the role of the consumer the regulation of

service provision. Illustrated throughout with practitioner case-studies from a range of OECD countries, this book presents an important new theoretical 'contract management model' and a 'mature contract model', and explores the mechanisms, formal rules and informal norms that influence the way governments contract for public services. This book is essential reading for all students of public management and all public service managers.

**About the Author** Carsten Greve is Professor of Public Management and Public-Private Cooperation at the International Center for Business and Politics, Copenhagen Business School. He is the author of numerous scholarly articles and several books, including *The Challenge of Public-Private Partnerships: Learning from International Experience* (co-edited with Graeme Hodge). He is also the vice-study leader for the MPA programme at the Copenhagen Business School.