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by R T

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Response 1

My response towards this paper is that I agree with the writer a hundred percent. A cost implication is needed for a company to earn an improved market, production quality, and quantity. Cheap is expensive and may result in the company's perceived need but, on the other hand, fail to reach the benefit (Gido et al., 2018). In business, costs should always be low than expenses to pronounce that sales or benefits are happening. Otherwise, without a sense of improvement, saying one has a business could be wrong since it is not seen in returns. In a project, suggestions to have more improved production activities, costs must be involved to ensure that benefits outweigh the costs. However, before concluding to quantify a project, it is essential to gather information to avoid making losses that would endanger a company's reputation in the market (Al-Khalil et al., 2004). Change of quality, improvement of a company's quantity is a good thought but requires a thorough screening to get it right.

References

- Gido, J., Clements, J., & Baker, R. (2018). *Successful Project Management* (7th ed.).
- Al-Khalil, M., Assaf, S., Al-Faraj, T., & Al-Darweesh, A. (2004). Measuring effectiveness of materials management for industrial projects. *Journal of Management in Engineering*, 20(3), 82–87.

Response 2

Business success is measured by the profit expected and the benefits it brings to the contractor hence concurring. However, another measure for success in contracts is the use of the proposals and their money implication (Kuehne & Lohn, 2007). However, money is the main goal to achieve than thinking of how many contracts. Some contractors focus on the number of contracts they have, forgetting that money implication or benefit after doing the work is very

important. Contractors may submit many contracts and get a considerable advantage compared to having a win ratio with petty returns (Gido et al., 2018). Having two approaches, one being depending number of contractors that are small but many. However, the second approach does not focus on ratio but on winning a fair return contract. I would go with the second approach since the contracts will yield rather than the quantity at the end of the daily requirement.

References

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