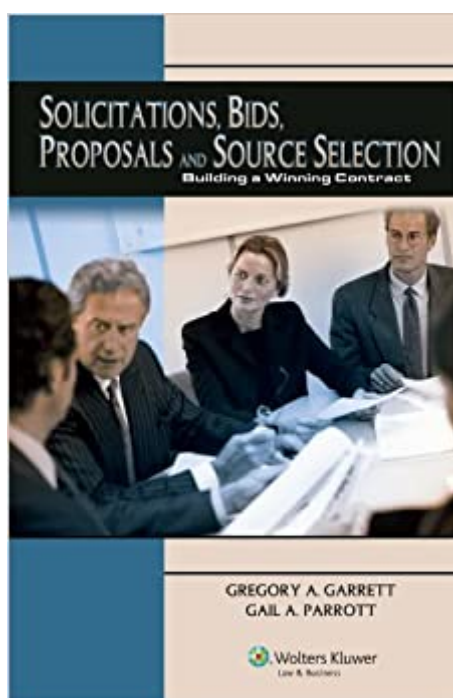


The book was found

Solicitations, Bids, Proposals And Source Selection: Building A Winning Contract



Synopsis

This fast-paced book walks you through the entire buying and selling life-cycle in just the first chapter. Chapters 2-7 then provide the detailed process inputs, proven tools and techniques, and desired outputs for all three phases and each of the seven key steps which both buyers and sellers must accomplish to achieve business success. Chapters 8, 9, and 10 each provide a thought-provoking discussion of proven effective best practices to improve buying and selling. Each chapter provides best practices in solicitations, bids/proposals, and contracts in a different marketplace. Chapter 8 addresses best practices in the U.S. Federal Government Marketplace. Chapter 9 provides best practices in the U.S. Commercial Marketplace. Finally, Chapter 10 discusses buying and selling best practices in the Multi-National/Global Marketplace. This one-of-a-kind book provides both breadth and depth of practical guidance, which few books have ever delivered. Plus, the authors have included numerous excellent interviews of buying and selling business professionals, from both the U.S. Government and industry. The interviews alone are worth the price of this book. If you are a business professional involved in any aspect of buying or selling products, services, and/or solutions, then this book is a must buy, read, and do!

Book Information

File Size: 49491 KB

Print Length: 350 pages

Simultaneous Device Usage: Up to 4 simultaneous devices, per publisher limits

Publisher: CCH (April 19, 2007)

Publication Date: April 19, 2007

Sold by: Digital Services LLC

Language: English

ASIN: B009GKVSR4

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Not Enabled

Screen Reader: Supported

Enhanced Typesetting: Enabled

Best Sellers Rank: #1,217,768 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #10

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Customer Reviews

Good book for contracts reference.

Garrett has done it again. This is a great beginner text on proposals. Lots of useful information contained here and provides some great refresher material for more experienced business development professionals.

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