



Government Contract Negotiations: A Practical Guide for Small Businesses

David C. Moore

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Competitive negotiation is the most complex of all government acquisition procedures. This handy business tool guides readers through the maze of procedures and rules--translating them into plain English. Focuses on the five main problem areas associated with negotiated contracts: writing effective technical and pricing proposals, making it into the competitive bid range, dealing with government contracting officer's review, crafting the best and final offer, monitoring and administering the contract after award.

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