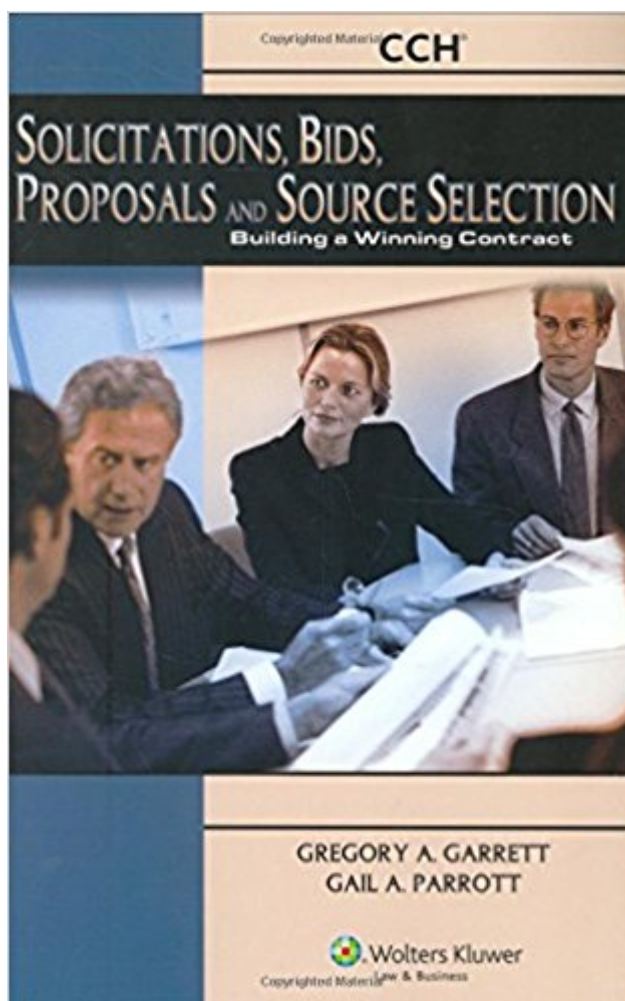


The book was found

Solicitations Bids Proposals & Source Sel: Build Win Contract 2007



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 breath 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

Paperback: 350 pages

Publisher: CCH; 35316th edition (April 19, 2007)

Language: English

ISBN-10: 0808016121

ISBN-13: 978-0808016120

Product Dimensions: 6 x 0.8 x 9 inches

Shipping Weight: 1.1 pounds (View shipping rates and policies)

Average Customer Review: 5.0 out of 5 stars 2 customer reviews

Best Sellers Rank: #312,303 in Books (See Top 100 in Books) #3 in [Books > Law >](#)

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Good book for contracts reference.

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