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Reviews

Absolutely among the best book We have ever study. It is actually writer in easy words instead of hard to understand. I found out this publication from my i and dad encouraged this book to find out.
(Kristina Rippin)

STRATEGIES FOR POSITIVE PERFORMANCE IN GOVERNMENT CONTRACTS (PAPERBACK)

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Dbc Publishing, United States, 2016. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. No matter how good the products being delivered to the government customer, performance ratings mostly depend on the relationship. If you are in the first few years of doing business with the government you have probably learned this the hard way. Government Contract work is about networking, mentoring, liaising within the government agency, interacting with agency representatives (customers), and establishing long-term relationships. Those outside government contracting often advise business entrepreneurs in the government contracting field how to compete and how to write proposals, but not many can provide direct training on how to establish and cultivate relationships with government decision makers. When entrepreneurs enter the government contracting market and struggle to learn the unwritten processes, gaining new contract work feels laborious. This book s content points business developers in the right direction to impress the new or current government agency customers and avoid serious relationship issues. Reading this book will save years of time and money associated with networking in the government contracting industry. It takes years to find resources and access to business owners - or spend a few hours learning critical insight in this book. Readers will receive tips and insight from President s and CEO s of established and active government contracting companies and from Government Contracting Officers perspectives. The content contains insight from business owners who are currently in government contracting is a must read book to gain insight for those entering the government contracting arena. Key Search Words: audit reporting, award determinations, barriers, best-practice, bureaucratic dynamics, business insights, business leaders, business partners, business practitioners, cohesive leadership, collaborative leadership, competition, competitive bidding, competitive intelligence, compliance, contract business, contract cycle, contract deliverables, contract negotiations, contract requirements, contract types,...



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