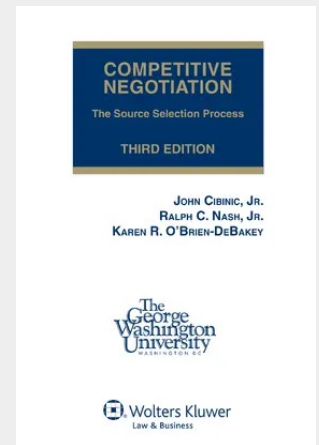


Competitive Negotiation: The Source Selection Process, Third Edition (Softcover)

Government procurement has evolved in the past decade and it has become a system that encourages negotiations after the receipt of proposals. The process can be very elaborate or quite simple, and attorneys and contracting professionals must fully understand the source selection process and how requirements may be narrowed during the negotiations to gain or hold on to a share of the government contract business. Competitive Negotiation: The Source Selection Process, Third Edition is the result of the partnership of The George Washington University Law School Government Contracts Program and the CCH Business and Finance Group. It is a thorough text, examining conventional and alternative systems for competitive negotiations in light of current statutes, regulations and case law. It discusses the distinct steps and laws behind the negotiation process from the inception of the requirement for goods or services to the award of the contract and the debriefing of the losing offerors. Gain understanding of: - The history of the award process and how the system has evolved - Scoring techniques for selecting contractors - Strategies used in oral and written negotiations - Post-selection procedures - Procedures initiated by the Federal Acquisition Regulation (FAR) to permit streamlining - Techniques and tools to develop proposals that offer the best value to satisfy the call - Decisional law and forums for challenging award contracts Draw on the insight given by the authors and the pre-eminent authorities in government contracting and the unbiased analysis of important case law and decisions provides an overview of the current legal environment and helps you put everything in perspective



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