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This unbiased analysis of statutes, regulations, and case law clarifies the complex rules of federal procurement policies, explaining the processes that government personnel and contractors must follow in every aspect of government contracting and from inception to completion. Topics include contract administration and personnel, contract interpretation, risk allocation, changes, delays, pricing of adjustments, and much more.

Save time and eliminate errors with this quick-reference, A-Z guide to the language of procurement! Successful government contracting requires the use of precise, up-to-date terminology, as well as a firm understanding of current regulatory and case law. This quick-reference guide saves time and makes your job easier by providing ready definitions for more than 1500 terms, phrases and acronyms used in government procurement. Completely up-to-date terminology reflects statutory and regulatory changes, including some 600 terms relating directly to the rules and procedures mandated by various statutes and regulations, including: the Federal Acquisition Streamlining Act, the Clinger-Cohen Act, the Federal Acquisition Regulation and agency FAR supplements. Written by preeminent experts on government contracts, Ralph C. Nash, Jr., Karen O'Brien-DeBakey, and Steven L. Schooner, The Government

Contracts Reference Book provides clear explanations for general terms related to government procurement, as well as agency-specific terms from the Department of Defense, General Services Administration, Department of Energy, other agencies. Each explanation includes a summary of where the term is used in the statutes or regulations, including citations to the source documents. Organized in an easy-to-use alphabetical format and fully cross-referenced, this essential reference will help you manage all aspects of the procurement process with greater efficiency and confidence. The ideal starting point for further research! When you need to explore a term or topic further, The Government Contracts Reference Book serves as an invaluable research tool. You'll find: Current citations to FAR, DFARS, DEAR, NFS and other regulations, as well as to pertinent statutes, federal court decisions, administrative board decisions, and other important material Frequent references to sources of additional information, including some 50 texts, scores of articles from more than 30 different periodicals and many other types of documents issued by both government and private industry Web and Internet addresses for dozens of government and industry resources are also included Cross-references provided in ALL CAPS for ease of use

This key resource is often referred to as the "Green Book". Federal policymakers and program managers are continually seeking ways to better achieve agencies' missions and program results, in other words, they are seeking ways to improve accountability. A key factor in helping achieve such outcomes and minimize operational problems is to implement appropriate internal control. Effective internal control also helps in managing change to cope with shifting environments and evolving demands and priorities. As programs change and as agencies strive to improve operational processes and implement new technological developments, management must continually assess and evaluate its internal control to assure that the control activities being used are effective and updated when necessary. The Federal Managers' Financial Integrity Act of 1982 (FMFIA) requires the General Accounting Office (GAO) to issue standards for internal control in government. The standards provide the overall framework for establishing and maintaining internal control and for identifying and addressing major performance and management challenges, and areas at greatest risk of fraud, waste, abuse and mismanagement. This report explores the Five Standards for Internal Control as identified by GAO for policymakers and program managers: - Control Environment - Risk Assessment - Control Activities - Information and Communications - Monitoring These standards apply to all aspects of an agency's operations: programmatic, financial, and compliance. However, they are not intended to limit or interfere with duly granted authority related to developing legislation, rule-making, or other discretionary policy-making in an agency. These standards provide a general framework. In implementing these standards, management is responsible for developing the detailed policies, procedures, and practices to fit their agency's operations and to ensure that they are built into and an integral part of operations. Other related products: Government Auditing Standards: 2011 Revision (Yellow Book) --print format can be found here: <https://bookstore.gpo.gov/products/sku/020-000-00291-3> --ePub format can be found here: <https://bookstore.gpo.gov/products/sku/999-000-44443-1> Reducing the Deficit: Spending and Revenue Options can be found here: <https://bookstore.gpo.gov/products/sku/052-070-07612-7> The Budget and Economic Outlook: 2016 to 2026 can be found here: <https://bookstore.gpo.gov/products/sku/052-070-07697-6>

The 42nd annual edition of the leading guide to taxation in Britain. This practical and user-friendly guide is a bestseller with students, professionals, accountants and private individuals, explaining in simple terms how the UK tax system works and how best to minimise tax liabilities.

The federal professional services market is one of the world's largest, and one of the most competitive. Companies struggle to compete and prosper. In Zero to a Billion, David Kriegman, former SRA

International executive, presents techniques to help companies succeed where many have failed. His book goes beyond standard compliance books to provide answers to questions like these: Why do some companies grow while others stagnate or go out of business? How do you differentiate yourself and compete with much larger companies? Why do you lose work when the customer says you are doing a good job? How do you attract, retain, and motivate top talent? Why do some acquisitions succeed while others are considered less than a success or even a failure? Kriegman draws on his thirty years of experience to illustrate the essential lessons of strategy, business development, cultural issues and operations with real-world examples and actionable ideas. The book is recommended for new and mid-career managers as well as seasoned executives.

Go Beyond the FAR! The guidance contained in the almost 2000 pages of the Federal Acquisition Regulation and the various agency supplements are just a part of the resources government acquisition professionals need to do their jobs effectively. Accessing and understanding case law is equally important to a thorough understanding of government contracting. Legal decisions explain the Government Accountability Office's and the courts' views on how procurement statutes and regulations apply in a wide range of situations. Case law also gives potential bid protesters and agencies a way to gauge the likely outcome of a protest. Until now, it has been difficult to find and understand the legal decisions that could be relevant to a particular situation. Key Case Law Rules for Government Contract Formation changes that by organizing and explaining the most important protest grounds in a readily accessible and comprehensible way. With an emphasis on more recent cases, the book is organized around the key protest grounds, such as pricing issues, allegations that the government wrongfully prevented competition, or improper sealed-bidding procedures. Bridging the gap of understanding between the legal and the contracting communities, this book is a much-needed addition to the essential resources for acquisition professionals.

Continuing in the tradition of its bestselling predecessors, PMP Exam Practice Test and Study Guide, Tenth Edition uses self study to help readers increase their chances of passing the PMP certification exam the first time around. This tenth edition is up to date with the 2015 Examination Content Outline (ECO) published by the Project Management Institute.

This book will give you all of the information you require to create an online reputation for your company and a "sales funnel" that will produce pre-qualified and pre-sold leads and bring them through the pre-sales process until they become YOUR CLIENT! You will be able to create your niche and eliminate your competition. Last year's book received international attention from contractors all over the world. Since so much has changed in the past year, we have incorporated all new information on Reputation Marketing and other areas that needed updating in this new edition. This book has been written with the intent to help small sub-contractors, medium-sized general contractors, large construction companies and design-build firms build their business back to where it was 6 or 7 years ago. It will also serve the contractor who is just starting his business. There is something for everyone in this book whether you are just starting out with your marketing efforts, are started already but need to organize and be consistent or want to get into government contracts and larger projects. This book has been tailored in the beginning chapters for the smaller contractor who has no marketing whatsoever and has been just skating through getting jobs from their local market. As you get through the book, you will find that the methods stated will benefit everyone who is involved with the construction and building industry. What people say about your company online has become the single most important reflection of your company's quality, reliability, and skill. It doesn't matter if you're a doctor, a general contractor, a carpet cleaner, or a painter. In Nielsen's most recent Global Trust in Advertising study, 70% of global consumers indicated they trust online reviews from strangers when making purchasing decisions. Your number one marketing priority should be to develop a 5-star online reputation. Why? All your other marketing efforts will ultimately lead the consumer to learn more about you online. There, your less than

sterling or non-existent reputation drives them away. This book makes everything simple. Step-by-step instructions with checklists at the end of each chapter that will allow you to gauge and measure your milestones.

Bermuda: Doing Business and Investing in ... Guide Volume 1 Strategic, Practical Information, Regulations, Contacts

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