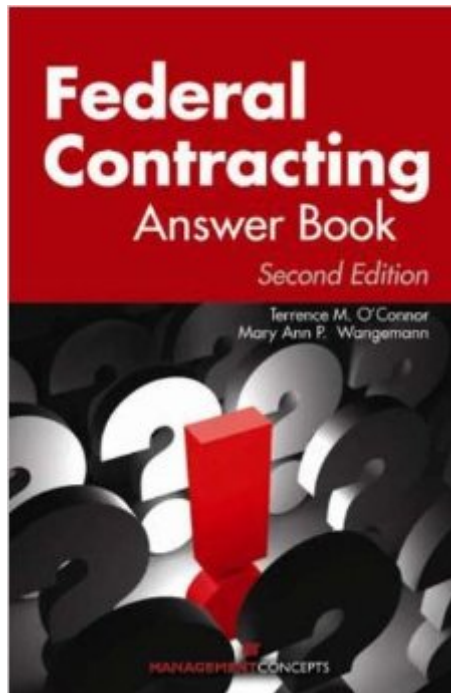


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# Federal Contracting Answer Book, Second Edition



## Synopsis

Anyone involved in government contracting – whether a contractor or a federal contracting professional – knows how tough it is to learn the contracting process and stay on top of the ever-changing rules, regulations, and details. *Federal Contracting Answer Book, Second Edition*, provides clear, succinct answers to questions on all aspects of federal government contracting, particularly procedures and regulations. The straightforward, practical approach allows for quick and easy access to critical information, while providing valuable insights into the changing landscape of federal government contracting. Understand how the federal government evaluates an offeror's price through market research, independent government estimates, competition strategies, terms and conditions, and risk factors. Discover how the government evaluates an offeror's cost build-up, including cost estimating systems and individual cost components. Learn the changes in ethics regulations to ensure compliance with the law. Secure a government contract by applying procurement methods used in federal acquisition. **NEW!** *Federal Contracting Answer Book, Second Edition*, provides updated information about how the government makes an award decision, the key components required for negotiation, and the increased emphasis on procurement integrity. New chapters on costing and pricing offer insights into what the government looks for in evaluating an offeror's proposal.

## Book Information

File Size: 606 KB

Print Length: 558 pages

Publisher: Management Concepts Press; Second edition (April 7, 2011)

Publication Date: April 7, 2011

Sold by: Digital Services LLC

Language: English

ASIN: B004VNHGDG

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Not Enabled

Enhanced Typesetting: Not Enabled

Best Sellers Rank: #1,766,181 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #62

in Books > Law > Administrative Law > Public Contract #18860 in Books > Politics & Social

Sciences > Politics & Government > United States #41251 in Books > Politics & Social Sciences  
> Politics & Government > Political Science

## Customer Reviews

This is listed as the second edition, however the second edition was released in 2009, and contains 24 chapters with 275 questions. This Version only contains 23 chapters with 209 questions!! I picked up this version instead of the one listed for my contracting course, but ended up having to purchase the hard back version as well since this is missing content, and is NOT actually the complete SECOND EDITION as it claims, rather some created for kindle version!

Mary Ann Wangemann has 25 years experience in the government marketplace working in federal procurement and contract performance, making her second updated edition of Federal Contracting Answer Book a 'must' for any working with federal contracts. This new edition is for contracting personnel at all levels and includes new chapters on pricing, costing, and how the federal government evaluates an offered price. Keys to how the government researches competition and risk factors will provide many essential insights in this top pick for any serious business library.

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