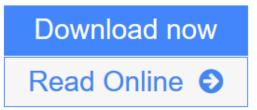


Acquisition Management

R. Marshall Engelbeck



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Acquisition Management is the first step-by-step guide to the government's new strategies and methods for procurement. With it, you'll learn how to apply a strategic approach.

Key Features:

* Reviews acquisition principles to help you develop a basis for decision-making

* Gives you step-by-step guidance for every phase of the process, from solicitation to closeout

* Places the procurement process in a risk management context to help you troubleshoot problems and ensure success

* Outlines the roles and tasks of major players in the process to help you work more effectively as part of the contracting team

* Presents pertinent information from the FAR at each applicable point in the acquisition process

If you want to excel at every phase of the contracting process -- from pre-award procurement planning to post-award contract closeout -- Acquisition Management is the most useful, comprehensive resource you'll find.

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