



Acquisition Management

R. Marshall Engelbeck

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The federal procurement process is undergoing a major overhaul. And, to be successful, you must master a host of new methods, rules, and requirements. This new, streamlined acquisition process adopts the best practices of the business world to boost cost-efficiency and reduce the time from contract development to delivery.

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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