

Winning Negotiations in Federal Contracting,

by Terrence M. O'Connor, Esq.

This book teaches practical negotiating strategies and techniques and shows you how to understand both government and contractor perspectives and use your knowledge to strategic advantage. Published by Holbrook & Kellogg, 1964 Gallows Road, Suite 200, Vienna, VA 22182. Telephone: (703) 506-0600; Fax: (703) 506-1948. Price: \$83.

Writing and Managing Winning Technical Proposals,

by Timothy Whalen.

This book describes in detail how to write effective proposals. Published by Holbrook & Kellogg, 1964 Gallows Road, Suite 200, Vienna, VA 22182. Telephone: (703) 506-0600; Fax: (703) 506-1948. Price: \$69.

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