



Federal Acquisition: Key Issues and Guidance

By Paula B. Compton

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Take the First Step Toward Building a Strong Foundation in Federal Acquisition!

Federal Acquisition: Key Issues and Guidance is an essential guide to understanding and working within the complex world of federal government contracting. It offers brief but comprehensive explanations of the major phases and essential tasks in the contracting process. Written in a clear and easy-to-understand style, this resource provides the perfect foundation for building a thorough understanding of federal contracting.

Author Paula Compton focuses on the most problematic areas of federal contracting, highlighting the deficiencies cited most often by the Government Accountability Office and Inspector General audits and reports, such as:

- Not performing market research
- Inadequate independent government cost estimates
- Violation of the bona fide needs rule
- Insufficient statements of work
- Inadequate price or cost analysis

Anyone new to government acquisition will find that reading this book is the ideal first step on the path to understanding the federal acquisition process. Seasoned contract professionals will find it an excellent quick review.

BONUS! Includes sample acquisition templates that can be modified to fit many types of acquisition actions.

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Editorial Review

About the Author

Paula B. Compton has been involved in federal acquisition with a number of government agencies for more than 30 years. She has held staff and management positions in both operations and policy in the United States and abroad.

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