



# Competitive Negotiation: The Source Selection Process, Second Edition

*John Cibinic Jr., Karen R. O'Brien Ralph C. Nash Jr.*

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**Competitive Negotiation: The Source Selection Process, Second Edition** John Cibinic Jr., Karen R. O'Brien Ralph C. Nash Jr.

It is a thorough text, examining conventional and alternative systems for competitive negotiations in light of current statutes, regulations and case law. It discusses the distinct steps and laws behind the negotiation process from the inception of the requirement for goods or services to the award of the contract and the debriefing of the losing offerors. Gain understanding of: The history of the award process and how the system has evolved Scoring techniques for selecting contractors Strategies used in oral and written negotiations Post-selection procedures Procedures initiated by the Federal Acquisition Regulation (FAR) to permit streamlining Techniques and tools to develop proposals that offer the best value to satisfy the call Decisional law and forums for challenging award contracts Table Of Contents Each chapter is organized to be a self-sufficient discussion of a given area so that a familiar user can quickly find relevant guidance on any topic by referring to a very detailed table of contents. Chapter 1: Acquisition Planning Chapter 2: Development of the Source Selection Plan Chapter 3: Soliciting Proposals Chapter 4: Contractor Proposal Development Chapter 5: Communications to Facilitate Evaluation Chapter 6: Evaluation and Ranking of Proposals Chapter 7: Award Without Negotiations/Competitive Range Decision Chapter 8: Negotiations Chapter 9: Source Selection Chapter 10: Award and Debriefings Chapter 11: Contract Award Controversies

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