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Creating, managing and
operating a government
contracting firm that

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holds revenue growth as the most important strategic objective is the focus of this book. It is an example filled roadmap of how to create a shared vision for

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revenue growth, motivate employees and create a step-by-step decision processes for investing in your company's future. Gary Dunbar explains the nuances of

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working in a government contract environment, and outlines the fundamentals of creating and managing a business development process from strategy through

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prospecting, qualifying
leads, positioning,
proposing, negotiation
and on to the victory
party.

A Management Guide for
Government Contractors

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Die OECD-Grundsätze der Corporate Governance wurden 1999 vom Rat der OECD auf Ministerebene gebilligt und sind seitdem zu einer internationalen Richtschnur für politische Entscheidungsträger, Investoren,

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Unternehmen und sonstige
interessierte ...
Revenue Growth