

1. Record Nr.	UNISA996217128803316
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Titolo	Tendering and negotiating for MoD contracts // Tim R. Boyce
Pubbl/distr/stampa	London : , : Thorogood, , [2002] ©2002
ISBN	1-280-17412-9 9786610174126 1-4237-2145-4 1-85418-593-4
Descrizione fisica	1 online resource (135 p.)
Collana	Thorogood Professional Insights
Disciplina	355.6212094109033
Soggetti	Defense contracts - Great Britain Contracts - Great Britain Negotiation in business - Great Britain
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di contenuto	About the Author; Contents; Abbreviations; List of Figures; Section 1 Introduction; Section 2 Competitive tendering: the pre-bid phase; Section 3 Competitive tendering: The post-bid phase; Section 4 Principles and processes of negotiation; Section 5 Contractual negotiations; Section 6 Non-competitive business
Sommario/riassunto	Aims to draw out the main principles, processes and procedures involved in tendering and negotiating MoD contracts. This book covers aspects of competitive tendering, negotiation and contractual negotiations. It provides guidance, tips and techniques for dealing with the MoD.