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To understand why Major League Baseball owners and the union are now locked into the sport's first labour interruption since the 1994 strike , you need to look past the past week's signing bonanza and ...

MLB Owners vs. Players: A look at the issues as lockout begins

The NBA has concluded its investigation of the Miami Heat's acquisition of guard Kyle Lowry from the Toronto Raptors, on Wednesday penalizing the Heat a second-round pick for negotiations in ...

Heat stripped of draft pick over timing of agreement with Lowry

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The Detroit Tigers have vastly improved their shortstop position and pitching staff by adding Javier Baez and Eduardo Rodriguez to their roster.

Detroit Tigers Serve Notice With Two Dramatic Free-Agent Signings

Former council member Deb Dunlevy says the negotiations have had the greatest ... the need for continued professional development in the selection for our high ability programs.

Pike Township Schools Equity Council member steps down amid teacher contract dispute

The Belgian subsidiary of French telcom Orange SA said it had been chosen by Nethys from a competitive selection process to enter negotiations for 75% minus one share of VOO, with an enterprise ...

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Law360 (November 12, 2021, 4:50 PM EST) -- Legal consulting firm Magna Legal Services LLC is suing its top competitor Digital Evidence Group LLC in Pennsylvania federal court after the company ...

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For example, the Biden administration knows that global competitive pressures have driven ... in membership—as well as its selection as a forum for the current negotiation over, for example, the more ...

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An industry source confirmed early Thursday that the ... “We hope that the lockout will jumpstart the negotiations and get us to an agreement that will allow the season to start on time.” ...

MLB lockout official as CBA expiration brings baseball to halt

Following a competitive selection process, Orange revealed on Tuesday that it has been chosen by Belgian conglomerate Nethys to begin exclusive negotiations that could result in Orange acquiring a 75 ...

Orange Belgium in €1.8bn takeover talks with VOO

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3D Printing Sourcing and Procurement Report Forecasts the Market to Have an Incremental Spend of USD 29.41 Billion | SpendEdge

Insider asked negotiations expert Fotini Iconomopoulos ... "The way to do that is to make sure that my salary is competitive with other people on the market." Threatening to leave outright is ...

A negotiation coach gives her advice on asking for a pay rise — including what to do if you have a job offer elsewhere

NEW YORK, Dec. 2, 2021 /PRNewswire/ -- The Sodium Bicarbonate market will register an incremental spend of about USD 337.95 Million, growing at a CAGR of 4.53% during the five-year forecast period.

Global Sodium Bicarbonate Market Sourcing and Procurement Intelligence Report| Top Spending Regions and Market Price Trends| SpendEdge

The NBA has concluded its investigation of the Miami Heat's acquisition of guard Kyle Lowry from the Toronto Raptors, on Wednesday penalizing the Heat a second-round pick for negotiations in ...

Heat stripped of draft pick over timing of agreement with Kyle Lowry; Heat: 'We disagree'

Several strategic and tactical negotiation levers are explained in the report to help buyers achieve the best prices for the Telehealth market. The report also aids buyers with relevant Telehealth ...

Telehealth Sourcing and Procurement Report Forecasts the Market to Have an Incremental Spend of USD 11 Billion | SpendEdge

During the forecast period, the Cheese industry will see an increase in spending of around USD 19.4 billion. However, the majority of this expansion will be driven by only a few regions. Furthermore, ...

Government procurement has evolved in the past decade — it has become a system that encourages negotiations after the receipt of proposals. The process can be very elaborate or quite simple, and attorneys and contracting professionals must fully understand the source selection process and how requirements may be narrowed during the negotiations to gain or hold on to a share of the government contract business. Competitive Negotiation: The Source Selection Process, Second Edition is the result of the partnership of the George Washington University Law School Government Contracts Program and The CCH Business and Finance Group. 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 Draw on the insight given by the authors — the pre-eminent authorities in government contracting — the unbiased analysis of important case law and decisions provides an overview of the current legal environment and helps you put everything in perspective

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Your Go-to Resource for Government Contract Source Selection! From planning to protest and all the steps in between, Understanding Government Contract Source Selection is the one reference all government acquisition professionals and contractors should keep close at hand. This valuable resource provides straightforward guidance to ensure you develop a firm foundation in government contract source selection. Government acquisition professionals can reference this book for guidance on: • Preparing the acquisition and source selection plans • Drafting evaluation criteria and proposal preparation instructions • Creating a scoring plan and rating method • Drafting the RFP and SOW • Conducting a pre-proposal conference • Preparing to receive proposals and training evaluators • Evaluating technical, management, and cost proposals • Avoiding protest Contractors can reference this book for guidance on: • Selling to the federal government • Reviewing a draft RFP and providing comments • Participating in a pre-proposal conference • Preparing a proposal that complies with RFP requirements • Developing a strategy for teaming agreements, subcontracts, and key personnel • Negotiating a contract • Getting the most out of post-award debriefings • Filing a protest PLUS! Understanding Government Contract Source Selection provides a source selection glossary, an extensive case study, and sample proposal preparation instructions in the appendices to help you navigate the federal competitive source selection process. This complete guide is an indispensable resource for anyone striving to build their knowledge of government contract source selection!

March, September, and December issues include index digests, and June issue includes cumulative tables and index digest.

Your Step-by-Step Guide to Today's Best Procurement Practices "Acquisition Management is a great book for those in the government acquisition business. It is complete and well documented. I was especially impressed with the format which makes it valuable for training people new to the acquisition field and as a reference to those with more experience." Brig. Gen. James C. Dever, Jr. USAF (Ret.) Formerly, DCS Contracting and Manufacturing, Air Force Systems Command Whether you're a contractor or government personnel, one thing is for sure: The federal procurement process is undergoing a major overhaul. And, to be successful, you must master a host of new methods, rules, and requirements. New from Management Concepts, Acquisition Management is the first step-by-step guide to the government's new strategies and methods for procurement. This new, streamlined acquisition process adopts the best practices of the business world to boost cost-efficiency and reduce the time from contract development to delivery. Acquisition Management prepares you fully to understand and apply these new acquisition techniques, teaching you how to manage contract risk and work more effectively as a member of a multi-functional team. Key Features • Reviews acquisition principles to help you develop a basis for decision-making • Gives you step-by-step guidance for every phase of the process, from solicitation to closeout • Places the procurement process in a risk management context to help you troubleshoot problems and ensure success • Outlines the roles and tasks of major players in the process to help you work more effectively as part of the contracting team • Presents pertinent information from the FAR at each applicable point in the acquisition process

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The Code of Federal Regulations is the codification of the general and permanent rules published in the Federal Register by the executive departments and agencies of the Federal Government.

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