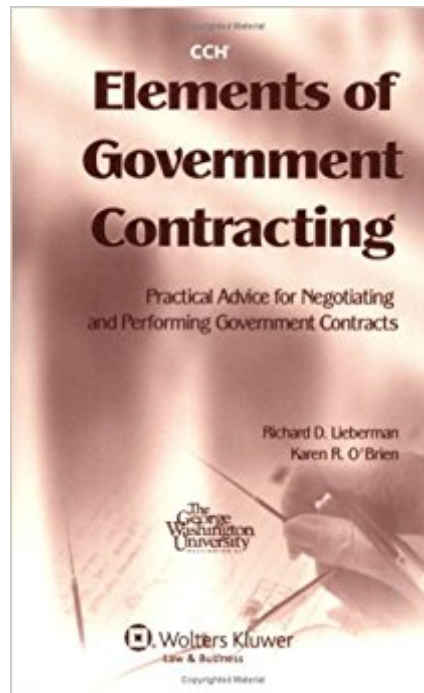




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# Elements Of Government Contracting



## Synopsis

Elements of Government Contracting combines two previous books, Elements of Contract Formation and Elements of Contract Administration, to make one comprehensive resource. This convenient reference covers the entire procurement spectrum from the beginning of the process through claims and disputes in a straightforward, easy-to-read manner. The first part of this book explains the important elements and issues involved in the formation of government contracts, including the two primary methods of contracting. The next part addresses the factors critical to contract inception, performance and completion, and outlines the rules for contractors in the administration of a government contract. Fully updated, Elements of Government Contracting includes sample letters to contracting officers, as well as practical tips at the end of each chapter. In addition, it has an appendix on how to get a Multiple Award Schedule Contract and avoid pitfalls in performance.

## Book Information

Paperback: 177 pages

Publisher: CCH (March 30, 2005)

Language: English

ISBN-10: 0808011170

ISBN-13: 978-0808011170

Product Dimensions: 6 x 0.5 x 9 inches

Shipping Weight: 10.4 ounces (View shipping rates and policies)

Average Customer Review: 4.1 out of 5 stars 6 customer reviews

Best Sellers Rank: #1,256,737 in Books (See Top 100 in Books) #23 in [Books > Law >](#)

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## Customer Reviews

served it's purpose - plenty of valuable information

I am keeping this book because it is more than a text book, it really takes you through the processes and legalities of government contracts, a useful tool for anyone involved in gov. contracts

I purchased this book for my master's program required reading. It is very thorough and easy to understand. Great reference.

Straight forward and clear.

\$60 is a bit much for this book. Yes, it's all in one place but I expected something more comprehensive for the price. It's not bad, it's just too much money.

I'm very familiar with virtually all books on government contracting, also known as federal contracting. Most of them have their merits except for a handful that are cut-and-paste "books." You have to be careful to avoid those. Most but not all the academic books are produced by professors at George Washington University and published by Commerce Clearing House (where I got this one as well as many others). They are intended for law school students, attorneys and contracting officers. All the books on the subject that have either the George Washington Law School logo or the Commerce Clearing House (CCH) logo are among the legitimate and quality books on the subject. There are other good books too. One example of another helpful book is Federal Contracting Made Easy by Scott Stanberry, which is primarily aimed at small businesses that are getting into the field. Elements of Government Contracting, the subject of this review, is probably the first book that one would read to become knowledgeable about federal contract administration. As such, it covers everything one needs to know in an introductory manner but it is at the reading level of a law school student. One would ideally read this book twice and then further their understanding by committing themselves to much larger academic books that cover the same topics but in much greater depth. Such books would cite both the Federal Acquisition Regulation (FAR) and other authoritative sources in greater depth and provide case history. Of course one does not have to go beyond this book. Perhaps your goal is just to get a working foundation of government contracting. Then this is still the book for you. However, nobody can master the entire subject. That is because all the different authoritative sources on the subject together are more voluminous than the United States of America Tax Code. Finally, I think this book is just about perfect as an introductory book on government contract administration. There are other short books that introduce one to concepts of the business of federal contracting. Some are basically definitional, others are geared toward small business managers and others are targeted toward procurement personnel. But this book has no major competitor in its category. That, I believe, is why the price is so great for such a short and modest dimension paperback book.

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