



Competitive Negotiation: The Source Selection Process, 3rd Edition

Ralph C. Nash Jr., Karen R. O'Brien-DeBakey

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This book discusses all phases of the competitive negotiation process from the inception of the requirement for goods or services to the award of the contract and notification and debriefing of unsuccessful offerors. We organized the chapters to follow the discrete steps of the process, with the result that many topics are included in two or more chapters. For example, choosing evaluation factors is dealt with in Chapter 2, using the factors is dealt with in Chapter 6, and their impact on the source selection decision is dealt with in Chapter 10. We have generally included cross-references when this occurs but readers should also check topics in the index to ensure that they have all the material on each topic.

In the text, we have included citations to and quotations from the FAR as well as from agency regulations supplementing the FAR. To assist our readers, we have also included the full text of these regulations as attachments in the back of the book. The text also includes citations to and quotations from numerous internal documents that amplify the FAR.

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