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## **Federal Contracting (text only) 3rd (Third) edition by S.A.Stanberry**

*by Scott A. Stanberry*

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**by Scott A. Stanberry : Federal Contracting (text only) 3rd (Third) edition by S.A.Stanberry** before purchasing it in order to gage whether or not it would be worth my time, and all praised Federal Contracting (text only) 3rd (Third) edition by S.A.Stanberry:

23 of 23 people found the following review helpful. Best General Book on Subject for Small BusinessesBy GreenyThis review is updated for the 3rd Edition.I've read many books on government contracting. I think this is the best primer on the market for small business owners and managers. Chapters are well-organized and the writing is succinct. The graphics are useful, including government forms, rate calculations, sample cost formulas, and more. The bid formula example for a small disadvantaged business and the progress payment schedule are just 2 of many excellent and easy-to-understand graphics.The author, Scott Stanberry, is well-known in the field because his successes in helping businesses to get established as government contractors. His book, now in its 3rd edition, has been the favorite beginning book for small business owners for several years.Federal contracting has grown steadily for many years now for various reasons. Even though the government is now bringing a lot of this work in-house instead of continuing to outsource it, most economists expect the sector to remain a large part of the national economy. Since the scope of federal procurement is so large, it makes sense for many businesses to evaluate the potential benefits of becoming vendors to the federal government.0 of 0 people found the following review helpful. Five StarsBy SMExactly as described and shipped quickly.0 of 0 people found the following review helpful. This book got me a A in my class.By CustomerThis book truly saved my butt. Many of the questions asked in my class, was

answered in this book. I know for a fact I would not have gotten an "A" in this very difficult course, If it were not for this single book.

Federal Contracting Made Easy, 3rd Edition [Paperback]Scott A. Stanberry (Author)