* List three specific things you learnt from going through my Proposal slides that you find useful or otherwise helpful/ interesting.
  + A proposal to an RFP is considered legally binding and you must do what you’ll say you’ll do
  + There aren’t negotiations during this process. The requirements elicitation begins once the proposal has been accepted.
  + Since there aren’t negotiations during the process, and the result is legally binding it is therefore important to put, in writing, that sections are negotiable in the proposal.
* In what way will knowing these things help you write effective proposals, both for the upcoming client project and your future workplace?
  + Knowing that a proposal is legally binding will ensure that potential solutions to problems are capable. It will ensure that as a company, we are able to deliver on everything that we say we can do and not mislead the client.
* What do you find appealing about the client project you've been set? How might the given proposal assignment usefully add to the repertoire of tools you can bring to an employer and/ or the larger community you're always a part of?
  + I find the process appealing as it reveals the business side of engineering. It isn’t enough to just state that you can solve a problem. Other engineering firms can solve that problem as well. It forces engineers to describe how they’re going to solve a problem, in a timeframe, and potentially for how much money. This tool opens more challenges than just how to solve the problem, but whether it is feasible to solve a problem given these constraints.
* What else have you learnt so far in the course that will allow you to do a good job on writing winning proposals?
  + Keeping language succinct and professional. Using language that is persuasive in order to secure an RFP. It isn’t enough just to state that you can do it, these business tactics will help secure the bid. Ensuring that the topic of sentences is stated early.