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## Revenue Growth: A Management Guide for Government Contractors

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By Gary A Dunbar

iUniverse, United States, 2013. Paperback. Book Condition: New. 279 x 210 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.Creating, managing and operating a government contracting firm that holds revenue growth as the most important strategic objective is the focus of this book. It is an example filled roadmap of how to create a shared vision for revenue growth, motivate employees and create a step-by-step decision processes for investing in your company s future. Gary Dunbar explains the nuances of working in a government contract environment, and outlines the fundamentals of creating and managing a business development process from strategy through prospecting, qualifying leads, positioning, proposing, negotiation and on to the victory party.



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