



## Revenue Growth: A Management Guide for Government Contractors

---

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.



**READ ONLINE**  
[ 4.39 MB ]

### Reviews

*A fresh e-book with a brand new perspective. This is certainly for anyone who statte that there had not been a really worth reading. I am just happy to explain how this is the very best publication i have go through in my individual lifestyle and may be he best pdf for ever.*

-- **Margarett Roob**

*The very best publication i possibly study. This is certainly for anyone who statte there was not a worth looking at. I am just very happy to tell you that this is basically the best pdf i actually have study inside my individual life and could be he very best pdf for possibly.*

-- **Darlene Blick**