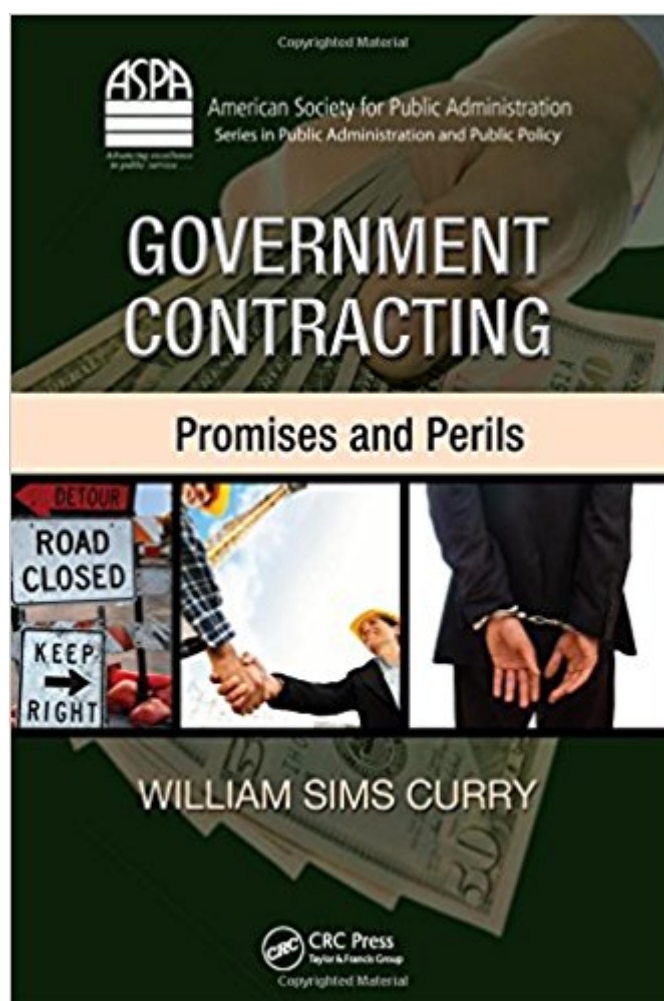


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# Government Contracting: Promises And Perils (ASPA Series In Public Administration And Public Policy)



## Synopsis

A guidebook through the minefield of government contracting and procurement, *Government Contracting: Promises and Perils* describes the dangerous practices commonly applied in the development and management of government contracts and provides advice for avoiding the sort of errors that might compromise their ability to protect the public interest. It includes strategies for increasing profits for government contractors, rather than incurring burdensome costs, through compliance with government mandated subcontracting and financial management systems. Drawing from his indepth investigation of government agencies across the country, the author examines present-day scenarios that regularly lead public servants and government committees to manage contracts with tools that are less than optimal and to select contractors that may not be the best qualified. He then delineates practical processes, contracting documents, and contract management tools to mitigate detrimental outcomes and alternative approaches to supplant the imperfect methodologies. The author includes a CD-ROM with the book that provides a number of practical tools that you can apply as well as examples of contracts and templates that are the best he discovered during his research. The book also outlines an approach for performing advance contract planning, conducting contract negotiations, and administering contracts useful when planning for the management of the contracting process throughout the contracting cycle, negotiating a contract that protects the interest of all contracting parties, and ensuring successful contractor performance. The book includes a "Government Procurement Corruption Wall of Shame" that illustrates the myriad perils and stumbling blocks such as conflicts of interest, duplicity, favoritism, incompetence, kickbacks, and protests that government workers fall prey to.. Filled with best practices that protect you from nefarious, amateurish, and criminal mistakes that frequently lead to difficulties with harsh consequences, the book does not end its coverage with discussions of corruption, mismanagement, and ineptitude, but provides practical processes and strategies to diminish the negative impacts from these government contracting perils.

## Book Information

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## Customer Reviews

... a guide for government officials who want to make sure that the deals they seek to secure with private businesses aren't ones that lead to poor decisions and corruption. On the government side, contracts should always defend public interest and avoid wasteful spending while maintaining a level of quality, and William Sims Curry writes on how to avoid the worst of decisions with simple principles and how to avoid being exploited by private industry. ... a must for any government official.--James A. Cox, Editor-in-Chief, Midwest Book Review, in Library Bookwatch, March 2011  
Mr. Curry takes on the ethical and social issues involved in Government contracting in a persuasive and reader friendly manner. No wasted discussions on philosophical issues but direct and meaningful methods of improving a broken system. Suggested reading not only for contracting personnel but anyone involved in government policy making.â •Lee Schuh, Contracting consultant and instructor  
Government Contracting: Promises and Perils by William Sims Curry is a good read for government and industry contracting, acquisition and program management professionals. Mr. Curry's book integrates an emphasis on strong acquisition planning up-front in the acquisition life cycle. Those of us with significant experience and leadership in major acquisition programs know that effective acquisition planning normally results in a clean and effective contract award. Effective acquisition planning leads toward more successful achievement of mission objectives within cost, schedule and scope parameters in a post award contract management environment.â •John Dobriansky, CPCM, NCMA Fellow, National Contract Management Assoc.  
Seldom does a book come along that has true value to the active practitioner in any field. Contracting is fundamental to business of any type and doing so well is extremely important to business success. This book and supplemental material gives any contracting professional a plethora of sound advice and real tools with which to design, develop and implement contracts in a professional and ethical manner. A must for any contract professional's desk.â •Greg Sanger, PhD, SpectraSensors  
Provides cautionary insights into the government procurement processes. A

solid treatment of government contracting techniques. Contemporary and in tune with contracting events of the day. •Dr. Mike Criss, CPCM. 29-year member of the National Contract Management Association; member of the Executive Advisory Council and Ethics and Standards Committee. This book fills an important gap in teaching contracting in public administration graduate programs. Managers, contractors, and students of this dynamic field will find in this volume a wealth of practical techniques and policy ideas for sound and ethical contracting. •M. Ernita Joaquin, University of Nevada, Las Vegas

Chico, California, USA National Chengchi University, Taipei, Taiwan

This is Bill Curry's second book on public sector contract management. And, unlike the first, which was more of a how-to for managers in state and local government, this book focuses on the federal level and on ethical issues in contracting. Nevertheless, it should be of interest to managers at all levels of government. The book is filled with examples of the ethical perils in contracting -- from the Duke Cunningham case to the Darleen Druyun (Boeing) scandal. But, as the title states, the book also discusses the promises that ethical contracting holds in terms of improved credibility and results for public sector agencies and contractors alike. Each phase of the contracting process is examined in depth -- pre-solicitation, solicitation, proposal evaluation, and contract award, administration, and closeout. The book takes an interesting side-tour into contracting to meet social objectives. Here, Curry comes down solidly on the side of equal-opportunity contracting, but against affirmative-action contracting. Curry draws a clear distinction between the two. Finally, like the first book, this second volume includes a model RFP and contract, which include provisions incorporating best practices in all of the contracting areas covered. In this case, the model documents are included in a CD attached to the inside back cover. I highly recommend this book as a must-have and fitting sequel to Bill Curry's first book.

Easy read and very informative. It is part of my professional library now.

Mr. Curry opened my eyes to many areas that I never considered at risk. I tend to scan books and only dig in when there's something new. Best value solicitations and the various methods for grading a proposal were explained like I have never seen before, and really expanded my toolbox. Speaking of tools, he includes a CD that has many useful templates.

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