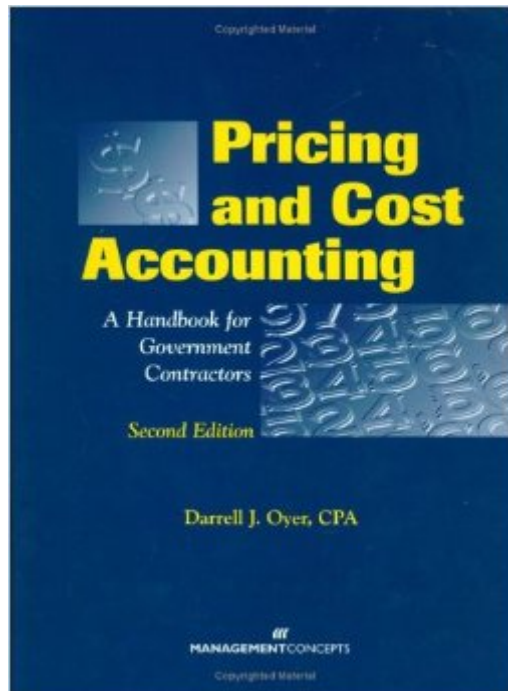


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# Pricing And Cost Accounting: A Handbook For Government Contractors



## Synopsis

THE essential reference to help federal contractors negotiate and maintain Profitable contracts â “ now in its second edition! Government contracting rules and regulations have changed significantly over the past few years. This new second addresses these important changes including: Thresholds for certification of cost and pricing data Revisions in Cost Accounting Standards coverage Commercial item contracting New profit guidelines in several major agencies Revised cost principles Redirected audit initiatives Youâ™ll find fast, easy-to-understand answers to important questions, like: What are the differences between firm-fixed price, fixed-price incentive, fixed-price award fee and all other types of fixed-priced contracts? How do letter contracts differ from basic agreements? What is the difference between full and modified CAS coverage? How is the markup evaluated according to current FAR guidelines? What are the basic requirements, penalties, and defective pricing actions stipulated by the Truth in Negotiations Act? How does the government undertake various audits, such as price proposals, incurred costs, and post-award reviews? And much moreâ |

## Book Information

Hardcover: 261 pages

Publisher: Management Concepts; 2 edition (June 1, 2005)

Language: English

ISBN-10: 1567261647

ISBN-13: 978-1567261646

Product Dimensions: 1 x 8.5 x 11 inches

Shipping Weight: 2.3 pounds

Average Customer Review: 3.8 out of 5 starsÂ Â See all reviewsÂ (4 customer reviews)

Best Sellers Rank: #1,534,144 in Books (See Top 100 in Books) #31 inÂ Books > Law >

Administrative Law > Public Contract #101 inÂ Books > Business & Money > Management & Leadership > Pricing #8442 inÂ Books > Business & Money > Accounting

## Customer Reviews

I had to buy this for my Government Contracts Cost & Pricing class. It's definitely not meant to law students or lawyers, as the title clearly indicates. So that wasn't a shock. There aren't many in text citations to the FAR or CAS, so that made it difficult to use to follow in class. But it provided a decent plain-language summary before delving into the FAR. For class, I would read the chapter on whatever topic we would discuss ahead of time, and that made reading the regulations a little

easier. For a government contractor who needs to know the basics very quickly, I guess it would be a good place to start. But if you are a law student and need this for class, a \*much\* better source of information would be Karen Manos' treatise - available on Westlaw. She's great at providing a plain-language explanation of C&P topics.

I'll caveat this review by saying that I am reviewing it as a textbook. If you are taking a Cost or Pricing class and on the fence about buying this book I would recommend it. Mr. Oyer does a pretty good job of taking a very complicated topic and making it understandable (for the most part). There are some places where more information would be helpful and though not the author's fault, the subject matter gets pretty dry. I really like the injection of case law which demonstrates the practical application of these concepts.

Exactly as presented, good info

The book will help but there's no replacement for face-to-face training. The GovCon accounting experts at Solvability are hosting conference workshops in Colorado Springs July 23-27, 2012 for Deltek GCS Premier users. Understanding Price to Win, Controller's Boot Camp, and Impromptu. Only 8 spaces available and priced right. [...]

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