



Zero to a Billion

By David A Kriegman

Dudley Court Press. Paperback. Book Condition: New. Paperback. 192 pages. Dimensions: 8.5in. x 5.5in. x 0.4in. Zero to a Billion is an insightful, practical, how-to guide for entrepreneurs who want to build a successful government contracting business, written by an experienced and respected expert in the field. The federal professional services market is one of the worlds largest, and one of the most competitive. Companies struggle to compete and prosper. In Zero to a Billion, David Kriegman, former SRA International executive, presents techniques to help companies succeed where many have failed. His book goes beyond standard compliance books to provide answers to questions like these: Why do some companies grow while others stagnate or go out of business How do you differentiate yourself and compete with much larger companies Why do you lose work when the customer says you are doing a good job How do you attract, retain, and motivate top talent Why do some acquisitions succeed while others are considered less than a success or even a failure Kriegman draws on his thirty years of experience to illustrate the essential lessons of strategy, business development, cultural issues and operations with real-world examples and actionable ideas. The book is recommended...



READ ONLINE
[6.25 MB]

Reviews

The book is simple in read through better to fully grasp. It is rally exciting throgh looking at period of time. I discovered this publication from my i and dad encouraged this book to find out.

-- **Dr. Dillon Monahan**

Complete guide! Its this sort of good read. It is rally exciting throgh studying period. I am just pleased to explain how here is the very best publication i have go through inside my own existence and could be he very best publication for at any time.

-- **Adele Rosenbaum**