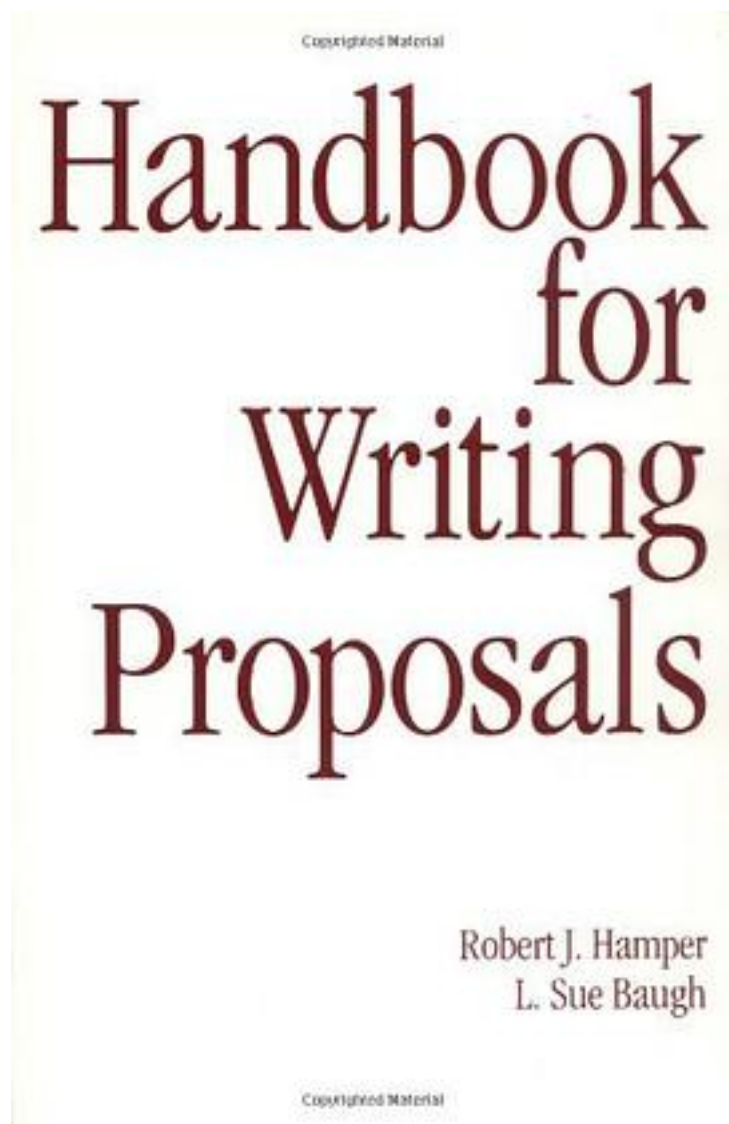


Handbook for Writing Proposals



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A practical guide to developing and writing winning business and marketing proposals, this book covers all the basics, from picking the right projects to bid on, to doing initial research to producing the document to following up.

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