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TECHNICAL PROPOSAL WRITING
A bibliography

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PREFACE

This bibliography, consisting of over 240 citations, was prepared in response to the needs of many engineers involved in the writing of proposals. Selected citations cover open literature as well as report literature. The authors have attempted to be as comprehensive as possible.


34. Cohn, Ernest M. "Paving the way for your R and D proposals," STWP Review, July 1963, 23.


146. Naval Material Command, Guidelines for developing and submitting an unsolicited proposal to the Navy Department, Washington, October 1966, 8p., AD-668533.


161. Park, W. "New basis for bidding; guide for contractors; stay out of crowds, stop at-cost bidding (system for determining average mark-up for maximum profit is basis of technique)," Chemical Week, Vol.95, July 4, 1964, 38.


239. Wooster, Harold. *As long as you're up get me a grant...the preparation of unsolicited research proposals.* Washington, Office of Aerospace Research, March 1, 1965, 18p., AFOSR 65-0392; AD-614894.
