

Sample Proposals

Typical Approach

Proposals can vary a great deal, and we've provided examples that cover the range from formal contracts to informal letters of agreement. However, all were based upon previously-established conceptual agreement, and all provide a single fee for the project (or for each choice of yeses).

The normal framework for the value pricing proposal should encompass this basic sequence:

Situation Appraisal: Summarize and reconfirm the conceptual agreement concerning the condition to be improved and the desired state.

Objectives: The outcomes expected, both tangible and intangible, quantifiable and non-quantifiable. These should be expressed in terms of impact on the client's business, and sometimes are expressed again in the "values" category, if used.

Value: Either clearly stated or implied through buyer conversations, what is the value of achieving the objectives. This sometimes appears in the "objectives" category.

Metrics: How will the client evaluate success? What are the indicators that the objectives have been met? Simply stated: How would clients know it if they fell over it?

Timing: Projects are finite. When do we begin, when do we end, and are there progress measures in between?

Accountabilities: What is the client expected to provide (documents, access, administrative support) and what do we provide (focus group facilitation, product, reports)? What is the nature of the collaboration?

Credentials (optional): Why is Zenger Miller (and you) the best alternative for this client? This is usually already covered during the relationship-building. Sometimes this area includes the credentials of the individuals who will work on the project.

Terms and Conditions: What is the fee (including the options) for the project, how is it to be paid and under what conditions? How are expenses to be reimbursed, and what is included and excluded?

Acceptance: The sign-off by the economic buyer.

The following samples don't rigidly adhere to this format, but all of the elements have been agreed upon either implicitly or explicitly. They range from the short-term and relatively low-priced, to the extended, relatively high-priced. Some are pure consulting interventions, other include deliverables. None is meant to be

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The Career Handoff: A Healthcare Leader's Guide to Knowledge & Wisdom Transfer Across Generations Kathy M. Malloch, Tim Porter-O'Grady, 2015-11-03 Within the business community succession planning plays a key role in an organization's strategic initiatives. Within healthcare, however, it has been largely overlooked. Without careful planning, healthcare organizations risk a catastrophic gap in leadership continuity that could jeopardize operational cost management, quality of care improvement, and regulatory compliance. How do you close that dangerous gap? Thoughtful succession planning. The Career Handoff helps healthcare and nurse leaders proactively preserve and pass on their valuable knowledge and wisdom to new generations. With an approach that emphasizes mentoring and sustainability of expertise, this book aims to facilitate smooth transitions and the continued viability of healthcare organizations. Authors Kathy Malloch and Tim Porter-O'Grady share their extensive knowledge through guidelines, stories, and lived experiences. For those with retirement on the horizon and their potential successors, The Career Handoff offers insightful guidance and succession planning strategies that position healthcare organizations for a sustainable, successful future.

Proposal Guide for Business Development Professionals Larry Newman, 2001

Magic Of Words: A Guide To Powerful Writing Varun Khullar, Magic of Words A Guide to Powerful Writing is a comprehensive and inspiring handbook designed to help writers of all levels enhance their writing skills. Blending the art and craft of writing, the book covers essential aspects such as clarity, tone, vocabulary, structure, and style. It offers practical techniques for writing impactful essays, stories, speeches, and professional content while also encouraging creativity and self-expression. With real-world examples, writing prompts, and editing tips, this guide serves as a valuable resource for students, professionals, and anyone who wishes to communicate more effectively and persuasively through the written word. Focuses on developing powerful and effective writing skills. Teaches how to use words creatively and persuasively in different contexts. Covers key elements like tone, clarity, structure, vocabulary, and coherence. Includes writing exercises, prompts, and real-life examples to build confidence. Guides on writing essays, articles, speeches, letters, and creative stories. Provides editing and revision techniques to refine written work.

The Complete Book of Grant Writing Nancy Burke Smith, E. Gabriel Works, 2006 The most complete grant writing book on the market, including sample letters and 15 sample grant proposals.

Energy Research and Development and Small Business United States. Congress. Senate. Select Committee on Small Business, 1975

Commerce Business Daily, 1998-05

Global Business Robert H. Scarlett, Lawrence E. Koslow, J.D., Ph.D., 2009-11-03 In today's world, more and more businesses are taking steps toward globalization, and companies must work to remain competitive. Global Business will help every business professional understand how all the components fit together to create a truly global business. This quick reference guide organizes an avalanche of information into 308 easily understood concepts that address many important issues, including how to determine your readiness for global expansion, gain upper management commitment to your international plan, import under customs,

laws recognize scams and fraudulent transactions introduce products into new markets select employees for overseas assignments manage international legal affairs improve distributor performance maintain a franchise relationship Other subjects include tips on how to do business in various countries and how to deal with regulations and guidelines specific to each nation Global Business is a must read for understanding the advantages and pitfalls of expanding a business to a worldwide level

Art, Enterprise, and Collaboration Christopher R. De Fay, 2005 *Odyssey --The Business of Consulting* Imelda K. Butler, Shayne Tracy, 2015-05-14 This book provides a career framework to help consultants build grow and transform their consulting businesses by becoming brilliant at the basics This companion book to the Odyssey Consulting Institute s suite of learning materials presents a system for consultants who want to work at the highest levels and achieve greater rewards The book outlines a proven career strategy for consultants and addresses key business issues including strategic thinking and planning sales effectiveness communications marketing financials and metrics

Basic Composition Skills for Engineering Technicians and Technologists David W. Rigby, 2000-11 Very friendly very practical and very industry oriented this manual helps engineering technicians and technologists upgrade fundamental skills in writing by focusing on the problems that are encountered by writers and the solutions to those problems Viewing technical writing as constructed engineered writing it shows how technical writing is really technical composing that combines text as well as visual graphic and mathematical conceptualizations Provides many writing samples and models that were developed for genuine applications in company settings The down to earth accessible style and how to do it approach features a crisp corporate seminar style presentation that gets to the point quickly and stays focused on topics and situations that are clearly relevant and immediately applicable Part of The Wordworks Series a series of four communication skills manuals three writers guides for engineering and technical applications and an additional guide to in service spoken communication Finding the Starting Line Thinking and Speaking The Way We Write False Starts Project Preparation The Main Event Fundamental Project Architecture Compound Architectures Outline Controls Paragraph Logic Memoranda Business Letters Laboratory Reports Bids Estimates and Proposals For engineering technicians and technologists in a variety of fields e g computer information systems construction engineering biomedical equipment technology digital electronics autocad environmental control technology microcomputer management biotech avionics and many more

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