



Winning Government Business: Gaining the Competitive Advantage with Effective Proposals, Second Edition

By Steve R. Osborne PhD

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Editorial Review

About the Author

Steve R. Osborne, PhD, is founder and president of Cornerstone Training, Inc., a proposal development and consulting firm. In more than 30 years in business development, he has captured over \$12 billion in government contracts, notched a win rate of over 90 percent, conducted classes on business capture, authored texts on the proposal process, and served as a professional consultant to many companies vying for government contracts. He holds a PhD from Arizona State University, where he also served on the faculty.

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