

# Government

United States Government Accountability Office

**Selling to the Government** Mark Amtower, 2010-11-23 Learn the crucial ins and outs of the world's largest market. The U.S. government market represents the largest single market—anywhere. Government contract tracking firm Onvia estimates that government business—federal, state, local, and education—represents better than 40 percent of the nation's GDP. While anyone can play in this market, only those with the right preparation can win. Selling to the Government offers real-world advice for successful entry into the biggest market anywhere. Get proven approaches, strategies, tactics, and tools to make your business stand out, build relationships, understand procedures, and win high-stakes contracts. • Every year thousands of companies enter the massive U.S. Government (BtoG) marketplace, and by the end of the first year, most are gone and less than 10 percent make it to year two • Author has advised hundreds of companies, including Apple, Dell, CDW, Northrop Grumman, General Dynamics, IT, GTSI, and many small firms, on all aspects of marketing and selling to the government. From the go/no-go decision, through company infrastructure requirements, marketing, sales, business development, and more, this book offers the best advice from the most recognized authority in the market.

**Our American Government**, 2003 The Committee on House Administration is pleased to present this revised book on our United States Government. This publication continues to be a popular introductory guide for American citizens and those of other countries who seek a greater understanding of our heritage of democracy. The question-and-answer format covers a broad range of topics dealing with the legislative, executive, and judicial branches of our Government as well as the electoral process and the role of political parties.--Foreword.

**Oregon Blue Book** Oregon. Office of the Secretary of State, 1915

**Standards for Internal Control in the Federal Government** United States Government Accountability Office, 2019-03-24 Policymakers and program managers are continually seeking ways to improve accountability in achieving an entity's mission. A key factor in improving accountability in achieving an entity's mission is to implement an effective internal control system. An effective internal control system helps an entity adapt to shifting environments, evolving demands, changing risks, and new priorities. As programs change and entities strive to improve operational processes and implement new technology, management continually evaluates its internal control system so that it is effective and updated when necessary. Section 3512 (c) and (d) of Title 31 of the United States Code (commonly known as the Federal Managers' Financial Integrity Act (FMFIA)) requires the Comptroller General to issue standards for internal control in the federal government.

*The Government-Citizen Disconnect* Suzanne Mettler, 2018-07-03 Americans' relationship to the federal government is paradoxical. Polls show that public opinion regarding the government has plummeted to all-time lows, with only one in five saying they trust the government or believe that it operates in their interest. Yet, at the same time, more Americans than ever benefit from some form of government social provision. Political scientist Suzanne Mettler calls this growing gulf between people's perceptions of government and the actual role it plays in their lives the government-citizen disconnect. In *The Government-Citizen Disconnect*, she explores the rise of this phenomenon and its implications for policymaking and politics. Drawing from original survey data which probed Americans' experiences of 21 federal social policies -- such as food stamps, Social Security, Medicaid, and the home mortgage interest deduction -- Mettler shows that 96 percent of adults have received benefits from at least one of them, and that the average person has utilized five. Overall usage rates transcend social, economic, and political divisions, and most Americans report positive experiences of their policy experiences. However, the fact that they have benefited from these policies has little positive effect on people's attitudes toward government. Mettler finds that shared identities and group affiliations, as well as ideological forces, are more powerful and consistent influences. In particular, those who oppose welfare tend to extrapolate their unfavorable views of it to government in general. Deep antipathy toward the government has emerged as the result of a conservative movement that has waged a war on social welfare policies for over forty years, even as economic inequality and benefit use have increased. Mettler finds that voting patterns exacerbate the government-citizen disconnect, as those holding positive views of federal programs and supporting expanded benefits have lower rates of political participation than those holding more hostile views of the government. As a result, the loudest political voice belongs to those who have benefited from policies but who give government little credit for their economic well-being, seeing their success more as a matter of their own deservingness. This contributes to the election of politicians who advocate cutting federal social programs. According to Mettler, the government-citizen disconnect frays the bonds of representative government and democracy. *The Government-Citizen Disconnect* illuminates a paradox that increasingly shapes American politics. Mettler's examination of hostility toward government at a time when most Americans will at some point rely on the social benefits it provides helps us better understand the roots of today's fractious political climate.

**Reinventing Government** David Osborne, Ted Gaebler, 1993-02-01 A landmark in the debate on the future of public policy.—The Washington Post.

**A Republic No More** Jay Cost, 2016-07-12 After the Constitutional Convention, Benjamin Franklin was asked, "Well, Doctor, what have we got—a Republic or a Monarchy?" Franklin's response: "A Republic—if you can keep it." This book argues: we couldn't keep it. A true republic privileges the common interest above the special interests. To do this, our Constitution established an elaborate system of checks and balances that disperses power among the branches of government, which it places in conflict with one another. The Framers believed that this would keep grasping, covetous factions from acquiring enough power to dominate government. Instead, only the people would rule. Proper institutional design is essential to this system. Each branch must manage responsibly the powers it is granted, as well as rebuke the other branches when they go astray. This is where subsequent generations have run into trouble: we have overloaded our government with more power than it can handle. The Constitution's checks and balances have broken down because the institutions created in 1787 cannot exercise responsibly the powers of our sprawling, immense twenty-first-century government. The result is the triumph of special interests over the common interest. James Madison called this factionalism. We know it as political corruption. Corruption today is so widespread that our government is not really a republic, but rather a special interest democracy. Everybody may participate, yes, but the contours of public policy depend not so much on the common good, as on the push-and-pull of the various interest groups encamped in Washington, DC.

**Government Auditing Standards - 2018 Revision** United States Government Accountability Office, 2019-03-24 Audits provide essential accountability and transparency over government programs. Given the current challenges facing governments and their programs, the oversight provided through auditing is more critical than ever. Government auditing provides the objective analysis and information needed to make the decisions necessary to help create a

better future. The professional standards presented in this 2018 revision of Government Auditing Standards (known as the Yellow Book) provide a framework for performing high-quality audit work with competence, integrity, objectivity, and independence to provide accountability and to help improve government operations and services. These standards, commonly referred to as generally accepted government auditing standards (GAGAS), provide the foundation for government auditors to lead by example in the areas of independence, transparency, accountability, and quality through the audit process. This revision contains major changes from, and supersedes, the 2011 revision.

**Civil Government as Developed in the States and in the United States** Junius Rudy Flickinger,1901  
*The American Government* Frederic Jennings Haskin,1911  
**Congressional Pictorial Directory** United States. Congress,2000  
**The Institutions and Civil Government of Maryland** Bernard Christian Steiner,1899  
**The Government of American Cities** Horace Edward Deming,1909  
**Service Monographs of the United States Government** Brookings Institution. Institute for Government Research,1922  
Readings in American Government and Politics Charles Austin Beard,1913  
*Actual Government as Applied Under American Conditions* Albert Bushnell Hart,1905  
**United States Government Manual** ,1942  
The Budget of the United States Government United States,United States. Bureau of the Budget,1962 Issues for 1951/52-1970/71 accompanied by an appendix (entitled 1951/52-1955/56, Obligations by objects and detail of personal services; 1956/57-1960/61, Detail of personal services; 1961/62, Detail of personal services and passenger motor vehicles and aircraft).  
*The United States Government Manual* United States. Office of the Federal Register,1977  
*From Red Tape to Results* National Performance Review (U.S.),Albert Gore,Al Gore,1993

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