



Dale R. Geiger. *Winning the Cost War: Applying Battlefield Management Doctrine to the Management of Government.* (New York, Lincoln, Shanghai: Writer's Showcase, c2000.) The premise of *Winning the Cost War* is interactive cost management- the theory that government organizations can effect productivity gains by instituting continuous performance enhancements, cost cutting, and more efficient resource management for critical tasks. Geiger states that deficit spending by the Federal Government will decline and as taxes are increasingly allocated to deficit reduction, government organizations will have less money in their spending streams. He details how military (and civilian) managers need to identify cost management issues, establish ground rules for productive organizations, implement cost planning, and create an internal —managerial cost-ingll system that gives a clear picture of the organizational budget process . To support his claims, Geiger points out several examples of successful management decisions by the Fort Huachuca Garrison Command in the late 1990s. Fort Huachuca piloted Geiger's Leadership Driven Management program to determine if such a proactive process could work in government organizations. This is a recommended reading for the Cost Management Certificate Course (CMCC).