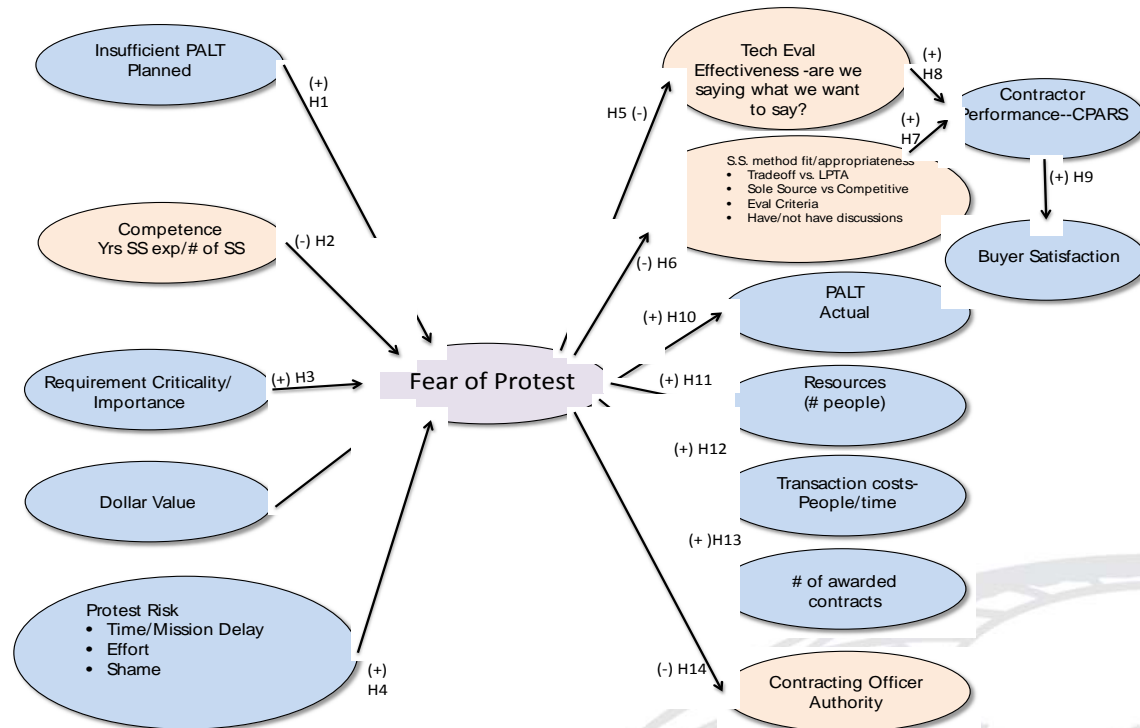## Protest Fear

This research examines the fear of protest—a phenomenon purportedly having a significant effect on acquisition decisions. The objective of this research is to address in depth the true causes and effects of protest fear. Specifically, the research explored the following questions:

- Are Navy Contracting Officers sufficiently concerned about bid protests to alter acquisition strategies?
- If so, what factors affect protest fear?
- What are the consequences to the acquisition strategy and contract outcomes?

Hypothesis	
H1	Insufficient PALT has a direct positive relationship on the level of fear.
H2	The greater a Contracting Officer's Competence level, the lower the level of fear.
H3	The level of requirement criticality/importance has a positive impact on the level of fear.
H4	As the probability of undesirable consequences associated with a protest increases, the level of fear increases.
H5	The level of fear has a negative effect on the quality of technical evaluations.
H6	There is a direct positive relationship between fear and the Source Selection method fit/ appropriateness.
H7	There is a positive correlation between the fit/appropriateness of a source selection and contractor performance.
H8	There is a positive correlation between the quality of technical evaluations and contractor performance.
H9	There is a direct positive relationship between contractor's performance based on the source selection method used and the Buyer's satisfaction.
H10	There is a direct positive relationship between fear and the actual PALT.
H11	There is a direct positive relationship between fear and the number of Human Resources need on the source selection team.
H12	There is a direct positive relationship between fear and the monetary cost of people, their labor rate, and time as a result.
H13	The higher the level of fear, the greater of the number of awarded contracts.
H14	There is a direct positive relationship between fear and the Contracting Officer's Authority.