

Contract Management

TwentyEighty Strategy Execution's contract management training courses provide a solid understanding of the acquisition community and prepare students to manage the entire procurement process. Collaboration with federal, state, and local government and agency clients at all levels equips Strategy Execution to provide the guidance needed to navigate ever-changing compliance mandates, regulations, and directives. Select courses are available through our GSA Federal Supply Schedule GS-02F-0058P contract.

Available Courses:

Advanced Business Solutions in Contracting

This course offers key knowledge and skills development in critical thinking and problem solving focusing on successful research, writing and presentation of business cases to management.

Advanced Federal Contracting

This is an integrated case-study-based workshop that helps to develop the critical thinking, cost analysis, negotiation and contract administration skills that are necessary for successful contract performance.

Applications In Federal Contracting

Enhance your federal acquisition skills and knowledge, expand your leadership, problem solving, and negotiation skills as you work through the series of coordinated exercises.

Applied Administration of Government Contracts

Designed to enhance skills, this course presents sophisticated, hands-on instruction for government and contractor personnel.

Contract Administration for State and Local Government

This course provides practical, in-depth guidance on carrying out the vital responsibilities of contract administration and handling the challenges and problems that arise during the life of a contract.

Contract Closeout

This practical course strikes an optimal balance between theory and practice by presenting the regulatory basis for the contract closeout process and then taking participants beyond theory.

Contract Pricing

This course offers you a comprehensive, practical approach to establishing

and evaluating prices for government contracts. You'll receive thoroughly up-to-date coverage of The FASA of 1994 and the Clinger-Cohen Act on key pricing issues.

COR Level 1 Training

The course provides contracting professionals with the basic knowledge required to perform the tasks required of a FAC-COR Level 1.

COR Training Program

This special program provides comprehensive training on managing contract planning, award and performance duties facing CORs, and emphasizes the COR's unique perspective on the contracting process, providing participants with guidance on successful performance.

Cost Analysis and Negotiation Techniques (CON 217)

In this course, you'll learn the cost and pricing knowledge and skills essential for making sound contracting negotiation decisions, techniques needed to analyze cost proposals to establish pre-negotiation objectives for the various elements of cost contained in the proposals.

Cost Estimating

Participants will receive instruction on the cost estimating process, and principles and procedures based on best-practices and the GAO Cost Estimating and Analysis Guidebook.

FAR Part 15 Negotiated Acquisition

This special course is an excellent opportunity for you to learn about FAR Part 15 as it currently works, and affects the responsibilities of procurement professionals.

Federal Appropriations Law

This course takes participants through every facet of the budgeting and

Get the latest full course information:
www.strategyex.com/contract-management



Certification and training partners:



+1 703.558.3000
strategyex.com/gov
govt@strategyex.com

Available Courses (cont'd):

spending processes. Participants will receive a thorough analysis of all funding activities, as seen through the eyes of contracting, certifying, and disbursing officers.

Federal Architect-Engineer Contracting (CON 243)

An overview of many of the issues related to these very specific types of government contracts, this course covers acquisition planning, source selection, proposal analysis, contract award and work, and contract management.

Federal Construction Contracting (CON 244)

Learn the basics of federal construction contracts and get an overview of many of the issues related to these very specific types of government contracts.

Federal Contracting Basics

This is an intensive, five-day introduction to government contracting, giving you the information you need to understand procurement from start to finish — from planning through contract closeout.

Government Contract Law

This course focuses on the basic legal principles involved in federal government contracts. You'll get expert analyses of the fundamental principles of the common law rules, statutes, regulations and policy pronouncements.

Intermediate Federal Contracting

This intensive course enables contracting officers to become familiar with the acquisition planning and solicitation process from beginning to end, and make the appropriate selection after reviewing the submitted data.

International Contracting

This comprehensive course addresses corruption and other legal considerations, the ins and outs of commercial arrangements, and the implications of international treaties and world events.

Introduction to Fixed-Price Contracts

This two-day course provides participants with a focused overview of fixed-price contracts. Participants will leave with a comprehensive understanding of the various types of fixed-price contracts and when each is used.

Legal Considerations in Government Contracting (CON 216)

This course addresses various legal issues that may develop during the phases of a contract, such as protests, subcontracting considerations, inspection and acceptance issues, fraud, and contract termination.

Managing Cost-Reimbursement Contracts

The course is a complete cost-reimbursement contracting guide. It provides government personnel with the practical guidance needed to understand and then efficiently manage cost-reimbursement contracts.

Managing Performance-Based Service Awards

This course outlines the next steps following the award of a performance-based service contract. You will learn to measure and document contractor performance and reach successful contract completion by applying the appropriate incentives.

Market Research and Commercial Item Acquisition

Federal contracting officials who take this course will understand the ramifications of the FARA and FASA and how to issue a solicitation for commercial items and award the contract, basing decisions on appropriate considerations presented in the course.

Negotiation Strategies and Techniques

This course provides a solid battery of strategies, tactics and skills that are effective in contract formation and contract administration negotiations.

Operating Practices in Contract Administration

You'll learn proven practices for getting contracts off to a solid start, keeping them on track and handling every problem that arises.

Performance-Based Acquisition — Preparing Work Statements

Emphasizing preparation of a performance-based work statement, the course focuses on the use of draft solicitations; development of the work breakdown structure; task identifications, and more.

Preaward Business Decisions in Contracting

This course focuses on the important preaward decision process and then goes beyond the preaward phase of government contracting to address the ramifications of these decisions on the award and post-award phases.

Project Management for Contracting Professionals

Step-by-step, the course covers the entire project life cycle, from selection and initiation, planning, implementation, and control, to termination and closeout.

Shaping Win-Win Acquisitions (CON 100)

You will develop professional skills needed for making business decisions and advising other acquisition team members toward success in meeting customers' needs.

Simplified Acquisition

This course provides in-depth, up-to-the-minute coverage on the full range of small-purchase policies and procedures, including the revised Federal Acquisition Regulation (FAR) language.

Source Selection Essentials Planning, Conducting and Debriefing

This is a scenario-based class where students participate in all phases of the source selection process, including development of an Acquisition Plan.

Source Selection: The Best Value Process

Through lectures and comprehensive case studies, this hands-on course will provide you with a solid understanding of what the rules mean, and skill training.

Subcontract Management in Government Contracting

A comprehensive overview of the laws, government policies and regulations that apply to subcontracts and subcontract management.

Using GWAC, IDIQ and GSA Schedule Contracts

During this three-day course, emphasis is placed on how TO and DO contracting utilizes the same acquisition foundations and the unique tools available.

Get the latest full course information:
www.strategyex.com/contract-management



It takes people and performance to profit. At TwentyEighty Strategy Execution we deliver performance education that closes the strategy execution gap by strengthening peoples' strategic and project execution capabilities to drive higher performance. By combining the best of cutting-edge university research and proven business techniques, we deliver a performance-focused perspective designed to increase alignment and engagement across teams, business units or the entire enterprise.

+1 703.558.3000
strategyex.com/gov
govt@strategyex.com