



CERTIFICATE TRACKS AND SEMINARS AT MASON

The new *Contracting with the Federal Government* certificates are being offered by George Mason University in association with The Public Contracting Institute. This program is designed to help government contracting professionals better perform their jobs, grow in their careers, and succeed in the government contracting environment. Students may take courses individually, or may qualify for a Certificate of Completion in their chosen track.

The three tracks offered:

- Government Contracts Accounting**
- Contract Formation and Administration**
- Masters Academy in Government Contracting Certificate**

Government Contracts Accounting Certificate

(Requires 10 days of training.)

Stand Alone Class:

Cost Accounting Standards (CAS) (Can be substituted for one 2-day class in the Accounting track)

[March 27-28, 2018 \(Reston\)](#)

[September 10-11, 2018 \(Arlington\)](#)

Required Classes:

Government Contracting Fundamentals

[October 25 – 27, 2017 \(Herndon\)](#)

[January 29 -31, 2018 \(Arlington\)](#)

[April 23-25, 2018 \(PCI\)](#)

[July 16-18, 2018 \(PCI\)](#)

[October 29-31, 2018 \(Reston\)](#)

[December 3-5, 2018 \(Arlington\)](#)

Navigating the FAR: Practical Applications

[October 23-24, 2017 \(Herndon\)](#)

[February 1-2, 2018 \(Arlington\)](#)

[April 26-27, 2018 \(PCI\)](#)

[July 19-20, 2018 \(PCI\)](#)

[November 1-2, 2018 \(Reston\)](#)

[December 6-7, 2018 \(Arlington\)](#)

Accounting and Auditing for Government Contracts

[November 13-14, 2017 \(PCI\)](#)

[February 26-27, 2018 \(Arlington\)](#)

[May 14-15, 2018 \(Arlington\)](#)

[August 6-7, 2018 \(PCI\)](#)

[November 7-8, 2018 \(Arlington\)](#)

Cost and Price Analysis

[November 15-16, 2017 \(PCI\)](#)

[February 28 – March 1, 2018 \(Arlington\)](#)

[May 16-17, 2018 \(Arlington\)](#)

[August 8-9, 2018 \(Arlington\)](#)

[November 5-6, 2018 \(Arlington\)](#)

Timekeeping for Government Contractors

[March 2, 2018 \(Arlington\)](#)

[June 4, 2018 \(Arlington\)](#)

[September 12, 2018 \(Arlington\)](#)



CERTIFICATE TRACKS AND SEMINARS AT MASON

Contract Formation and Administration Certificate

(Requires 10 days of training.)

PCI is always developing new trainings and adding new dates. Please be sure to check our website and calendar at www.publiccontractinginstitute.com for new trainings and dates.

Public Contracting Institute

The Nash and Cibinic Center
1725 I (Eye) Street NW, Suite 100
Farragut Metro
Washington, D.C. 20006
202-775-7240
seminars@publiccontractinginstitute.com

Stand Alone Class:

Preparing Compliant Proposals (Can be substituted for Negotiation Strategies in Formation track)

[January 17-18, 2018 \(Arlington\)](#)

[June 19-20, 2018 \(Arlington\)](#)

Required Classes:

Government Contracting Fundamentals

[October 25 – 27, 2017 \(Herndon\)](#)

[January 29 -31, 2018 \(Arlington\)](#)

[April 23-25, 2018 \(PCI\)](#)

[July 16-18, 2018 \(PCI\)](#)

[October 29-31, 2018 \(Reston\)](#)

[December 3-5, 2018 \(Arlington\)](#)

Navigating the FAR: Practical Applications

[October 23-24, 2017 \(Herndon\)](#)

[February 1-2, 2018 \(Arlington\)](#)

[April 26-27, 2018 \(PCI\)](#)

[July 19-20, 2018 \(PCI\)](#)

[November 1-2, 2018 \(Reston\)](#)

[December 6-7, 2018 \(Arlington\)](#)

Negotiation Strategies and Techniques

[March 7-8, 2018 \(Arlington\)](#)

[June 6-7, 2018 \(Arlington\)](#)

[October 16-17, 2018 \(Arlington\)](#)

Contract Changes and Equitable Adjustments

[March 22-23, 2018 \(Arlington\)](#)

[June 12-13, 2018 \(Arlington\)](#)

[October 18-19, 2018 \(Arlington\)](#)

Ethics and Compliance

[March 6, 2018 \(Arlington\)](#)

[June 5, 2018 \(Arlington\)](#)

[October 15, 2018 \(Herndon\)](#)



CERTIFICATE TRACKS AND SEMINARS AT MASON

Masters Academy in Government Contracting Certificate

5-Day M-F Program / Set Schedule / No Electives

Prerequisite: Students must have a minimum of 5 years of contracting experience

[December 4-8, 2017 \(PCI\)](#)

[February 12-16, 2018 \(PCI\)](#)

[May 7-11, 2018 \(PCI\)](#)

[August 13-17, 2018 \(PCI\)](#)

[November 5-9, 2018 \(PCI\)](#)

Day 1:

Morning: Formation Principles & Acquisition Planning

Afternoon: Types of Contracts

Day 2:

Morning: Compliance & Organizational Conflicts of Interest (OCIs)

Afternoon: Proposal Evaluations & Source Selection

Day 3:

Morning: Small Business Contracting & Subcontracting

Afternoon: Evaluating and Managing Bid Protests

Day 4:

Morning: Intellectual Property

Afternoon: Changes, Claims & Disputes

Day 5:

Morning: Pricing Equitable Adjustments & Cost Accounting

Afternoon: Terminations & Contract Closeouts

The Public Contracting Institute is dedicated to providing the most current, highest quality instruction in the fields of Government contracts and related international transactions. PCI instructors are among the most respected scholars and practitioners in their respective areas of expertise. They come from government, industry, academia, and prestigious law and accounting firms, and share a strong commitment to being effective educators.



Accounting Seminars

Acquisition of Commercial Items

Bill Walter and Ki Capitano

[November 7-8, 2017 \(FL\)](#)

CAS Cost Impacts

Robin Schulze and Jay Stine

[December 11-12, 2017](#)

[March 13-14, 2018](#)

[July 11-12, 2018](#)

[November 27-28, 2018](#)

Contract Closeout: Procedures and Practical Examples

Robin Schulze and Courtney Black

[November 9, 2017 \(FL\)](#)

Cost & Price Realism

Ki Capitano

[October 25-26, 2017](#)

Cost Principles

Ki Capitano

[December 14, 2017](#)

Federal Government Contract Accounting

Jeff Hetrick

[December 4, 2017 \(FL\)](#)

[January 30, 2018 \(FL\)](#)

[March 6, 2018 \(TX\)](#)

[November 6, 2018 \(TX\)](#)

Government Accounting Requirements and Preparing for Contract Audits

Jeff Hetrick

[December 4-5, 2017 \(FL\)](#)

[January 30-31, 2018 \(FL\)](#)

[March 6-7, 2018 \(TX\)](#)

[November 6-7, 2018 \(TX\)](#)

Government Property

Alex Barenblitt

[March 16, 2018 \(FL\)](#)

[November 9, 2018 \(FL\)](#)

Incurred Cost Electronically (ICE) Workshop

Charlotte Capitano

[April 11-12, 2018 \(FL\)](#)

Preparing for a Federal Government Contract Audit

Jeff Hetrick

[December 5, 2017 \(FL\)](#)

[January 31, 2018 \(FL\)](#)

[March 7, 2018 \(TX\)](#)

[November 7, 2018 \(TX\)](#)

Preparing the Incurred Cost Submission

Michelle Massarini

[February 21-22, 2018](#)

[April 18-19, 2018](#)

[December 5-6, 2018](#)

Supply Chain Management and Compliance

Michael Mutek

[January 9-10, 2018 \(TX\)](#)

[April 4-5, 2018 \(FL\)](#)

[August 22-23, 2018](#)

Supply Chain Trifecta:

CPSR, Commercial Item

Determinations & Price Analysis, and Subcontract Management

Ki Capitano and David Gallacher

[Mar 12-15, 2018 \(FL\)](#)

[November 5-8, 2018 \(FL\)](#)

The Trifecta: Price Analysis, Cost Analysis, and Contract Negotiations

Jeff Hetrick

[March 20-22, 2018](#)

[June 26-28, 2018](#)

[December 11-13, 2018](#)

The Trifecta: Price Analysis, Cost Analysis, and Cost Principles

Ki Capitano

[December 12-14, 2017](#)



Government Contracting Seminars

3 Day Contracting Essentials

Gary Zura

[February 6-8, 2018 \(AZ\)](#)

[April 24-26, 2018 \(FL\)](#)

[May 15-17, 2018 \(TX\)](#)

[October 30-November 1, 2018 \(FL\)](#)

Appropriations Law

Ken Allen

[October 31-November 1, 2017](#)

[February 28-March 1, 2018](#)

[May 16-17, 2018](#)

[October 10-11, 2018](#)

Bid Protests

Franklin Turner and Alexander Major

[March 15, 2018](#)

[August 9, 2018](#)

[November 29, 2018](#)

Contract Closeout

Barbara Duncombe

[November 30, 2017](#)

[February 6, 2018](#)

[April 3, 2018](#)

[October 25, 2018](#)

Emergency Contracting

Brett Egusa

[November 8-9, 2017](#)

[January 17-18, 2018](#)

[April 10-11, 2018](#)

[October 23-24, 2018](#)

Federal Grants Forum

Ryan Byrd, Bradley Smith, and John Prairie

[December 6-7, 2017 \(FL\)](#)

[February 12-13, 2018 \(AZ\)](#)

[April 16-17, 2018](#)

Intellectual Property: Data Rights & Wrongs

Garry Grossman

[January 23-24, 2018 \(FL\)](#)

[March 21-22, 2018 \(TX\)](#)

[May 29-30, 2018](#)

[October 3-4, 2018 \(AZ\)](#)

Interpretation of a Government Contract

Ken Allen

[November 2-3, 2017](#)

[January 24-25, 2018](#)

[June 13-14, 2018](#)

[October 16-17, 2018](#)

Negotiations

Tim Sullivan

[May 2-3, 2018 \(FL\)](#)

Organizational Conflicts of Interest in Government Contracting

Fred Geldon

[February 8, 2018](#)

[May 15, 2018](#)

[October 18, 2018](#)

Program Management Skills and Practice

Marek Kaszubski

[November 13-14, 2017 \(FL\)](#)

Risk Management

Lyle Eesley

[December 6, 2017](#)

[January 11, 2018](#)

[April 5, 2018](#)

[October 4, 2018](#)

Teaming Agreements: Drafting and Negotiating

David Gallacher

[January 23, 2018](#)

[May 31, 2018](#)

[October 3, 2018](#)

Types of Contracts

Marci Lawson

[December 7, 2017](#)

[February 7, 2018](#)

[April 12, 2018](#)

[October 2, 2018](#)

Trending Developments in Government Contract Compliance and Cybersecurity

Franklin Turner and Alexander Major

[January 9-10, 2018](#)

[June 6-7, 2018](#)

[November 14-15, 2018](#)



International Contracting Seminars

ITAR/EAR/OFAC & the Export Control Reforms

Ira Hoffman

[March 6, 2018](#)

[May 1, 2018](#)

[October 30, 2018](#)

Foreign Military Contracting Best Practices: FMS, FMF, and DCC/DCS

Marques Peterson

[March 7, 2018](#)

[May 2, 2018](#)

[October 31, 2018](#)

The Foreign Corrupt Practices Act (FCPA)

James Gargas

[March 8, 2018](#)

[July 31, 2018](#)

[November 1, 2018](#)

ON-SITE CUSTOMIZED TRAINING

Build a Solid Foundation for Your Government Contracts Team.

Cost-effective and customized training in over 70 subject areas can come to you. In addition to the topics listed above, a few of our most popular group topics are:

- Audits: Best Practices in Preparing
- Compliance/Ethics
- Construction Contracting
- Cost & Price Analysis
- Fiscal Law
- Government Contracting Overview & Update for Executives
- International Contracting
- Performance-Based Contracting
- Risk Management
- Roles, Responsibilities & Authorities of Agency Personnel for Acquisitions
- The Service Contract Act

Contact

tracy@publiccontractinginstitute.com or call (202) 775-7240



Live Webinar and Virtual Class Bundle

Subcontracting Summit: A Case Study Approach to Best Practices Virtual Class Series

Wednesdays

All dates 2:00 pm to 3:15 pm (ET)

[September 20, 2017](#): Overview of Subcontracting and FAR Part 44

[October 25, 2017](#): Joint Ventures and Teaming Agreements

[November 15, 2017](#): Risk Management

[January 24, 2018](#): Flowdowns

[February 7, 2018](#): Subcontracting Plans

[March 7, 2018](#): Best Practices in Prime's RFP Development

[April 4, 2018](#): Subcontract Pricing

[May 2, 2018](#): Purchasing System

[June 13, 2018](#): Administration

Cybersecurity: It Isn't Just for Techies Anymore! Virtual Class Series

Tuesdays

All dates 11:30 am to 1:00 pm (ET)

[October 31, 2017](#) - Introduction and Overview

[November 28, 2017](#) - Protecting Sensitive Information

[December 19, 2017](#) - Regulations and Standards

[January 30, 2018](#) - The Cloud and FedRAMP

[February 20, 2018](#) - Confronting the threat – sharing information and spreading the risk

[March 20, 2018](#) - Breach Investigation and Response

Financial Forum Webinar Series

Second Tuesday of the Month

All dates 12:00 pm to 1:00 pm (ET)

(***Exceptions**)

[January 9, 2018](#): Cost Reasonableness and Compensation Costs

[February 13, 2018](#): Incurred Cost Submissions and DCAA Audits - Strategies, Trends and Areas of Focus

[March 13, 2018](#): Preventing, Investigating, and Reporting Accounting Issues: The Mandatory Disclosure Rule

[April 10, 2018](#): Pricing Requests for Equitable Adjustments and Pursuing Claims

[May 9, 2018](#): CAS Part 1: Application of CAS and Modified CAS

Coverage: CAS 401, 402, 405 and 406

[June 12, 2018](#): CAS Part 2: Full-CAS Coverage: Disclosure Statements and Allocation of Selected Costs

[September 11, 2018](#): Tangible Assets, Cost of Money, and Related

Issues (***This session will run for 75 minutes**)

[October 9, 2018](#): Intangible Assets - IR&D, Patents, and Royalties (***This session will run for 75 minutes**)

[November 13, 2018](#): Developments in Cost and Pricing Issues: A Year in Review



Live Webinar and Virtual Class Bundle Continued

Supply Chain Symposium Webinar Series

Third Wednesday of the Month

All dates 2:00 pm to 3:30 pm (ET)

[January 17, 2018](#): 2018 Update – Mandatory FAR Flow-Down

Clauses and Best Practices

[February 21, 2018](#): 2018 Update – Advanced Flow-Downs, Mandatory DFARS Clauses and Best Practices

[March 21, 2018](#): Small Business Opportunities, Risks and Challenges Impacting the Supply Chain

[April 18, 2018](#): Data Rights Issues and Data Protection in the Supply Chain

[May 16, 2018](#): Best Prime and Sub Practices for Successful Contract Formation and Protests

[June 20, 2018](#): 2018 Update – Prime and Sub Cost Allowability and Pricing Issues

Trending Cost & Pricing Issues Virtual Series

Wednesdays

All dates 12:00 pm - 1:30 pm (ET)

[January 24, 2018](#): Price Analysis and Fair and Reasonable Pricing

[February 7, 2018](#): Commercial Item Pricing and Challenges in the Current Environment

[March 7, 2018](#): Direct and Indirect Costs and a Little Thing Called G&A!

[April 4, 2018](#): Profit – Yes, contractors are allowed to have some!?

[May 30, 2018](#): Cost Analysis and Cost Realism and Their Expanding Roles in Contract Pricing

[June 27, 2018](#): Defective Pricing – Hazards & Defenses

The Professor's Forum with Ralph Nash and Tim Sullivan Virtual Series

Last Thursday of the Month

All dates 12:00 - 1:30 pm (ET)

[January 25, 2018](#): Bid Protests

[February 22, 2018](#): The Role of Past Performance

[March 29, 2018](#): Delays

[April 19, 2018](#): Resolving Disputes

[May 31, 2018](#): Alternate Methods of Assessing Contractor Capability

[June 28, 2018](#): Negotiating for Best Value

[September 27, 2018](#): The Role of the Contracting Officer

[October 25, 2018](#): CPAF vs. CPIF



Live Virtual Classes

FUN with the DFARSSM Season 3

12 Monthly Sessions
Wednesdays, as below
November 8, 2017
December 13, 2017

The Professor's Forum with Ralph Nash and Tim Sullivan

Last Thursday of the Month
(*exceptions)
12:00 p.m. – 1:15 p.m. (ET)
October 26, 2017: Pricing Equitable Adjustments

High Quality, Cost-Effective Training

Train everyone with one registration

All sessions are recorded and available for one year to view any time at your convenience

FUN with the FARSM Season 5

26 Bi-Weekly Sessions
7 episodes in 2017
19 episodes in 2018
Wednesdays, as below
October 4, 2017
October 18, 2017
November 1, 2017
November 15, 2017
November 29, 2017
December 6, 2017
December 20, 2017
January 3, 2018
January 17, 2018
January 31, 2018
February 14, 2018
February 28, 2018
March 14, 2018
March 28, 2018
April 11, 2018
April 25, 2018
May 9, 2018
May 23, 2018
June 6, 2018
June 20, 2018
July 11, 2018
July 25, 2018
August 8, 2018
August 22, 2018
September 5, 2018
September 19, 2018

Nash & Gray: Demystifying Intellectual Property/Data Rights in Government Contracts Virtual Class

Second Thursday of the Month
(*exceptions)
12:00 pm – 1:30 pm (ET)
October 12, 2017: Emerging Issues in IP/Data Rights – Part 2: The Way Ahead for Data Rights in DoD in the Aftermath of the Sec. 813 Advisory Panel

FUN with the DFARSSM Season 4

12 Monthly Sessions
Wednesdays, as below
October 10, 2018
November 7, 2018
December 5, 2018
January 9, 2019
February 6, 2019
March 6, 2019
April 3, 2019
May 8, 2019
June 5, 2019
July 10, 2019
August 7, 2019
September 4, 2019



Additional Live Virtual Classes and Webinars

Understanding IDIQs Series

Brian Friel

December 5, 2017: Get to Know BPAs

Financial Forum

Second Tuesday of the Month

12:00 p.m. – 1:00 p.m. (ET)

November 14, 2017: Termination Cost Recovery

Trending Cost & Pricing

Third Thursday of the Month

1:00 p.m. – 2:30 p.m. (ET)

October 19, 2017: Part IV: Profit – Yes, contractors are allowed to have some!?

November 16, 2017: Part V: Cost Analysis and Cost Realism and Their Expanding Roles in Contract Pricing

December 21, 2017: Part VI: Defective Pricing – Hazards & Defenses

Fundamentals of Government Contracting

Fred Geldon, Lou Chiarella, and Tim Sullivan

October 10, 17, 24, 31, November 7, 14, and 21, 2017

March 20, 27, April 3, 10, 17, 24, and May 1, 2018

Recruiting Advice

Fred Geldon and Nichole Atallah

October 17 and 19

Grants Update: OMB Super Circular 2 CFR Part 200

Bradley Smith and John Prairie

October 19

Federal Contracting Trends

Brian Friel

November 2, 2017: Set Aside Trends

January 4, 2018: Federal Vendor Trends

Federal Grants Summit Lunch & Learn Virtual Series

January 23

February 27

March 27

April 24

May 22

June 26

Security Clearances: What is Needed and How to Obtain One to Work on Classified Contracts

Ira Hoffman

December 7

Legislative and Regulatory

Cybersecurity Developments Affecting Government Contractors

Erin Sheppard and Phil Seckman

January 10, 2018

Government Contracting Update Series

Robin Schulze and Paul Pompeo

February 6, 2018

June 5, 2018

December 4, 2018