



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 28-29 \(Herndon\)](#)

[August 29-30 \(Arlington\)](#)

Required Classes:

Government Contracting Fundamentals

[February 6-8 \(Herndon\)](#)

[May 10-12 \(PCI\)](#)

[July 17-19 \(Arlington\)](#)

[October 25 - 27 \(Herndon\)](#)

Navigating the FAR: Practical Applications

[February 9-10 \(Herndon\)](#)

[May 8-9 \(PCI\)](#)

[July 20-21 \(Arlington\)](#)

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

Accounting and Auditing for Government Contracts

[February 28 - March 1 \(PCI\)](#)

[May 15-16 \(Arlington\)](#)

[August 7-8 \(Arlington\)](#)

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

Cost and Price Analysis

[May 17-18 \(Arlington\)](#)

[August 9-10 \(Arlington\)](#)

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

Timekeeping for Government Contractors

[March 2 \(PCI\)](#)

[June 7 \(Arlington\)](#)

[September 6 \(Herndon\)](#)



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

Required Classes:

Government Contracting Fundamentals

[February 6-8 \(Herndon\)](#)

[May 10-12 \(PCI\)](#)

[July 17-19 \(Arlington\)](#)

[October 25 - 27 \(Herndon\)](#)

Navigating the FAR: Practical Applications

[February 9-10 \(Herndon\)](#)

[May 8-9 \(PCI\)](#)

[July 20-21 \(Arlington\)](#)

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

Negotiation Strategies and Techniques

[March 9-10 \(Arlington\)](#)

[June 12-13 \(PCI\)](#)

[October 9-10 \(PCI\)](#)

Contract Changes and Equitable Adjustments

[February 22-23 \(Arlington\)](#)

[June 14-15 \(PCI\)](#)

[October 11-12 \(PCI\)](#)

Ethics and Compliance

[March 7 \(Arlington\)](#)

[June 8 \(Arlington\)](#)

[September 7 \(Herndon\)](#)

Stand Alone Class:

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

[July 12-13 \(Herndon\)](#)



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

[January 23-27 \(PCI\)](#)

[April 24-28 \(PCI\)](#)

[August 7-11 \(PCI\)](#)

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

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



Accounting Seminars

Auditing Contractor Business Systems

Ki Capitano

[November 8-9](#)

Cost & Price Realism

Ki Capitano

[October 25-26](#)

Cost Principles

Ki Capitano

[June 29 \(TX\)](#)

[August 3](#)

[December 14](#)

DCAA, DCMA, and Regulatory

Compliance Update

[February 28](#)

**Federal Government Contract
Accounting**

Jeff Hetrick

[June 20 \(FL\)](#)

[June 27](#)

[September 13](#)

**Government Accounting Requirements
and Preparing for Contract Audits**

Jeff Hetrick

[June 20-21 \(FL\)](#)

[June 27-28](#)

[September 13-14](#)

Government Property

Kyleigh Perkins

[June 23](#)

[October 6](#)

Incurred Cost Electronically (ICE)

Workshop

Charlotte Capitano

[May 23-24](#)

[September 25-26](#)

**Preparing for a Federal Government
Contract Audit**

Jeff Hetrick

[June 21 \(FL\)](#)

[June 28](#)

[September 14](#)

Preparing the Incurred Cost Submission

Chad Braley

[February 22-23](#)

**Supply Chain Management and
Compliance**

Michael Mutek

[May 2-3](#)

[August 23-24](#)

**Supply Chain Trifecta:
CPSR, Commercial Item
Determinations & Price Analysis, and
Subcontract Management**

Ki Capitano and David Gallacher

[June 19-22](#)

[October 2-5](#)

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

Dave Capitano or Ki Capitano

[January 17-19](#)

[August 15-17 \(CA\)](#)

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

Ki Capitano

[June 27-29 \(TX\)](#)

[August 1-3](#)

[December 12-14](#)



Government Contracting Seminars

3 Day Contracting Essentials

Gary Zura

[April 12-14 \(TX\)](#)

[August 22-24 \(CA\)](#)

[October 3-5 \(TX\)](#)

Appropriations Law

Ken Allen

[October 31- November 1](#)

Best Practices in Subcontracting

Tim Sullivan

[June 27-28](#)

Contract Closeout

Barbara Duncombe

[March 15](#)

[August 16](#)

[November 30](#)

Contract Fundamentals

Gary Zura

[January 24-26 \(TX\)](#)

[September 13-15 \(TX\)](#)

Emergency Contracting

Mike Cameron

[October 18-19](#)

Federal Grants Forum

[January 31-February 2](#)

Intellectual Property: Data Rights & Wrongs

Garry Grossman

[March 13-14](#)

[September 27-28](#)

Interpretation of a Government Contract

Ken Allen

[May 25](#)

[September 19-20](#)

New President, New Congress: Federal Industry Outlook in the Trump Era

[March 16](#)

Organizational Conflicts of Interest in Government Contracting

Fred Geldon

[September 12](#)

Risk Management

Lyle Eesley

[April 4](#)

[November 7](#)

Risk Management for Contract Managers

Gary Zura

[September 20-21 \(CA\)](#)

[September 27-28 \(TX\)](#)

Subcontract Statement of Work Development Best Practices Workshop

Gary McDonald

[September 21](#)

Teaming Agreements: Drafting and Negotiating

David Gallacher

[March 7](#)

[October 24](#)

Types of Contracts

Marci Lawson

[March 27](#)

[June 6](#)

[November 6](#)

Trending Developments in Government Contract Compliance and Cybersecurity

Franklin Turner and Alexander Major

[February 15-16](#)

[July 12-13](#)



International Contracting Seminars

ITAR/EAR/OFAC & the Export Control Reforms

Ira Hoffman

[March 28](#)

[September 6](#)

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

Marques Peterson

[March 29](#)

[September 7](#)

The Foreign Corrupt Practices Act (FCPA)

James Gargas

[March 30](#)

[August 17](#)

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



Webinar and Virtual Class Series Bundle

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)

[January 26](#): Competition

[February 23](#): Evaluating Price & Cost Realism

[March 30](#): Clarifications vs. Discussions

[April 25*](#): Organizational Conflicts of Interest

[May 25](#): Commercial Item Contracting

[June 29](#): Constructive Changes

[September 28](#): Request for Equitable Adjustments & Claims

[October 26](#): Pricing Equitable Adjustments

Supply Chain Symposium

Third Wednesday of the Month

2:00 pm – 3:30 pm (ET)

[January 18](#): 2017 Update – Mandatory FAR Flow-Down Clauses and Best Practices

[February 15](#): 2017 Update – Advanced Flow-Downs, Mandatory DFARS Clauses and Best Practices

[March 15](#): New Administration but Same Old Story? Labor Laws, Executive Orders and Regulations Impacting the Supply Chain

[April 19](#): Prime Contractor Responsibility for Foreign Content: A Primer on the Buy America Act and Trade Agreements Act and Their Application to Subcontracts

[May 17](#): Size Matters More Than Ever: How Large and Small Prime Contractors and Subcontractors Can Capitalize on Changes to Small Business Regulations

[June 21](#): Cost Allowability and Pricing Issues Impacting the Supply Chain

Understanding the Proposal Evaluation Process Virtual Class

First Thursday of the Month

1:30 p.m. – 2:45 p.m. (ET)

[January 5](#): Technical and Management Evaluations

[February 2](#): Price Evaluations

[March 2](#): Past Performance Evaluations

[April 6](#): Cost Realism Evaluations

[May 4](#): Key Personnel Evaluations

[June 1](#): Socioeconomic Evaluations

[September 7](#): Responsibility Evaluations

[October 5](#): Source Selection Authority and Award Types

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)

[April 13](#): Basic Principles Governing IP in Government Contracts; Government Use of Technology to Which It Has Acquired No Rights

[May 4*](#): Emerging Issues in IP/Data Rights – Part 1: New Legislation, the Sec. 813 Advisory Panel, and Beyond

[June 8](#): Rights in Inventions & Patents; Introduction to Rights in Technical Data and Computer Software

[July 13](#): Commercial Technical Data & Computer Software; Determining the Requirements for Delivery and Rights in Technical Data and Computer Software

[September 14](#): IP Rights Issues in Source Selections, Modular Open Systems Approaches, and Negotiating Specialized Licenses or Deliveries

[October 12](#): 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



Webinar and Virtual Class Series Bundle Continued

Financial Forum

Second Tuesday of the Month

12:00 p.m. – 1:00 p.m. (ET)

[January 10](#): Subcontract and Vendor Cost Allowability and Related Issues

[February 14](#): Final Indirect Cost Rate Proposals: Auditor Focus Areas, Trends and Best Practices

[March 14](#): Selected FAR Cost Principles Part 1: Compensation, Legal, Consulting, Organization, Restructuring and Tangible and Intangible Capital Asset Costs

[April 11](#): Selected FAR Cost Principles Part 2: IR&D, B&P, Selling, Advertising, Public Relations Costs and Other Business Development Costs

[May 9](#): Cost Estimating and Truthful Cost or Pricing Data Requirements

[June 13](#): Cost Reasonableness and Travel and Relocation Cost Allowability

[September 12](#): Managing Internal Investigations into Accounting Matters: Mandatory Disclosures

[October 10](#): CAS Overview and Best Practices

[November 14](#): Termination Cost Recovery

Trending Cost & Pricing

Third Thursday of the Month

1:00 p.m. – 2:30 p.m. (ET)

The CAS Series:

[January 19 Part I](#): CAS Overview: Applicability, Types of Coverage and CAS Administration

[February 16 Part II](#): The Cost Accounting Standards – Allocation of Cost

[March 16 Part III](#): The Cost Accounting Standards – Assignment and Measurement of Cost

[April 20 Part IV](#): The CASB Disclosure Statement

The Cost and Price Analysis Series:

[May 31*: Part I](#): Price Analysis and Fair and Reasonable Pricing

[June 15: Part II](#): Commercial Item Pricing and Challenges in the Current Environment

[September 21: Part III](#): Direct and Indirect Costs and a Little Thing Called G&A!

[October 19: Part IV](#): Profit – Yes, contractors are allowed to have some!?

[November 16: Part V](#): Cost Analysis and Cost Realism and Their Expanding Roles in Contract Pricing

[December 21: Part VI](#): Defective Pricing – Hazards & Defenses

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

No Hassle Customer Service: Call us at (202) 775-7240. We are happy to register you over the phone or answer any questions you may have.



Virtual Classes

FUN with the DFARSSM

12 Monthly Sessions
Wednesdays, as below

- January 11
- February 8
- March 8
- April 5
- May 3
- June 14
- July 12
- August 9
- September 13
- October 11
- November 8
- December 13

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.

FUN with the FARSM

26 Bi-Weekly Sessions
9 episodes in 2016
17 episodes in 2017
Wednesdays, as below

- September 7
- September 21
- October 5
- October 12
- October 26
- November 10
- November 24
- December 7
- December 21
- January 4
- January 18
- February 1
- February 15
- March 1
- March 15
- March 29
- April 12
- April 26
- May 10
- May 24
- June 7
- June 21
- July 5
- July 19
- August 2
- August 16

Succeeding in Government Small Business Contracting: Guidance for Primes and Subs

David Drabkin, Ira Hoffman, and David Taylor

- January 10
- January 17
- January 24
- January 31
- February 7
- February 14

Communicating Effectively to the Government

Tim Sullivan and Steve Yuter

- January 11

Contractors' Purchasing System Reviews (CPSR)

Anthony Kim and Chase Kunk

- January 17
- January 24
- January 31
- February 7
- February 14



Additional Virtual Classes

[The New Fair Labor Standards Act Exemption Requirements](#)

Nichole Atallah and Corey Argust
February 21

[Government Contracting Update](#)

Robin Schulze and Paul Pompeo
February 22

[Incurred Cost Submission](#)

Anthony Kim and Chase Kunk
March 14
March 16
March 21
March 23

[Detection and Avoidance of Counterfeit Electronics Parts: An Expert's Perspective](#)

Bob Metzger
March 22

[Domestic Sourcing and Content Requirements Under Federal Government Contracts](#)

Sandy Hoe and Justin Ganderson
March 22

[Fundamentals of Government Contracting](#)

Fred Geldon, Lou Chiarella, and Tim Sullivan
March 28
April 4
April 11
April 18
April 25
May 2
May 9

[Commercial Item Determination](#)

Bill Walter and Steve Trautwein
April 5

[Getting Paid Under Federal Government Contracts](#)

Ralph Nash, Sandy Hoe, and Justin Ganderson
April 6

[Understanding IDIQs Series](#)

Brian Friel
[April 19](#): Indefinite Delivery Vehicles in Practice
[June 22](#): Get to Know the GWACs
[August 22](#): Evaluating IDIQs: Scorecard Methodology
[October 3](#): IDIQs to Watch in FY2018
[December 5](#): Get to Know BPAs

[Contract Closeout](#)

Barbara Duncombe
May 16
May 23
May 30

[Labor Compliance for Federal Contractors: Strategies for Success](#)

Nichole Atallah
May 23
May 30
June 6

[Federal Contracting Trends](#)

Brian Friel

[July 11](#): The 10 Key Trends in Federal Contracting
[August 15](#): Incumbent Win Rate Trends
[September 19](#): Set Aside Trends
[November 2](#): Federal Vendor Trends

[Contract Interpretation for Everyone – Essential Skills to Spot, Avoid, and Resolve Potential Problems](#)

Ken Allen

August 16
August 23
August 30



Additional Webinars

[Cybersecurity in Government Contracts: Developments and Practical Steps for Compliance](#)

Phil Seckman, Mike McGuinn, and Erin Sheppard

[November 10, 2016](#): Overview of the Cyber Legal and Regulatory Maze

[December 8, 2016](#): The FAR Basic Safeguarding Rule

[January 12, 2017](#): The DoD Network Penetration Clause

[February 9, 2017](#): Breach investigation & response

[March 9, 2017](#): The NARA Rule / SP 800-171

[April 27, 2017](#): Information Sharing: CISA and Beyond

[Just Out: Conversations with a Former DOJ Attorney](#)

Scott McGriff

March 30

[Making the Right Choices in Government Contracting™](#)

Richard Lieberman

May 16

May 23

May 30

June 6

[Legislative and Regulatory Cybersecurity Developments Affecting Government Contractors](#)

Erin Sheppard and Phil Seckman

October 17