



## 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](http://www.publiccontractinginstitute.com) for new trainings and dates.

#### Public Contracting Institute

The Nash and Cibinic Center  
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Washington, D.C. 20006  
202-775-7240  
[seminars@publiccontractinginstitute.com](mailto: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 \(Arlington\)](#)

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

Contract Changes and Equitable Adjustments

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

[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](#)

**CAS Cost Impacts**

*Robin Schulze and Jay Stine*

[September 13-14](#)

**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*

[September 12 \(FL\)](#)

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

*Jeff Hetrick*

[September 12-13 \(FL\)](#)

**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*

[September 13 \(FL\)](#)

**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](#)

**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](#)

### Contract Closeout

*Barbara Duncombe*

[March 15](#)

[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 \(CA\)](#)

### 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](#)

[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](#)

[September 8](#)

## 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](mailto: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 27: 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 DFARS<sup>SM</sup>

*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 FAR<sup>SM</sup> Season 4

*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

### FUN with the FAR<sup>SM</sup> Season 5

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



## Additional Virtual Classes

### [Succeeding in Government Small Business Contracting: Guidance for Primes and Subs](#)

*David Drabkin, Ira Hoffman, and David Taylor*

January 10, 17, 24, 31,  
February 7, and 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, 24, 31,  
February 7, and 14

### [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, 16, 21, and 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, 11, 18, 25, May 2, and May 9](#)

[October 10, 17, 24, 31, November 7, 14, and 21](#)

### [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, 23, and 30

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

*Nichole Atallah*

May 23, 30, and 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



## Additional Virtual Classes

### [Ethics, Compliance, and Conflicts of Interest](#)

*Fred Geldon*

July 25, August 1, and August 8

### [How to Define Clear SOW/PWS Requirements to Improve Your Service Contracts](#)

*Matt Wilson*

August 10

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

*Ken Allen*

August 16, 23, and 30

### [Subcontracting Summit: A Case Study Approach to Best Practices Virtual Class Series](#)

*Cy Alba, Tim Sullivan, and Bill Walter*

[September 20](#): Overview of

Subcontracting and FAR Part 44

[October 25](#): Joint Ventures and

Teaming Agreements

[November 15](#): Risk Management

[January 24](#): Flowdowns

[February 7](#): Subcontracting Plans

[March 7](#): Best Practices in Prime's

RFP Development

[April 4](#): Subcontract Pricing

[May 2](#): Purchasing System

[June 13](#): Administration



## 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, 23, 30, and June 6  
September 12, 19, and 26

### Legislative and Regulatory Cybersecurity Developments Affecting Government Contractors

*Erin Sheppard and Phil Seckman*  
October 17