



## 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 \(Reston\)](#)

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

#### Required Classes:

Government Contracting Fundamentals

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

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

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

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

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

Navigating the FAR: Practical Applications

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

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

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

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

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

Accounting and Auditing for Government Contracts

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

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

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

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

Cost and Price Analysis

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

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

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

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

Timekeeping for Government Contractors

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

[June 4 \(Reston\)](#)

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



## **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](http://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](mailto:seminars@publiccontractinginstitute.com)

#### **Stand Alone Class:**

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

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

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

#### **Required Classes:**

Government Contracting Fundamentals

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

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

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

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

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

Navigating the FAR: Practical Applications

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

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

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

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

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

Negotiation Strategies and Techniques

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

[June 6-7 \(Reston\)](#)

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

Contract Changes and Equitable Adjustments

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

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

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

Ethics and Compliance

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

[June 5 \(Reston\)](#)

[October 15 \(Arlington\)](#)



## **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**

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

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

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

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

#### **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

### CAS Cost Impacts

*Robin Schulze and Jay Stine*

[March 13-14](#)

[July 11-12](#)

[November 27-28](#)

### Federal Government Contract Accounting

*Jeff Hetrick*

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

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

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

### Government Accounting Requirements and Preparing for Contract Audits

*Jeff Hetrick*

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

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

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

### Government Property

*Chris Wade*

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

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

### Incurred Cost Electronically (ICE) Workshop

*Charlotte Capitano*

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

### Preparing for a Federal Government Contract Audit

*Jeff Hetrick*

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

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

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

### Preparing the Incurred Cost Submission

*Michelle Massarini*

[February 21-22](#)

[April 18-19](#)

[December 5-6](#)

### Supply Chain Management and Compliance

*Michael Mutek*

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

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

[August 22-23](#)

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

*Ki Capitano and David Gallacher*

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

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

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

*Jeff Hetrick*

[March 20-22](#)

[June 26-28](#)

[December 11-13](#)



## Government Contracting Seminars

**3 Day Contracting Essentials**  
*Gary Zura*

[February 6-8 \(AZ\)](#)  
[April 24-26 \(FL\)](#)  
[May 15-17 \(TX\)](#)  
[October 30-November 1 \(FL\)](#)

**Appropriations Law**  
*Ken Allen*

[February 28-March 1](#)  
[May 16-17](#)  
[October 10-11](#)

**Bid Protests**  
*Franklin Turner and Alexander Major*

[March 15](#)  
[August 9](#)  
[November 29](#)

**Contract Closeout**  
*Barbara Duncombe*

[February 6](#)  
[April 3](#)  
[October 25](#)

**Emergency Contracting**  
*Brett Egusa*

[January 17-18](#)  
[April 10-11](#)  
[October 23-24](#)

**Federal Grants Forum**  
*Ryan Byrd, Bradley Smith, and John Prairie*

[January 17-18 \(FL\)](#)  
[April 16-17](#)

**Fundamentals of Government Contracting**  
*Ki Capitano*

[March 6-8 \(FL\)](#)

**Healthcare Contracting**  
*Rod Benson and Keith Moore*

[February 1 \(FL\)](#)

**Intellectual Property: Data Rights & Wrongs**  
*Garry Grossman*

[January 23-24 \(FL\)](#)  
[March 21-22 \(TX\)](#)  
[May 29-30](#)  
[October 3-4 \(AZ\)](#)

**Interpretation of a Government Contract**  
*Ken Allen*

[January 24-25](#)  
[June 13-14](#)  
[October 16-17](#)

**Negotiations**  
*Tim Sullivan*

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

**Organizational Conflicts of Interest in Government Contracting**  
*Fred Geldon*

[February 20](#)  
[May 15](#)  
[October 18](#)

**Program Management Skills and Practice**  
*Marek Kaszubski*

[January 30-31](#)

**Risk Management**  
*Lyle Eesley*

[January 11](#)  
[April 5](#)  
[October 4](#)

**Subcontract Statement of Work Development Best Practices Workshop**  
*Lyle Eesley*

[February 27](#)  
[August 2](#)  
[December 4](#)

**Teaming Agreements: Drafting and Negotiating**  
*David Gallacher*

[January 23](#)  
[May 31](#)  
[October 3](#)

**Types of Contracts**  
*Marci Lawson*

[February 7](#)  
[April 12](#)  
[October 2](#)

**Trending Developments in Government Contract Compliance and Cybersecurity**  
*Franklin Turner and Alexander Major*

[January 9-10](#)  
[June 6-7](#)  
[November 14-15](#)



## International Contracting Seminars

### ITAR/EAR/OFAC & the Export Control Reforms

*Ira Hoffman*

[March 6](#)

[May 1](#)

[October 30](#)

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

*Marques Peterson*

[March 7](#)

[May 2](#)

[October 31](#)

### The Foreign Corrupt Practices Act (FCPA)

*James Gargas*

[March 8](#)

[July 31](#)

[November 1](#)

## 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



## 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](#): Cost Reasonableness and Compensation Costs

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

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

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

[May 8](#): CAS Part 1: Application of CAS and Modified CAS

Coverage: CAS 401, 402, 405 and 406

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

[September 11](#): Tangible Assets, Cost of Money, and Related Issues (\***This session will run for 75 minutes**)

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

[November 13](#): 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 Update –

Mandatory FAR Flow-Down  
Clauses and Best Practices

[February 21](#): 2018 Update –

Advanced Flow-Downs, Mandatory  
DFARS Clauses and Best Practices

[March 21](#): Small Business

Opportunities, Risks and Challenges  
Impacting the Supply Chain

[April 18](#): Data Rights Issues and

Data Protection in the Supply Chain

[May 16](#): Best Prime and Sub

Practices for Successful Contract  
Formation and Protests

[June 20](#): 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](#): Price Analysis and Fair  
and Reasonable Pricing

[February 7](#): Commercial Item  
Pricing and Challenges in the

Current Environment

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

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

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

[June 27](#): 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](#): Bid Protests

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

[March 29](#): Delays

[April 19](#): Resolving Disputes

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

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

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

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

**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**





## Additional Live Virtual Classes and Webinars

### [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, 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

### [Commercial Item Determination](#)

*Bill Walter*  
December 19, 2017

### [Trending Cost & Pricing](#)

[December 21, 2017](#): Defective  
Pricing – Hazards & Defenses

### [Federal Contracting Trends](#)

*Brian Friel*  
[January 4](#): Federal Vendor Trends

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

*Erin Sheppard and Phil Seckman*  
January 10

### [Security Clearances: What is Needed and How to Obtain One to Work on Classified Contracts](#)

*Ira Hoffman*  
January 18

### [Contractor Performance Assessment – What the Rules Do Not Cover](#)

*Ron Poussard*  
February 15

### [Government Contracting Update Series](#)

*Robin Schulze and Paul Pompeo*  
[February 6](#)  
[June 5](#)  
[December 4](#)

### [Fundamentals of Government Contracting](#)

*Fred Geldon and Tim Sullivan*  
March 20, 27, April 3, 10, 17, 24, and  
May 1

### [FUN with the DFARS<sup>SM</sup> 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