



## 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 \(Arlington\)](#)



**PUBLIC  
CONTRACTING  
INSTITUTE**

## **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)

#### **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 \(Arlington\)](#)



PUBLIC  
CONTRACTING  
INSTITUTE

## 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 \(Reston\)](#)

[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**

*Bill Walter*

[July 11-12](#)

[November 27-28](#)

**DCAA, DCMA, and Regulatory  
Compliance Update (FL)**

[February 27-28](#)

**Federal Government Contract  
Accounting**

*Jeff Hetrick*

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

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

*Jeff Hetrick*

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

**HOW – Cost Accounting Standards**

*Bill Walter*

[July 24](#)

**HOW - Preparing the Incurred Cost  
Submission**

*Bill Walter and Mike Mardesich*

[May 8-9](#)

**Managing Government Property**

*Chris Wade*

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

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

**Preparing for a Federal Government  
Contract Audit**

*Jeff Hetrick*

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

**Preparing the Incurred Cost  
Submission**

*Michelle Massarini*

[February 21-22](#)

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

[December 5-6](#)

**Supply Chain Management and  
Compliance**

*Michael Mutek*

[January 22-23 \(TX\)](#)

[August 22-23](#)

**Supply Chain Week:  
CPSR, Commercial Item  
Determinations & Price Analysis,**

**Subcontract Management, and  
Managing Government Property**  
*Ki Capitano, David Gallacher, and  
Chris Wade*

[Mar 12-16 \(FL\)](#)

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

**Price Analysis and Cost Analysis**

*Jeff Hetrick*

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

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

*Jeff Hetrick*

[June 26-28](#)

[October 23-25](#)

**HOW – A Hands On Workshop to  
Help you Develop you PWS/SOW**

*Lyle Eesely*

[September 20](#)



## Government Contracting Seminars

### 3 Day Contracting Essentials

*Gary Zura*

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

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

[Oct 30-Nov 1 \(FL\)](#)

### Appropriations Law

*Ken Allen*

[March 28-March 29](#)

[October 10-11](#)

### HOW: The Mechanics of Bid Protests

*Franklin Turner and Alexander Major*

[March 29](#)

[August 9](#)

[November 29](#)

### Contract Closeout

*Barbara Duncombe*

[October 25](#)

### Contract Closeout: Procedures and Examples

*Courtney Black and Andy Artz*

[August 23 \(FL\)](#)

### Emergency Contracting

*Brett Egusa*

[February 13-14](#)

[October 23-24](#)

### The Executive Briefing: Government Contracting Overview & Update

*Tim Sullivan*

[Aug 21](#)

### Federal Grants Forum

*Bradley Smith and John Prairie*

[April 16-18](#)

### The Future of Government Contracting: Debriefings and Speeding up Federal Acquisition

[April 30](#)

### Healthcare Contracting

*Rod Benson and Keith Moore*

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

### HOW - A Hands On Workshop to Help You Develop an Ethics Compliance Program

*Fred Geldon*

[August 23](#)

### HOW - A Hand On Workshop to Help You Pre-Identify and Legend Proprietary Technical Data and Software

*Garry Grossman*

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

### HOW - A Hands On Workshop to Help You with Other Transactions:

[August 22](#)

### Intellectual Property: Data Rights & Wrongs

*Garry Grossman*

[February 13-14 \(FL\)](#)

[May 29-30](#)

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

### Interpretation of a Government Contract

*Ken Allen*

[January 24-25](#)

[June 13-14](#)

[October 16-17](#)

### Managing Cost Type Contracts

*Frank Germonto*

[May 23 \(FL\)](#)

### Organizational Conflicts of Interest in Government Contracting

*Fred Geldon*

[May 15](#)

[October 18](#)

### Risk Management

*Lyle Eesley*

[October 4](#)

### Subcontract Statement of Work Development Best Practices Workshop

*Lyle Eesley*

[December 4](#)

### Teaming Agreements: Drafting and Negotiating

*David Gallacher*

[May 31](#)

[October 3](#)

### Types of Contracts

*Marci Lawson*

[April 12](#)

[October 2](#)

### Trending Developments in Government Contract Compliance and Cybersecurity

*Franklin Turner and Alexander Major*

[June 6-7](#)

[November 14-15](#)

### HOW - A Hands On Workshop to Help You Develop an Export Controls Compliance Program

*Ira Hoffman*

[October 4](#)

### Fundamentals of Contracting and Subcontracting

*Gary Zura*

[August 14-16](#)

[Oct 30 - Nov 1](#)



## International Contracting Seminars

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

*Marques Peterson*

[October 31](#)

**The Foreign Corrupt Practices Act (FCPA)**

*James Gargas*

[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

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.



**Get Up to Speed Fast on Key Contracting Topics!**  
*PCI's NEW Live Instructor-Led Virtual Trainings*

**0-60 Government Contracting in a Capsule: Organizational and Personal Conflicts of Interest**

*Fred Geldon*  
February 20

**0-60 Government Contracting in a Capsule and How It Differs from Commercial Contracting**

*Fred Geldon and Richard Lieberman*  
March 13

**0-60 Incurred Cost Submission in a Capsule**

*Bill Walter and Mike Mardesich*  
April 18

**0-60 Travel Relocation Costs in a Capsule**

*Quincy Stott*  
May 24

**0-60 Accounting & Auditing in a Capsule**

*Jeff Hetrick*  
June 14

**0-60 Timekeeping in a Capsule**

*Mike Mardesich*  
July 10

**0-60 Nuts Bolts and Beyond to Be a Government Contractor**

*Brian Friel and Cy Alba*  
Aug 1

**0-60 Contractors' Purchasing System Reviews in a Capsule**

*Chase Kunk*  
October 11

**0-60 Government Contracting in a Capsule and How It Differs from Commercial Contracting**

*Fred Geldon and Richard Lieberman*  
March 13



## 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 15\\*](#): 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](#): Cyber Incident Reporting 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*

(\*Exceptions)

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**

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.

## Additional Live Virtual Classes and Webinars

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

*Ira Hoffman*

January 18

[Government Contracting Update Series](#)

*Robin Schulze and Paul Pompeo*

[February 6](#)

[June 5](#)

[December 4](#)

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

*Ron Poussard*

February 15

[Demystifying the Request for Proposals and Requests for Quotes Processes](#)

*Marci Lawson*

February 27

[Important Government Contract Claims Decisions – 2017 Year in Review](#)

*Justin Ganderson, Jason Workmaster, and Bryan Byrd*

March 1

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

*Phil Seckman and Quincy Stott*

March 6

[Solving the FAR Puzzle](#)

*Tim Sullivan*

March 15

[Fundamentals of Government Contracting](#)

*Fred Geldon, Richard Lieberman, Stephen Yuter, and Sharon Larkin*

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

[Bridging the GAAP between Financial Accounting and Government Contracts Cost Accounting](#)

*Steve Masiello, James Check, and David Hess*

April 5, August 9, and December 6

[Material Management and Accounting System \(MMAS\)](#)

*Ki Capitano*

April 11

[Contract \(Mis\)Interpretations](#)

*Ken Allen*

May 3

[Federal Procurement Domestic Preferences](#)

*Ira Hoffman*

May 22

[Other Transaction Authority](#)

*Susan Cassidy, Tyler Evans, and Jennifer Plitsch*

May 22

[Contractors' Purchasing System Reviews \(CPSR\)](#)

*Chase Kunk and Anthony Kim*

June 4, 11, 18, and 25

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

*Fred Geldon*

August 21 and 28

[Federal IT Acquisitions](#)

*Fernand Lavallee & Cherie Owen*

July 12, August 2, September 6,

October 4, November 1, December 6



## Fun with the FAR<sup>SM</sup> and DFARS<sup>SM</sup> Virtual Classes

### 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

### FUN with the DFARS<sup>SM</sup> Season 4

*12 Monthly Sessions*

*Tuesdays, as below*

October 9, 2018

November 6, 2018

December 4, 2018

January 8, 2019

February 5, 2019

March 5, 2019

April 2, 2019

May 7, 2019

June 4, 2019

July 9, 2019

August 6, 2019

September 3, 2019

### FUN with the FAR<sup>SM</sup> Season 6

*26 Bi-Weekly Sessions*

*6 episodes in 2018*

*20 episodes in 2019*

*Wednesdays, as below*

October 3, 2018

October 17, 2018

October 31, 2018

November 14, 2018

November 28, 2018

December 19, 2018

January 16, 2019

January 23, 2019

January 30, 2019

February 13, 2019

February 27, 2019

March 13, 2019

March 27, 2019

April 10, 2019

April 24, 2019

May 1, 2019

May 15, 2019

May 29, 2019

June 12, 2019

June 26, 2019

July 17, 2019

July 31, 2019

August 14, 2019

August 28, 2019

September 11, 2019

September 25, 2019

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