



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 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 \(Arlington\)](#)

[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 \(Reston\)](#)

[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

Robin Schulze and Jay Stine

[July 11-12](#)

[November 27-28](#)

DCAA, DCMA, and Regulatory Compliance Update (FL)

[February 27-28](#)

Federal Government Contract Accounting

Jeff Hetrick

[April 17 \(TX\)](#)

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

Government Accounting Requirements and Preparing for Contract Audits

Jeff Hetrick

[April 17-18 \(TX\)](#)

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

Managing Government Property

Chris Wade

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

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

Preparing for a Federal Government Contract Audit

Jeff Hetrick

[April 18 \(TX\)](#)

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

Preparing the Incurred Cost Submission

Michelle Massarini

[February 21-22](#)

[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](#)



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

[March 28-March 29](#)
[May 16-17](#)
[October 10-11](#)

Bid Protests

Franklin Turner and Alexander Major
[March 29](#)
[August 9](#)
[November 29](#)

Contract Closeout

Barbara Duncombe
[October 25](#)

Emergency Contracting

Brett Egusa
[February 13-14](#)
[April 10-11](#)
[October 23-24](#)

Federal Grants Forum

Bradley Smith and John Prairie
[April 16-18](#)

Healthcare Contracting

Rod Benson and Keith Moore
[February 21 \(FL\)](#)

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](#)

Organizational Conflicts of Interest in Government Contracting

Fred Geldon
[May 15](#)
[October 18](#)

Program Management Skills and Practice

Marek Kaszubski
[May 22-23](#)

Risk Management

Lyle Eesley
[October 4](#)

Subcontract Statement of Work Development Best Practices Workshop

Lyle Eesley
[August 2](#)
[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](#)



International Contracting Seminars

ITAR/EAR/OFAC & the Export Control Reforms

Ira Hoffman

[May 1](#)

[October 30](#)

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

Marques Peterson

[May 2](#)

[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 or call (202) 775-7240



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

Contractors' Purchasing System Reviews

More Topics Coming Soon!



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**



Additional Live Virtual Classes and Webinars

[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

[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

[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

[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