

Open courses Training FY19 San Diego,

CON 090 - FAR Fundamentals — March 2019 San Diego

FAR Fundamentals is a four week, resident, foundational course designed for new hires and veteran employees which provides a total immersion into the Federal Acquisition Regulation (Parts 1-53) and the Defense Federal Acquisition Regulation Supplement (DFARS). The course will prepare the 21st century acquisition workforce to operate successfully in a web-enabled environment. CON 090 is a limited lecture, research - intensive, exercised-based curriculum. Participants will analyze contracting business scenarios developed through research of the FAR and its supplement DFARS. The course covers the following modules:

1. Contracting Overview using the FAR and DFARS
2. Contract Acquisition Planning
3. Contract Formation
4. Contract Management/Administration.

Students are expected to become familiar with FAR Parts 1-53. Students will be quizzed daily on FAR part knowledge, lecture/lesson content, and homework. Students should be prepared to dedicate 2 -3 hours per evening for homework.

CON 170 Fundamentals of Cost and Price Analysis — March 2019 San Diego

This course provides training for those in the Contracting Career Field. GMIG's CON 170 provides those in the Contracting Career Field with an in-depth review of the Market Research Process and the ability to understand and analyze contractor pricing strategies. CON 170 teaches students how to accomplish effective price analysis through Cost-Volume-Profit analysis, calculating contribution margin estimates, and developing cost estimating relationships. CON 170 provides an overview of the Regulations and processes regarding the use of cost analysis and for requiring certified cost and pricing data. GMIG's instructors walk students through the process of building and defending pre - negotiation objectives, including a minimum and maximum pricing objective, and conducting role - play face-to-face negotiations.

proposals and developing Government negotiation ranges and objectives. GMIG's training gives students practical tools for pricing government contracts. CON 170, Fundamentals of Cost and Price Analysis, is a required prerequisite course for CON 270.

CON 270 Intermediate Cost and Price Analysis — March 2019 San Diego

CON 270, Intermediate Cost and Price Analysis, continues building upon the fundamental contract pricing principles covered in the Level I Contracting curriculum and the Contract Pricing Reference Guide. GMIG presents the course from three perspectives; Pre-Award, Negotiation Preparation- Award, and Post-Award contract pricing issues. GMIG's instructors introduce students to the quantitative techniques and tools they will use to quantify and facilitate decision making, and in determining fair and reasonable prices. Students learn how to use quantitative tools and to apply key cost analysis techniques for analyzing contractor's cost proposals and developing Government negotiations ranges and objectives. GMIG's training gives students practical tools for pricing Government contracts. CON 170, Fundamentals of Cost and Price Analysis is a required prerequisite course for CON 270.

CON 280 Source Selection and Administration of Service Contracts — April 2019 San Diego

GMIG's CON 280, Source Selection and Administration of Service Contracts, is a DAU certified equivalency course recommended for Level I contracting personnel seeking Level II certification. The course primarily focuses on acquisition services under FAR Part 15 procedures as well as performance -based acquisitions for services, source selection and contract types, incentives, and administration. GMIG's instructors provide students with case studies covering an entire performance based acquisition from planning to contract closeout. GMIG's course instructors use the DOD Source Selection Guide to go through source selection procedures and the solicitation process. Students are taught how to develop contractual documents as well as high-level source selection briefings and deliver them with recommendations for contract award

CON 290 Contract Administration and Negotiation Techniques in a Supply Environment - April 2019

CON 290 Contract Administration and Negotiation Techniques in a Supply Environment in this case -based course, students apply Contracting concepts and techniques learned in prerequisite courses to meet customer supply requirements and resolve complex Contracting issues. Special emphasis is placed on applying legal concepts from CON 216, intermediate pricing concepts from CON 270, and negotiation techniques from HBS 428. Students experience the full spectrum of Contracting processes and issues by following a supply requirement through all phases of the acquisition life cycle, from acquisition planning through contract close-out. Research, analysis, and communication skills are honed through development and presentation of a critical thinking project requiring in-depth focus on one area of Contracting. Negotiation skills are sharpened through active student participation in two simulated contract negotiations.

CON 360 Contracting for Decision Makers — March & April 2019

GMIG's CON 360 Contracting for Decision Makers course is a DAU certified equivalency course recommended for Level II contracting personnel requiring Level III certification. Utilizing realistic classroom exercises, students work as teams to develop sound business decisions and innovative solutions for the resolution of complex acquisition scenarios in the role of expert business advisers.

Class Registration and payment will close February 01, 2019

Minimum class size 15 students

For class registration click on the following URL:

<http://gmig.org/registrationform.html>

Once the class is paid for there will be no refunds.

Course pricing click on the following URL:

<http://gmig.org/opencourseschedule.html>

For any additional question you may contact Tony Alvarez at:

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