

# Open courses Training FY19 San Diego, Ca

## **CON 170 - Fundamentals of Cost and Price Analysis**

GMIG's CON 170 - Fundamentals of Cost and Price Analysis is DAU certified equivalency training providing an in-depth review of the Market Research Process and the ability to understand and analyze contractor pricing strategies. Students accomplish useful price analysis through Cost-Volume-Profit analysis, calculating contribution margin estimates, and developing cost estimating relationships. GMIG's instructors walk students through the process of building and defending pre-negotiation objectives, minimum and maximum pricing objective, and role-play face-to-face negotiations.

**Open**

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

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 - March 2019 Open**

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.

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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