



2024 Training Offerings at the Public Contracting Institute

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One Stop Training 2024 Subscription

Pay one Low subscription price and receive all of your training from PCI instead of paying thousands for individual training programs throughout the year.



Huge savings! Look at the \$9,900 One Stop training subscription value breakdown:

- [Bundle – 11 Webinar/Virtual Series, 74 Sessions](#).....\$5,295
- 10 additional links for Bundle (Group)\$5,000
- [FUN with the FARSM Season 11](#) (26 Sessions)\$2,495
- [May the Clause Be With YouSM](#) (20 Sessions).....\$995
- On-Demand Access to All PCI's recorded classes\$495
- The PCI Forum – 2-5 classes added monthly.....\$20,000+
- Bonus: If you need training on a topic that we do not have covered on our schedule, we will work with you to add it!

One Stop Price (Bundle, plus FUN with the FARSM, May the Clause Be With YouSM, On-Demand Access, and the PCI Forum):

Group One Stop - up to 10 - \$9,900

Discounted Pricing Available for Large Groups – Contact ophelia@publiccontractinginstitute.com

With an annual training subscription, your employees benefit from high-quality training all year and your organization realizes **BIG** savings.



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Webinar & Virtual Training Bundle 2024 Subscription

WEBINAR AND VIRTUAL TRAINING BUNDLE



PCI's 2024 Webinar & Virtual Training includes:

- 11 Series. 74 Sessions (Details of each series below)

Bundle Price:

An individual - \$2,950

Group up to 5 - \$5,295

Discounted Pricing Available for Large Groups

2024 Webinar and Virtual Class Bundle Series by Day

On the following pages, dates & topics can be found for each session.

Bundle Series on Tuesdays

Financial Forum First Tues of the Month Every Other Month 2:00-3:00pm ET 6 Sessions	<u>Case of the Month</u> Second Tues of the Month 12:00-1:00pm ET 10 Sessions	Subcontract Management from A-to-Z Third Tues of the Month 12:00-1:30pm ET 6 Sessions	Professor's Forum Third Tues of the Month 2:00-3:30pm ET 11 Sessions
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Bundle Series on Wednesdays

<u>Demystifying Intellectual Property in Government Contracting</u> Second Wed of the Month 2:00-3:30pm ET 7 Sessions	Supply Chain Symposium Third Wed of the Month, 2:00-3:30pm ET 6 Sessions	Optional FUN with the FAR Every other Wed 12:00-1:30pm ET 26 Sessions	Optional May the Clause Be With You Every other Wed 12:00-1:00pm ET 20 Sessions
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Bundle Series on Thursdays

Cost Principles, FAR Part 31, and Direct/Indirect Overhead Second Thur of the Month 12:00-1:30pm ET 6 Sessions	Cybersecurity: What Government Contractors Need to Know Second Thur of the Month 2:00-3:30pm ET 5 Sessions	Country of Origin & Buy America Third Thur of the Month 12:00-1:30pm ET 9 Sessions	Q&A Office Hours Third Thur of the Month 2:00-3:30pm ET 5 Sessions
Government Contracting Update: What You Need to Know Third Thur of the Month 2:00-3:00pm ET 4 Quarterly Sessions			

Choose Your Option	<u>Annual Bundle Subscription</u>	<u>One Stop Training Solution (Group)</u>
Annual Bundle Programs: Access 11 Live Webinar Series, with 76 Sessions!	✓	✓
CLE/CPE/CLP Certificates for live sessions	✓	✓
Credited Access to 2-4 GovCon 101 Programs each month!	✓	✓
<i>FUN with the FARSM 2024</i> – 26 Bi-weekly sessions covering the entire FAR!		✓
<i>May the Clause Be With YouSM 2024</i> – 20 Sessions on FUN with the FAR off-weeks covering vital contract clauses from the FAR and DFARS		✓
On-Demand Access to PCI's 500+ Hour <i>Recorded Training Library</i>		✓
Access to 2-4 Premium PCI Forum Classes each month!		✓
Ten Additional Links for the Bundle		✓
Links for Groups of All Sizes – 10 to Hundreds	<i>Optional</i>	<i>Optional</i>



Case of the Month 2024

Second Tuesday of the Month, 12:00-1:00pm ET

- [January 9](#) - *Ben Holtz Consulting, Inc. dba California Avocados Direct v. Dept. of Agriculture*, CBCA No. 7637 (Nov. 17, 2023); and, *4DD Holdings, LLC and T4 Data Group, LLC v. The United States*, --- Fed.Cl. ----, 2023 WL 8290926 (August 22, 2023)
- [February 13](#) - *L3Harris Technologies, Inc.*, B-422006 et al., Dec. 20, 2023, 2023 CPD 290; and *Strategic Technologies Institute, Inc. v. Secretary of Defense*, --- F.4th ---, 2024 WL 253316 (Fed. Cir. Jan. 24, 2024)
- [March 12](#) - *Deloitte Consulting, LLP*, B-422094, 422094.2, Jan. 18, 2024, 2024 WL 402292; and *Amentum Services, Inc.*, ASBCA Nos. 63250, Feb. 6, 2024, 2024 WL 773339
- [April 9](#) - *MLB Transportation, Inc. v. United States*, 2024 WL 1281078 (Fed. Cl. Mar. 25, 2024); and *JKB Solutions and Services, LLC. V. United States*, 2024 WL 1131445 (Fed. Cl. Mar. 15, 2024)
- [May 14](#) - *TLS Joint Venture, LLC*, B-422275, Apr. 1, 2024, 2024 WL 1460853; and *AERO-TEL Wire Harness Corp.*, SBA No. VSBC-344-P, Mar. 22, 2024, 2024 WL 1333719
- [June 11](#)
- [September 10](#)
- [October 8](#)
- [November 12](#)
- [December 10](#)

Demystifying Intellectual Property in Government Contracting

Second Wednesday of the Month, 2:00-3:30pm ET

- [January 10](#) - Introduction: Forms of IP, Strategic considerations for contractors and the Government related to IP
- [February 14](#) - DFARS rights in non-commercial technical data, non-commercial computer software, and commercial item technical data
- [March 13](#) - Data rights under the FAR, commercial computer software issues, open-source software issues
- [April 10](#) - SBIR; Data rights in practice
- [May 8](#) - Patent issues
- [June 12](#) - Remedies
- [July 10](#) - Hot topics and emerging issues

Cost Principles, FAR Part 31, and Direct/Indirect Overhead

Second Thursday of the Month, 12:00-1:30pm ET

- [January 11](#) - Cost Principle Introduction and Application
- [February 8](#) - The Principles



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- [March 14](#) - Going Deeper on Allocability
- [April 11](#) - Indirect Rate Specifics
- [May 9](#) - Direct Cost Specifics
- [June 13](#) - Cost and Price Analysis

Cybersecurity: What Government Contractors Need to Know

Second Thursday of the Month, 2:00-3:30pm ET

- [January 11](#) – What are Controlled Unclassified Information and Covered Defense Information, and Why Should we Care?
- [February 8](#) – Protecting Sensitive Information and Proving it Through CMMC
- [March 14](#) – Can I Put this Data in the Cloud? Should I?
- [April 11](#) – Who can you Trust? Cybersecurity Supply Chain Considerations
- [May 9](#) – Persistence Pays Off – Cyber Threat Information Sharing and Incident Reporting/Investigation

Subcontract Management from A-to-Z

Third Tuesday of the Month, 12:00-1:30pm ET

- [January 16](#) – Federal Subcontracting 101: An Overview
- [February 20](#) – Joint Ventures and Teaming Agreements
- [March 19](#) – Small Business Subcontractors
- [April 16](#) – Subcontracting Plans
- [May 21](#) – Contractor Purchasing Systems
- [June 18](#) – Awarding Subcontracts
- [September 17](#) – Flow Downs and Terms & Conditions
- [October 15](#) – Subcontract Pricing
- [November 19](#) – Subcontract Management and Administration

Professor's Forum

Third Tuesday of the Month, 2:00-3:30pm ET

- [January 16](#) – Negotiating Equitable Adjustments
- [February 20](#) – Constructive Changes
- [March 19](#) – Resolving Disputes
- [April 16](#) – Alternative Methods of Assessing Contractor Capability
- [May 21](#) – Negotiating to Obtain Best Value
- [June 18](#) – The Role of the Contracting Officer
- [September 17](#) – Bid Protests
- [October 15](#) – Organizational Conflicts of Interest
- [November 19](#) – Terminations
- [December 17](#) – Intellectual Property Issues for Primes and Subs

Supply Chain Symposium

Third Wednesday of the Month, 2:00-3:30pm ET

- [January 17](#): Update – Mandatory FAR Flow-Down Clauses and Best Practices



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- [February 21](#): Update – Advanced Flow-Downs, Mandatory DFARS Clauses and Best Practices
- [March 20](#): Cybersecurity Issues
- [April 17](#): Latest Developments in Supply Chain Pricing and Cost Issues
- [May 15](#): Davis-Bacon Act, and Service Contract Act
- [June 26](#): Mandatory Flow-Downs Applicable to Civilian Agencies

Q&A Office Hours

Third Thursday of the Month, 2:00-3:30pm ET

- [January 18](#)
- [March 21](#)
- [May 23](#)
- [September 19](#)
- [November 21](#)

Country of Origin & Buy America

Third Thursday of the Month, 12:00-1:30pm ET

- [January 18](#) - Buy American Act
- [February 15](#) - Trade Agreements Act
- [March 21](#) - Buy America Requirements under Federally-Funded Transportation Contracts and Programs
- [April 18](#) - Country of Origin requirements under Federal Grant Programs
- [May 16](#) - Customs and “Made in the U.S.A.” Labeling
- [June 20](#) - DOD: The Berry Amendment
- [July 18](#) - DOD: Specialty Metals Restrictions
- [August 15](#) - “Buy America” Round-Up: Additional Country of Origin Requirements
- [September 19](#) - Sanctions and other Prohibited Sources

Financial Forum

First Tuesday of the Month, Every Other Month, 12:00-1:00pm ET

- [February 6](#) – Contracting Methods and Gov’t Access to Accounting Data
- [April 2](#) – Select Cost Principles: Compensation, Travel, Legal, and Related Costs
- [May 7](#) – Truthful Cost or Pricing Data – The Artist formerly known as TINA
- [July 9](#) – Getting Paid – Contract Financing and its Challenges
- [September 3](#) – Pricing Requests for Equitable Adjustments and Pursuing Claims
- [November 5](#) – Developments in Cost and Pricing: A Year in Review

Government Contracts Update

Third Thursday of the Month, 2:00-3:30pm ET

- [February 15](#)
- [June 20](#)
- [October 17](#)
- [December 19](#)



FUN with the FARSM 2024 Subscription



These programs will all be on Wednesdays at 12:00-1:30pm ET

January 17: FAR Session 1

- Part 1 (Federal Acquisition Regulations System)
- Part 2 (Definitions and Words & Terms)

January 24: FAR Session 2

- Part 3 (Improper Business and Personal Conflicts of Interest)

February 7: FAR Session 3

- Part 5 (Publicizing Contract Actions) & Part 6 (Competition Requirements)

February 21: FAR Session 4

- Part 7 (Acquisition Planning)
- Part 10 (Market Research)
- Part 11 (Describing Agency Needs)

March 6: FAR Session 5

- Part 8 (Required Sources of Supplies and Services)
- Part 38 (Federal Supply Schedule Contracting)
- Part 39 (Acquisition Information Technology)
- Part 51 (Use of Government Sources by Contractors)

March 20: FAR Session 6

- Part 4 (Administrative Materials)
- Part 24 (Protection of Privacy and Freedom of Information)

April 3: FAR Session 7

- Part 12 (Acquisition of Commercial Items)
- Part 13 (Simplified Acquisition Procedures)

April 17: FAR Session 8

- Part 9 (Contractor Qualifications)
- Part 14 (Sealed Bidding)
- Review Trivia

May 1: FAR Session 9

- Part 15 (Contracting by Negotiation)

May 15: FAR Session 10

- Part 15.4 (Contract Pricing)



May 29: FAR Session 11

- Part 16 (Types of Contracts)

June 12: FAR Session 12

- Part 17 (Special Contracting Methods)
- Part 18 (Emergency Acquisitions)

June 26: FAR Session 13

- Part 19 (Small Business Methods)
- Part 26 (Other Socioeconomic Programs)

July 10: FAR Session 14

- Part 22 (Application of Labor Laws to Government Acquisitions)
- Part 23 (Environment, Energy, and Water Efficiency, Renewable Energy Technologies, Occupational Safety, and Drug-Free Workplace)

July 24: FAR Session 15

- Part 25 (Foreign Acquisition)

August 7: FAR Session 16

- Part 27 (Patents, Data, and Copyrights)

August 21: FAR Session 17

- Part 28 (Bonds and Insurance)
- Part 29 (Taxes)

September 4: FAR Session 18

- Part 30 (Cost Accounting Standards Administration)
- Part 31 (Contract Cost Principles and Procedures)
- Part 32 (Contract Financing)

September 18: FAR Session 19

- Part 33 (Protests, Disputes, and Appeals) & Review Trivia

October 2: FAR Session 20

- Parts 34 (Major System Acquisition)
- Part 35 (Research and Development Contracting)

October 16: FAR Session 21

- Part 36 (Construction and Architect-Engineer Contracts)
- Part 37 (Service Contracting)
- Part 41 (Acquisition of Utility Services)
- Part 48 (Value Engineering)

October 30: FAR Session 22

- Part 42 (Contract Administration and Audit Services)
- Part 43 (Contract Modifications)

November 13: FAR Session 23

- Part 44 (Subcontracting Policies and Procedures)

November 27: FAR Session 24

- Part 45 (Government Property)
- Part 46 (Quality Assurance)
- Part 47 (Transportation)

December 11: FAR Session 25

- Part 49 (Terminations of Contracts)



December 18: FAR Session 26

- Part 50 (Extraordinary Contractual Actions and the Safety Act)
- Part 52 (Solicitation Provisions and Contract Clauses)
- Review Trivia

May the Clause Be With YouSM 2024 Subscription



All sessions are 60 minutes long and begin at 12:00pm ET on Wednesdays)

- February 14 – Bill Walter, 52.216-7; Allowable Cost and Payment
- February 28 – Tim Sullivan, 52.212-4 Contract Terms and Conditions—Commercial Products and Commercial Services
- March 13 – David Gallacher, 252.225-7012; Berry Amendment
- March 27 – Bill Walter, 52.230-1 to 52.230-7; CAS Clauses
- April 10 – Tim Sullivan, 52.215-8; Order of Precedence-Uniform Contract Format
- April 24 – Bill Walter, 52.232-1 to 52.232-7, and 52.232-10; Payment
- May 8 – David Gallacher, 52.244-5; Competition in Subcontracting
- May 22 – Brian Walsh, 215.506, 215.505; Extended Debriefing Requirement
- June 5 – Adam Bartolanzo & Lauren Fleming, 52.227-14; Data Rights Clauses
- June 19 – Bill Walter, 52.232-25; Prompt Payment
- July 3 – Tim Sullivan, Subpart 6.1; Full and Open Competition
- July 17 – David Gallacher, 52.244-2; Consent to Subcontract
- July 31 – Adam Bartolanzo & Cash Carter, 52.232-16; Progress Payments
- August 14 – Fred Geldon, 52.203-13; Contractor Ethics Codes/Business Ethics and Conduct
- August 28 – Barbara Duncombe, 252.204-7022 & 4.804; Expediting Contract Closeout & Closeout of Contract Files
- September 11 – Cy Alba, 16.207; Firm-fixed-price, level-of-effort term contracts
- September 25 – Erin Davis, 52.219-9; Small Business Contracting Plan
- October 9 – Jennifer Flickinger, 31.205; Selected Costs
- October 23 – Townsend Bourne, 252.204-7012; Safeguarding Covered Defense Information and Cyber Incident Reporting
- November 6 – Scott Felder, Part 227; Patents, Data and Copyright



On-Demand Programming

PCI offers two types of on-demand programming:

- eLearning – Tracked, interactive trainings delivered at your pace!
- Recorded Programs – Recorded copies of PCI live webinars.

eLearning vs Recorded Training

eLearning is self-paced training, in a managed environment. These trainings have interactive quizzes, tracking, and automated features. PCI's eLearning trainings are a learning environment that is fun, self-contained, and designed for an on-demand environment. PCI's eLearning can be enjoyed in your LMS or on our website!

Recorded Trainings are video files of live programs we have run in the past – while the polling questions can be seen, they cannot be interacted with. The program also moves at the pace of the original program – rather than the learners pace.

eLearning Subscription

PCI's eLearning All-Access subscription contains all of PCI's eLearning trainings and the entirety of the Recorded Trainings Library. Currently 70+ on demand trainings are available totaling 200+ hours, and new classes are being added regularly. To sign-up for the *eLearning All-Access Subscription*, [click here](#).

Recorded Training Subscription

PCI presents the *Recorded Training Subscription*! This subscription gives you access to an *massive* library of recorded training. PCI's recorded training subscription can help you bring your team up to speed and keep them educated and entertained! To view a list of programs in the *Recorded Training Subscription*, [click here](#).

Lots of Options Available Online All for One Great Price

At \$495 per year (\$65 month), PCI's on-demand training is a great deal, and contains hundreds of hours of on-demand information relevant to any public contracting endeavor. PCI's on-demand subscription library includes public contracting essentials such as:

- Government Contracting Fundamentals
- Subcontracting Summit
- The Professor's Forum with Ralph Nash and Tim Sullivan
- Demystifying Intellectual Property/Data Rights in Government Contracting Series
- More than a four hundred other classes available in the library

PCI's library is deep enough that there will be a class relevant to you every time you need training. PCI is constantly adding new programs, lectures, and classes to the recorded training library. To learn more and sign-up, [click here](#).



The PCI Forum

2-5 Live Virtual Trainings added to the calendar monthly!



Successful Proposals: From Preparation to Award

January 9-10; 10:00am-2:00pm ET

Commercial Item Contracting

January 9, 16, 23, 30; 12:00-1:30pm ET

Negotiating Virtually

January 10; 11:30am-2:30pm ET

Cost and Pricing Trends

2:00-3:30pm ET

- [January 16](#): Price Analysis and Fair and Reasonable Pricing
- [January 18](#): Commercial Item Pricing and Challenges in the Current Environment
- [January 23](#): Direct and Indirect Costs and a Little Thing Called G&A!
- [January 25](#): Profit – Yes, contractors are allowed to have some!?
- [January 30](#): Cost Analysis and Cost Realism and Their Expanding Roles in Contract Pricing
- [February 1](#): Defective Pricing – Hazards & Defenses

Life Sciences Contracting 101

January 18, 25, February 1; 10:00-11:30am ET

GovCon Risks and Hazards

January 24, 31, February 7; 2:00-3:15pm ET

GovCon Express

January 25; 11:00am-2:00pm ET

Dive into Travel Costs

February 1; 2:00-3:00pm ET

Everything You Need to Know About Bid, Size, and Status Protests

10:00-11:30am ET

- [February 1](#): Effective Use of Debriefings and Bid Protests
- [February 8](#): Keeping Your Award: Bid Protest Intervention



- [February 15](#): Size and Status Protests: A Primer on Bases, Process and Procedure

Business Systems

2:00-3:30pm ET

- [February 6](#): Estimating Systems
- [February 13](#): Accounting Systems
- [February 20](#): Property Systems
- [February 27](#): Purchasing Systems
- [March 5](#): EVMS & MMAS
- [March 12](#): Business System Administration & Recent Development

Incurred Cost Submission Deep Dive

February 14-15; 12:00-3:00pm ET

Deciphering Government Contracts

10:00-11:30am ET

- [April 17](#): 10 Basic Rules
- [April 24](#): Say What You Mean; Mean What You Say
- [May 1](#): What IS the Contract?
- [May 8](#): Punctuate This!
- [May 15](#): Word Usage – Misused Words; Grammar; References
- [May 22](#): How Do You Know When it is Done?

FAR Express

February 21-22; 12:00-3:00pm ET

Intellectual Property in GovCon

February 27, March 5, 12; 12:00-1:30pm ET

Cost Accounting Standards

February 28-29; 10:00am-2:00pm ET

Cost and Price Analysis Workshop

March 26-28; 10:00am-2:00pm ET

Cost Allowability

March 20-21; 10:00am-2:00pm ET

Negotiating Terms and Conditions

April 2-3; 2:00-3:30pm ET

Everything Primes Need to Know About Subcontract Cost Rules

April 18, 2:00-3:15pm ET



Labor Regulations

April 23-25; 2:00-3:30pm ET

Assertion of Commerciality

April 25; 12:00-3:00pm ET

Organizational Conflicts of Interest

April 30-May 1, 12:00-1:30pm ET

Crafting GovCon Communication Clarity: Mastering Business Writing for Influence, Persuasion, and Compliance

10am-11:30am ET

- [May 1: Using Grammar for Clarity](#)
- [May 8: Understanding your Audience by Using the Language of the Profession](#)
- [May 15: Persuading the Unconvinced](#)
- [May 22: Preserving the Record](#)
- [May 29: Presenting Data that is Understandable, Reliable, and Repeatable](#)
- [June 5: Crafting Contracts for Clarity and Compliance](#)

Nuts, Bolts, and Beyond: To Be A Government Contractor

May 2, 2:00-3:30pm ET

Generative AI: you Know Better Than to Trust a Strange Robot

May 7, 2:00-3:30pm ET

Enhancing Critical Thinking Skills

May 14, 1:00-3:30pm ET

Maximizing Competition & Small Business Utilization through Effective Market Research

May 29, June 5, 12, 2:00-4:00pm ET

Tech Data for Subcontractors and Researchers

May 30, 12:00-1:15pm ET

Maximizing Travel Cost Recovery

June 4, 2:00-4:00pm ET

DCAA Audit Insights

June 6, 13, 20, 27 2:00pm-3:30pm ET

- June 6: How to Navigate Audit Challenges
- June 13: Navigating DCAA Audit Issues



- June 20: What is a Business System and why does DCAA care?
- June 27: Understanding the Issues and Challenges of DCAA's "Other" Audits

Cost Reimbursement Contracting

June 26-27; 10:00am-2:00pm ET

Identifying and Negotiating Changes and Navigating Requests for Equitable Adjustments (REAs)

June 27; 12:00pm-1:00pm ET

Effective Proposal Evaluations

July 9, 16, 23, 30, Aug 6, 13, 20; 2:00-3:30pm ET

- [July 9](#): Technical and Management Evaluations
- [July 16](#): Price Evaluations
- [July 23](#): Past Performance Evaluations
- [July 30](#): Cost Realism Evaluations
- [August 6](#): Key Personal Evaluations
- [August 13](#): Socioeconomic Evaluations
- [August 20](#): Responsibility Evaluations and Source Selection

Why Government Contractors Need to Definitely Know about Indefinite Quantity Contracts

July 16; 12:00pm-1:30pm ET

Hazards to Contractors Entering the US Supply Chain by Subcontract

Aug 1; 12:00-1:30pm ET

NAICS Codes and Navigating SAM.gov

Aug 6; 11:30am-1:15pm ET

FAR Express

August 7-8; 12:00-3:00pm ET

FREE: EVMS in Government Contracting

August 8; 2:00-3:30pm ET

Sustainable Procurement: A Closer Look at the New Federal Acquisition Regulation (FAR)

August 8; 2:00-3:15pm ET

Governmentwide Acquisition Contract (GWAC) Essentials

August 13; 12:00-1:30 pm ET

Contracting and Subcontracting for Primes and Subs

August 13-14; 10:00am-4:00pm ET

Managing Government Property

August 14-15; 2:00-4:00pm ET



Hit the Ground Running: Contract Law Essentials for New Attorneys & Contract Administrators

August 19-22; 12:00-3:30pm ET

Introduction to FAR Flowdowns

August 21; 2:00 – 4:00pm ET

CAS: The Series

Aug 22, 29, Sep 5, 12, 19, 26, Oct 3, 10, 17, 24, 31, Nov 7; 2:00-3:30pm ET

- [August 22: CAS Clauses and Exemptions and Full/Modified CAS Coverage](#)
- [August 29: Cost Accounting Practice Changes & Administration](#)
- [September 5: Modified CAS – CAS 401, 402, 405 and 406](#)
- [September 12: Compensation – CAS 408, 412, 413 & 415](#)
- [September 19: Direct and Indirect Costs – CAS 418](#)
- [September 26: Home office allocations – CAS 403](#)
- [October 3: G&A and B&P/IR&D – CAS 410 & 420](#)
- [October 10: COM and Standard Costs – CAS 407, 414 & 417](#)
- [October 17: Assets & Material – CAS 404, 409 & 411](#)
- [October 24: Insurance and CAS 419 – CAS 416 and the mystery of CAS 419](#)
- October 31: Disclosure Statements
- [November 7: CAS Administration – Roles of DCMA & DCAA](#)

Preparing the Incurred Cost Submission

Aug 27-28; 12:00 – 3:00pm ET

Contracts Explained! How to Read a Government Contract

Aug 27, Sep 3, 10, 17, 24, Oct 1; 10:00-11:30am ET

- [August 27: 10 Basic Rules](#)
- [September 3: Say What You Mean; Mean What You Say](#)
- [September 10: What IS the Contract? Putting the Right Things in and Leaving the Wrong Things Out](#)
- [September 17: Punctuate This!](#)
- [September 24: Word usage – misused words; grammar; references](#)
- [October 1: How do You Know When it is Done?](#)

Assertion of Commerciality

Aug 29, 10:00am-1:00pm ET

Bid Protests from All Angles Series 2024

Sep 3, 18, 25, Oct 3; 10:00-11:30am ET

- [Part 1: Pre-Award Protests: Challenging the “Ground Rules” of a Procurement](#)
- [Part 2: Post-Award Protests: Making an Informed Protest Decision](#)
- [Part 3: Corrective Action in Bid Protests: What do we do now?](#)



- [Part 4: Can I protest OTAs, BAAs, CRADAs, etc.?: What about that state or local contract award? Time to get creative!](#)

Artificial Intelligence Means Real Money: What Government Contractors Need to Know About the AI Revolution

Sept 4, 2:00-3:15pm ET

A Practical Guide to Intellectual Property in Government Contracts

Sept 5, 12, 19, 26, 10:00am-11:30am ET

- September 5: Session 1
- September 12: Session 2
- September 19: Session 3
- September 26: Session 4

Appropriations Law of Federal Procurement

September 12; 12:00 – 3:00pm ET

What You Need to Know About GSA Multiple Award Schedules (MAS)

Sept 17, 12:00-1:30pm ET

Competition in Subcontracting

Sep 17; 12:00-1:30pm ET

Mergers, Acquisitions and Novation for Federal Government Contractors

Sep 25; 2:00-3:30pm ET

Exploring Other Transactions

Sept 26, Oct 3, 10; 12:00-1:15pm ET

- September 26: Session 1
- October 3: Session 2
- October 10: Session 3

Common Scenarios Triggering False Claims Act Violations Series

Sept 26, Oct 1, 10; 12:00-1:15pm ET

- [September 26: Government Contracts and Cybersecurity](#)
- [October 1: Construction and Workforce Issues](#)
- [October 10: Claims and Investigations](#)

Government Contracting Fundamentals Virtual Class

Oct 1,3, 8, 10, 15, 17, 22, 24; 2:00-4:00pm ET

- [October 1: Landscape, Players, Statutes and Regulations](#)
- [October 3: Contract Types](#)
- [October 8: Procurement Process](#)



PUBLIC CONTRACTING INSTITUTE

- [October 10: Bid Protest & Compliance Issues](#)
- [October 15: Contract Administration](#)
- [October 17: Termination & Contract Closeout](#)
- [October 22: Compliance and Ethics](#)
- [October 24: Claims and Disputes](#)

Exploring Revisions to the Uniform Guidance

Oct 2; 2:00-3:30pm ET

Small Biz Basics: Doing Business with the Federal Government as a Small Business

Oct 8,15,22,29, Nov 5; 12:00-1:15pm ET

- October 8: [Small Biz Basics: Small Biz Buzz](#)
- October 15: [Small Biz Basics: Small Biz Contracting Basics](#)
- October 22: [Small Biz Basics: Small Biz Set-Aside Programs](#)
- October 29: [Small Biz Basics: Small Biz Contractor Relationships](#)
- November 5: [Small Biz Basics: Small Biz Graduation](#)

Contract Management

Oct 17,24,31, Nov 7,14; 11:30am-1:30pm ET (\$795)

- October 17: [Session 1](#)
- October 24: [Session 2](#)
- October 31: [Session 3](#)
- November 7: [Session 4](#)
- November 14: [Session 5](#)

Emergency Contracting: How to Problem-solve Acquisition Situations to Shorten the Procurement Process (or "Mastering FAR Part 18: Emergency Acquisitions")

Oct 30th; 12:00-3:00pm ET (\$245)

A Government Contractor's Ten Commandments

Oct 31; 12:00-1:00pm ET (\$119)

Price and Cost Analysis

Nov 19,20,21; 10:00am-2:00pm ET (\$725)

- November 19: [Session 1](#)
- November 20: [Session 2](#)



- November 21: [Session 3](#)

[GovCon Essentials](#)

Nov 21; 12:00-3:30pm ET

[Understanding and Protecting Technical Data Rights](#)

Dec 3, 12:00-4:00pm ET

[Cost and CAS: Rules of the Road to Help You Navigate Cost-Reimbursement Contracting](#)

Dec 12; 12:00-1:30pm ET (\$129)



GovCon 101 Training

2-4 Webinars Added Every Month Based on Customer Recommendations



[GovCon 101: Small Business Programs](#)

January 22; 1:00-2:15pm ET

[GovCon 101: CAS](#)

January 29; 1:00-2:15pm ET

[GovCon 101: Davis-Bacon Basics](#)

February 12; 1:00-2:15pm ET

[GovCon 101: Service Contract Act](#)

February 26; 1:00-2:15pm ET

[GovCon 101: CPSR](#)

March 4; 1:00-2:15pm ET

[GovCon 101: Ethics](#)

March 11; 1:00-2:15pm ET

[GovCon 101: RFP's](#)

March 25; 1:00-2:15pm ET

[GovCon 101: FAR Process – What it is, Your Role in it and Why it Matters to You](#)

April 22; 11:00-12:15pm ET

[GovCon 101: Teaming](#)

April 29; 1:00-2:15pm ET

[GovCon 101: Flowdowns](#)

May 13; 1:00-2:15pm ET



[GovCon 101: Export Controls](#)

June 3: 1:00-2:15pm ET

[GovCon 101: Uniform Guidance and Grants](#)

June 17: 1:00-2:15pm ET

[GovCon 101: Government Property](#)

July 15: 1:00-2:15pm ET

[GovCon 101: Timekeeping and LCATS](#)

August 5: 1:00-2:15pm ET

[GovCon 101: Closeouts](#)

August 12; 1:00-2:15pm ET

[GovCon 101: Freedom of Information Act](#)

September 9; 1:00-2:15pm ET



George Mason University Continuing and Professional Education

PCI is pleased to partner with Mason CPE delivering training in Federal Government Contracting and Grants. The certificate/digital badge programs and individual classes are designed to help government contracting professionals better perform their jobs, grow in their careers, and succeed in the government contracting environment.



Continuing and Professional Education

George Mason University Digital Badge/Certificate Programs



3 Mason Certificate Programs – Upon Completion, Earn a Digital Badge

Contracting with the Federal Government – Accounting Certificate

Minimum of 60 Contact Hours. May take up to two years to complete.

Required Courses (4)

- [CFG 0400_Government Contracting Fundamentals](#)
- [CFG 0404_The FAR Workshop: Practical Applications & More](#)
- [CFG 0409_Contract Cost Accounting Deep Dive](#)
- [CFG 0425_Accounting and Auditing for Government Contracts](#)

Electives (Choose 1)

- [CFG 0405_Contractor Purchasing System Reviews \(CPSR\)](#)
- [CFG 0408_Contract Pricing and Pricing Fundamentals](#)
- [CFG 0432_Timekeeping for Government Contractors](#)

Contracting with the Federal Government – Administration Certificate

Minimum of 60 Contact Hours. May take up to two years to complete.

Required Courses (4)

- [CFG 0400_Government Contracting Fundamentals](#)
- [CFG 0404_The FAR Workshop: Practical Applications & More](#)
- [CFG 0451_Negotiation Strategies and Techniques](#)
- [CFG 0452_Contract Changes and Equitable Adjustments](#)

Electives (Choose 1)

- [CFG 0407_Government Contract Compliance and Cybersecurity](#)
- [CFG 0406_Subcontract Management](#)
- [CFG 0428_Ethics and Compliance in Government Contracting](#)

Masters Academy in Government Contracting Certificate

The Masters Academy is designed to provide an exceptional learning experience. Each day, various experts share their insights into the leading practices of government contracting. Over the course of nine days, you will have the unique opportunity to learn the lessons experts have culled during their careers in government contracting.

[2024 George Mason University Class Schedule](#)

Classes are Live Virtual Instruction unless Noted In-person at GMU Arlington, VA Campus

Accounting and Auditing For Government Contractors

10:00am-2:30pm ET

- March 12-14, 2024
- October 8-10, 2024

Contract Changes and Equitable Adjustments

10:00am-2:30pm ET

- March 26-28, 2024
- July 24-25, 2024
- November 18-20, 2024

Contract Cost Accounting Deep Dive

10:00am-1:30pm ET

- February 5-8, 2024
- May 20-23, 2024
- October 15-18, 2024

Contract Pricing and Pricing Fundamentals

10:00am-1:15pm ET

- June 3-4, 2024
- October 28-29, 2024

Contractors Purchasing Systems Review (CPSR)

10:00am-1:15pm ET

- June 3-4, 2024
- October 15-18, 2024

Ethics and Compliance in Government Contracting

10:00am-1:15pm ET



- February 26-27, 2024
- July 17-18, 2024

Federal Grants Fundamentals

2:00-3:30pm ET

- August 13, 15, 20, 22, 27, 29, September 3, 5, 2024

Government Contracts Compliance and Cybersecurity

10:00am-1:15pm ET

- February 20-21, 2024
- June 25-26, 2024
- September 24-25, 2024

Government Contracting Fundamentals

10:00am-3:30pm ET

- February 13-16, 2024
- May 6-9, 2024
- August 5-8 2024
- November 12-15, 2024

Masters Academy in Government Contracting

10:00am-1:15pm ET

- April 15-19, & 22-25, 2024
- December 9-13 & 16-19, 2024

Negotiation Strategies and Techniques

10:00am-1:30pm ET

- March 18-21, 2024
- July 8-11, 2024
- December 2-5, 2024

Subcontract Management

10:00am-1:15pm ET

- March 6-7, 2024
- June 11-12, 2024
- November 6-7, 2024

The FAR Workshop

10:00am-2:30pm ET

- May 14-16, 2024
- October 1-3, 2024



Timekeeping for Government Contracting

10:00am-1:15pm ET

- March 4-5, 2024
- September 11-12, 2024

Essentials of Doing Business with the Federal Government

2:00pm-3:30pm ET; September 11-November 20, 2024