



2024 Training Offerings at the Public Contracting Institute

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The PCI Forum

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



Effective Proposal Evaluations

July 9, 16, 23, 30, Aug 6, 13, 20; 2:00-3:30pm ET (6 Sessions)
(Series \$925, Session \$189)

- 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 (\$99)

Hazards to Contractors Entering the US Supply Chain by Subcontract

Aug 1; 12:00-1:30pm ET (\$189)

NAICS Codes and Navigating SAM.gov

Aug 6; 11:30am-1:15pm ET (\$199)

FAR Express

August 7-8; 12:00-3:00pm ET (2 Sessions) (\$399)

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

August 8; 2:00-3:15pm ET (\$99)

Governmentwide Acquisition Contract (GWAC) Essentials

August 13; 12:00-1:30 pm ET (\$99)

Managing Government Property

August 14-15; 2:00-4:00pm ET (2 Sessions) (\$249)



[Hit the Ground Running: Contract Law Essentials for New Attorneys & Contract Administrators](#)

August 19-22; 12:00-3:30pm ET (4 Sessions) (\$795)

[Introduction to FAR Flowdowns](#)

August 21; 2:00 – 4:00pm ET (\$199)

[CAS: The Series](#)

Aug 22, 29, Sep 5, 12, 19, 26, Oct 3, 10, 17, 24, 31, Nov 7; 2:00-3:30pm ET (12 Sessions) (\$895)

- 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 (2 Sessions) (\$399)

[Contracts Explained! How to Read a Government Contract](#)

Aug 27, Sep 3, 10, 17, 24, Oct 1; 10:00-11:30am ET (6 Sessions)

(Series \$845, Session \$189)

- 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 (\$249)

[Bid Protests from All Angles Series 2024](#)

Sep 3, 18, 25, Oct 3; 10:00-11:30am ET (4 Sessions)

(FREE, \$45/session/credit, \$99/session/credit)

- [Part 1: Pre-Award Protests: Challenging the “Ground Rules” of a Procurement](#)



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- [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 (\$99)

[A Practical Guide to Intellectual Property in Government Contracts](#)

Sept 5, 12, 19, 26, 10:00am-11:30am ET (4 Sessions) (\$567)

- 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 (\$250)

[What You Need to Know About GSA Multiple Award Schedules \(MAS\)](#)

Sept 17, 12:00-1:30pm ET (\$99)

[Competition in Subcontracting](#)

Sep 17; 12:00-1:30pm ET (\$189)

[Mergers, Acquisitions and Novation for Federal Government Contractors](#)

Sep 25; 2:00-3:30pm ET (\$189)

[Exploring Other Transactions](#)

Sept 26, Oct 3, 10; 12:00-1:15pm ET (3 Sessions) (\$378)

- 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 (3 Sessions)

(Series \$199, Session \$99)

- 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 (8 Sessions)

(Series \$995, Session \$189)

- October 1: [Landscape, Players, Statutes and Regulations](#)
- October 3: [Contract Types](#)
- October 8: [Procurement Process](#)
- 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 (\$99)

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 (\$399)

- 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](#)

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 (\$299)



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[Understanding and Protecting Technical Data Rights](#)

Dec 3; 12:00-4:00pm ET (\$299)

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

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



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GovCon 101 Training

2-4 Webinars Added Every Month Based on Customer Recommendation's!

GovCon 101 programs are **FREE**. If you need CLP or CPE credit, there is a \$45 accreditation fee per session. For \$299, you can receive credit and certificates of completion for as many sessions of GovCon 101 that you attend. [Click here to register for the series.](#)



[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; 2:00-3:15pm ET



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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 learner's pace.

eLearning Subscription

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PUBLIC CONTRACTING INSTITUTE

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- 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](#).