



## **Advanced Contract Management**

### **Perspectives on Contracting and Winning New Business**

- The Contract Management Process
- Winning New Business, Part 1
- Winning New Business, Part 2
- Winning New Business, Part 3
- Winning New Business, Part 4
- Winning New Business, Part 5
- Winning New Business, Part 6
- Winning New Business, Part 7
- Winning New Business, Part 8
- New Business
- Marketing
- Identifying New Business
- RFPs and How to Respond
- To Bid or Not to Bid
- Writing Proposals That Win

### **Contract Pricing**

- Why Price is Different Than Cost
- Price
- Cost Analysis
- Estimating
- Pricing Models
- How Costs are Considered
- Proposal Structure
- Financial Concepts
- Requirements and Cost Estimates
- Pricing for RFPs
- Audits
- Financial Management of Government Contracts
- Payment Arrangements
- Earned Value, Part 1
- Earned Value, Part 2
- Earned Value, Part 3
- Earned Value, Part 4

### **Cost Accounting Standards**

- Introduction to the Cost Accounting Standards
- Selected Cost Accounting Standards
- Understanding the Impact of Cost Principles
- Selected Cost Principles of Particular Importance to Contract Managers
- Cost Allowability and Allocability

### **Performance-Based Contracts**



Contract Management's Role in Performance-Based Contracting  
Performance-Based Service Acquisition (PBSA): Part 1  
Performance-Based Service Acquisition (PBSA): Part 2  
Statement of Work (SOW) Writing  
Intellectual Property

**Subcontracts**

Statement of Work  
Solicitation for Subcontracts  
Source Selection  
Contracts  
Subcontract Administration: Part 1  
Subcontract Administration: Part 2  
Terms and Conditions  
Small/Disadvantaged Businesses  
Subcontractor Disputes  
Teaming and Subcontracting

**Terminations**

Terminations for Convenience  
Terminations for Convenience: Settlement of Terminations  
Terminations for Convenience: Liquidated Damages  
Rules of Interpretation

**International Issues**

International Issues  
International Risk  
Overseas Transactions

**Government Property**

Federal Government Policy on Providing Government Property  
Classification of Government Property, Part 1  
Classification of Government Property, Part 2 Government Property Clause, Part 1  
Government Property Clause, Part 2  
Property Management System  
Liability for Loss, Damage, Destruction or Theft, Part 1  
Liability for Loss, Damage, Destruction or Theft, Part 2  
Liability for Loss, Damage, Destruction or Theft, Part 3