

Description by Issue General Issues	COURSE FEE	COURSE FEE
	MEMBERS	NON-MEMBERS
<ul style="list-style-type: none"> • Seminars presented are in no particular order • Est. number of seminars avg 5-8 per month • At least 2 classes from the previous month will be repeated in the following month schedule • Most seminars will structure in the Rule, Issue, Caselaw [RIC] Method • Foundational & Specialty seminars may or may not include [use] of the Rule, Issue, Caselaw [RIC] Method • Seminars are presented as [70% Live] and [30% Zoom] 		N/A - May not attend Packaged - Workshops
ROUND TABLES DISCUSSION		
Capability Statement -lies & Truth	NC	\$199.00
Loans, Credit, Business Plans – Not Required	NC	\$199.00
Stealing from Women Owned Businesses	NC	\$199.00
Who's Who- Knowing the authority of the person speaking	NC	\$199.00
VA-Veterans Rights- You have no clue.	NC	\$199.00
Source Sought Notice- The devil in the details.	NC	\$199.00
USDA Improperly Awarded \$141 Million Sole Source Contract	NC	\$199.00
CASELAW COURSES		
Advance Planning, Lack of	\$99.00	\$199.00
Adequate Funding	\$99.00	\$199.00
Alternative sources, establishment or maintaining	\$99.00	\$199.00
Availability of Solicitations	\$99.00	\$199.00
Berry Amendment	\$99.00	\$199.00
Bid guarantees	\$99.00	\$199.00
Blanket purchase agreements	\$99.00	\$199.00
Bonds-Bid, Payment, Performance	\$99.00	\$199.00
Broad agency announcements	\$99.00	\$199.00
Bundling and consolidation	\$99.00	\$199.00

Buy American Act	\$99.00	\$199.00
Buy Indian Act	\$99.00	\$199.00
Buying-in or below cost prices	\$99.00	\$199.00
Class Deviations	\$99.00	\$199.00
Clauses Applicable to Construction & Supplies	\$199.00	N/A
Clauses - Contract award, Sealed bidding, Construction	PACKAGED	N/A
Clauses - Limitations on Subcontracting	PACKAGED	N/A
Commercial item acquisition - Determination	\$199.00	N/A
Commercial item acquisition - Streamlined Evaluation of Offers	PACKAGED	N/A
Commercial item acquisition - Tailoring and use of FAR clauses	PACKAGED	N/A
Commercial item acquisition - Termination	PACKAGED	N/A
Competitive-The Rule of Two	\$99.00	\$199.00
Contingent Fees	\$99.00	\$199.00
Contracts, grants, or cooperative agreements	\$99.00	\$199.00
Contracting Officer - Responsibilities	\$99.00	\$199.00
Contractor's accounting system, adequacy of	\$99.00	\$199.00
Contractor Team Arrangements	\$99.00	\$199.00
Debarment, Suspension, and Ineligibility	\$99.00	\$199.00
Definitions - Offer	\$99.00	\$199.00
Definitions - Online Representations and Certifications Application (ORCA)	\$99.00	\$199.00
Disseminating contract action information	\$99.00	\$199.00
Freedom of Information Act - Trade secrets, commercial, financial information, reverse auction	\$99.00	\$199.00
Government Employees - Contracts with	\$99.00	\$199.00
Government supply sources - Priorities for use	\$99.00	\$199.00
HUBZone Program	\$99.00	\$199.00
Indefinite quantity contracts - General	\$199.00	N/A
Indefinite quantity contracts - Guaranteed Minimum	PACKAGED	N/A

Indefinite-quantity contracts - Multiple award preference	PACKAGED	N/A
Indefinite-quantity contracts - Protests	PACKAGED	N/A
Indefinite-quantity contracts - Single or Multiple Awards mentioned in solicitation	PACKAGED	N/A
Javits-Wagner-O'Day Act	\$99.00	\$199.00
Offerors' responsibility to obtain solicitation documents	\$99.00	\$199.00
Options - Evaluation	\$199.00	N/A
Options - Exercise	PACKAGED	N/A
Organizational or Consultant Conflict of Interest	\$99.00	\$199.00
Preference for sealed bidding	\$99.00	\$199.00
Price preference for U. S. persons and qualified U. S. joint venture persons. (22 U.S.C. § 4864)	\$99.00	\$199.00
Procurement information - Prohibition on obtaining	\$99.00	\$199.00
Qualification Requirements, Change in Ownership, Location, etc.	\$99.00	\$199.00
Qualified Products	\$99.00	\$199.00
Randolph-Sheppard Act	\$99.00	\$199.00
[Re]procurement	\$99.00	\$199.00
Requirements contracts - Consideration	\$99.00	\$199.00
Responsibility determination	\$99.00	\$199.00
Responsibility - Special standards	\$99.00	\$199.00
Service Contract Act - Applicability	\$99.00	\$199.00
Small business - Certificate of Competency	\$199.00	N/A
Small business - Competitive 8(a)	PACKAGED	N/A
Small business - Determination of fair market price	PACKAGED	N/A
Small business Innovation Research Program	PACKAGED	N/A
Small business - Selecting acquisitions for 8(a) program	PACKAGED	N/A
Small business - Set aside decision	PACKAGED	N/A
Small business - Set aside, domestic, non-domestic product	PACKAGED	N/A
Small business - Size standards	PACKAGED	N/A

Small business - subcontracting Plan Requirements	PACKAGED	N/A
Small business - Status determination	PACKAGED	N/A
Small Business - Use of price evaluation factor	PACKAGED	N/A
Small business - service-disabled veteran-owned small business set-aside procedures	PACKAGED	N/A
Specification/Statement of Work/Other Provisions - Ambiguity	\$199.00	N/A
Specification/Statement of Work/Other Provisions - Brand name or equal	PACKAGED	N/A
Specification/Statement of Work/Other Provisions - Defective or inadequate	PACKAGED	N/A
Specification/Statement of Work/Other Provisions - Latent ambiguity	PACKAGED	N/A
Specification/Statement of Work - Restrictive provisions	PACKAGED	N/A
Standards of conduct - Government independence, lack of bias	\$99.00	\$199.00
Synopsis of Proposed Contract Actions	\$99.00	\$199.00
Trade Agreements Act	\$99.00	\$199.00
"United States persons" and "qualified United States joint venture persons"	\$99.00	\$199.00
Unsolicited Proposals	\$99.00	\$199.00
Negotiation		
Alternate proposals	\$99.00	\$199.00
Best value continuum	\$99.00	\$199.00
Cancellation of solicitation	\$99.00	\$199.00
Changed requirements and solicitation amendment	\$99.00	\$199.00
Clarification - Government's duty to inquire	\$99.00	N/A
Clarifications and award without discussions	PACKAGED	N/A
Competitive range	\$99.00	N/A
Competitive range - Elimination after discussions	PACKAGED	N/A
Debriefings - Understand the Debriefing process	\$99.00	\$199.00
Discussions - Held with each offeror within competitive range	\$199.00	N/A
Discussions - Limits on exchanges	PACKAGED	N/A
Discussions - Meaningful	PACKAGED	N/A
Evaluation based solely on factors and subfactors specified in solicitation	\$99.00	\$199.00

Importance of Factors and significant subfactors in solicitation	\$99.00	\$199.00
Final proposal revision	\$99.00	\$199.00
Handling proposals and information	\$99.00	\$199.00
Oral presentations	\$99.00	\$199.00
Past performance - General	\$199.00	N/A
Past performance - Key personnel, predecessor companies, subcontractors, teams	PACKAGED	N/A
Past performance - Neutral rating	PACKAGED	N/A
Past performance - Opportunity to respond to adverse information	PACKAGED	N/A
Past performance - Relevance, problems encountered, corrective actions	PACKAGED	N/A
Price or cost evaluation factor requirement	\$99.00	\$199.00
Prohibitions - Use of data from unsolicited proposals	\$99.00	\$199.00
Proposal analysis - Contract pricing, realism analysis	\$99.00	\$199.00
Protests	\$299.00	N/A
Pre-Award Protest	PACKAGED	N/A
Post-Award Protest	PACKAGED	N/A
Organizational Conflicts	PACKAGED	N/A
Defending Your Award in a GAO Bid Protest:	PACKAGED	N/A
Rating method or combination of methods	\$99.00	\$199.00
Source selection/tradeoff decision	\$99.00	\$199.00
Submission of proposals - Format and Substance	\$99.00	\$199.00
Submission of proposals - Late	\$99.00	\$199.00
Technical evaluation - Documentation	\$199.00	N/A
Technical evaluation - Evaluators' scoring	PACKAGED	N/A
Technical Evaluation - Key personnel - Bait and switch - Letters of Intent	PACKAGED	N/A
Unacceptable or offers not in compliance with solicitation	\$99.00	\$199.00
Unbalanced pricing	\$99.00	\$199.00
Sealed Bidding		
All or none bids	\$99.00	\$199.00

Amendment - Materiality	\$99.00	\$199.00
Bidder's submission, modification, and withdrawal of bids	\$99.00	\$199.00
Cancellation of invitation for bids	\$99.00	\$199.00
Descriptive literature	\$99.00	\$199.00
Materially unbalanced bid	\$99.00	\$199.00
Minor informalities or irregularities in bids	\$99.00	\$199.00
Mistakes in bids	\$99.00	\$199.00
Patent ambiguity - Bidders duty to inquire	\$99.00	\$199.00
Price related factors	\$99.00	\$199.00
Responsive in all material respects	\$99.00	N/A
Same information provided to all bidders	PACKAGED	N/A
Contract Administration		
Changes	\$99.00	\$199.00
Site conditions	\$99.00	\$199.00
Delays	\$99.00	\$199.00
Suspensions	\$99.00	\$199.00
Acceleration	\$99.00	\$199.00
Termination [FAR 49]	\$199.00	N/A
Convenience	PACKAGED	N/A
Default-Causation	PACKAGED	N/A