

Description by Issue General Issues	COURSE FEE
<ul style="list-style-type: none"> <li>• Seminars presented are in no particular order</li> <li>• Est. number of seminars avg 4-7per month</li> <li>• At least 2 classes from the previous month will be repeated in the following month schedule</li> <li>• Most seminars will structure in the Rule, Issue, Caselaw <b>[RIC]</b> Method</li> <li>• Seminars are presented as [70% Live] and [30% Zoom]</li> </ul>	
<b>ROUND TABLES DISCUSSION</b>	
Capability Statement -lies & Truth	NO COST
Loans, Credit, Business Plans – Not Required	NO COST
Stealing from Women Owned Businesses	NO COST
Who's Who- Knowing the authority of the person speaking	NO COST
VA-Veterans Rights- You have no clue.	NO COST
Source Sought Notice- The devil in the details.	NO COST
USDA Improperly Awarded \$141 Million Sole Source Contract	NO COST
<b>CASELAW COURSES</b>	
Advance Planning, Lack of	\$99.00
Adequate Funding	\$99.00
Alternative sources, establishment or maintaining	\$99.00
Availability of Solicitations	\$99.00
Berry Amendment	\$99.00
Bid guarantees	\$99.00
Blanket purchase agreements	\$99.00
Bonds-Bid, Payment, Performance	\$99.00
Broad agency announcements	\$99.00
Bundling and consolidation	\$99.00
Buy American Act	\$99.00
Buy Indian Act	\$99.00
Buying-in or below cost prices	\$99.00
Class Deviations	\$99.00
<b>Clauses Applicable to Construction &amp; Supplies</b>	<b>\$199.00</b>
Clauses - Contract award, Sealed bidding, Construction	PACKAGED PRICE
Clauses - Limitations on Subcontracting	PACKAGED PRICE
<b>Commercial item acquisition - Determination</b>	<b>\$199.00</b>
Commercial item acquisition - Streamlined Evaluation of Offers	PACKAGED PRICE
Commercial item acquisition - Tailoring and use of FAR clauses	PACKAGED PRICE

Commercial item acquisition - Termination	PACKAGED PRICE
Competitive-The Rule of Two	\$99.00
Contingent Fees	\$99.00
Contracts, grants, or cooperative agreements	\$99.00
Contracting Officer - Responsibilities	\$99.00
Contractor's accounting system, adequacy of	\$99.00
Contractor Team Arrangements	\$99.00
Debarment, Suspension, and Ineligibility	\$99.00
Definitions - Offer	\$99.00
Definitions - Online Representations and Certifications Application (ORCA)	\$99.00
Disseminating contract action information	\$99.00
Freedom of Information Act - Trade secrets, commercial, financial information, reverse auction	\$99.00
Government Employees - Contracts with	\$99.00
Government supply sources - Priorities for use	\$99.00
HUBZone Program	\$99.00
<b>Indefinite quantity contracts - General</b>	<b>\$199.00</b>
Indefinite quantity contracts - Guaranteed Minimum	PACKAGED PRICE
Indefinite-quantity contracts - Multiple award preference	PACKAGED PRICE
Indefinite-quantity contracts - Protests	PACKAGED PRICE
Indefinite-quantity contracts - Single or Multiple Awards mentioned in solicitation	PACKAGED PRICE
Javits-Wagner-O'Day Act	\$99.00
Offerors' responsibility to obtain solicitation documents	\$99.00
<b>Options - Evaluation</b>	<b>\$199.00</b>
Options - Exercise	PACKAGED PRICE
Organizational or Consultant Conflict of Interest	\$99.00
Preference for sealed bidding	\$99.00
Price preference for U. S. persons and qualified U. S. joint venture persons. (22 U.S.C. § 4864)	\$99.00
Procurement information - Prohibition on obtaining	\$99.00
Qualification Requirements, Change in Ownership, Location, etc.	\$99.00
Qualified Products	\$99.00
Randolph-Sheppard Act	\$99.00
[Re]procurement	\$99.00
Requirements contracts - Consideration	\$99.00
Responsibility determination	\$99.00
Responsibility - Special standards	\$99.00

Service Contract Act - Applicability	\$99.00
<b>Small business - Certificate of Competency</b>	<b>\$199.00</b>
Small business - Competitive 8(a)	PACKAGED PRICE
Small business - Determination of fair market price	PACKAGED PRICE
Small business Innovation Research Program	PACKAGED PRICE
Small business - Selecting acquisitions for 8(a) program	PACKAGED PRICE
Small business - Set aside decision	PACKAGED PRICE
Small business - Set aside, domestic, non-domestic product	PACKAGED PRICE
Small business - Size standards	PACKAGED PRICE
Small business - subcontracting Plan Requirements	PACKAGED PRICE
Small business - Status determination	PACKAGED PRICE
Small Business - Use of price evaluation factor	PACKAGED PRICE
Small business - service-disabled veteran-owned small business set-aside procedures	PACKAGED PRICE
<b>Specification/Statement of Work/Other Provisions - Ambiguity</b>	<b>\$199.00</b>
Specification/Statement of Work/Other Provisions - Brand name or equal	PACKAGED PRICE
Specification/Statement of Work/Other Provisions - Defective or inadequate	PACKAGED PRICE
Specification/Statement of Work/Other Provisions - Latent ambiguity	PACKAGED PRICE
Specification/Statement of Work - Restrictive provisions	PACKAGED PRICE
Standards of conduct - Government independence, lack of bias	\$99.00
Synopsis of Proposed Contract Actions	\$99.00
Trade Agreements Act	\$99.00
"United States persons" and "qualified United States joint venture persons"	\$99.00
Unsolicited Proposals	\$99.00
<b>Negotiation</b>	
Alternate proposals	\$99.00
Best value continuum	\$99.00
Cancellation of solicitation	\$99.00
Changed requirements and solicitation amendment	\$99.00
<b>Clarification - Government's duty to inquire</b>	<b>\$99.00</b>
Clarifications and award without discussions	PACKAGED PRICE
Competitive range	\$99.00
Competitive range - Elimination after discussions	PACKAGED PRICE
Debriefings – Understand the Debriefing process	\$99.00
Discussions - Held with each offeror within competitive range	<b>\$199.00</b>
Discussions - Limits on exchanges	PACKAGED PRICE
Discussions - Meaningful	PACKAGED PRICE
Evaluation based solely on factors and subfactors specified in solicitation	\$99.00

Importance of Factors and significant subfactors in solicitation	\$99.00
Final proposal revision	\$99.00
Handling proposals and information	\$99.00
Oral presentations	\$99.00
Past performance - General	<b>\$199.00</b>
Past performance - Key personnel, predecessor companies, subcontractors, teams	PACKAGED PRICE
Past performance - Neutral rating	PACKAGED PRICE
Past performance - Opportunity to respond to adverse information	PACKAGED PRICE
Past performance - Relevance, problems encountered, corrective actions	PACKAGED PRICE
Price or cost evaluation factor requirement	\$99.00
Prohibitions - Use of data from unsolicited proposals	\$99.00
Proposal analysis - Contract pricing, realism analysis	\$99.00
<b>Protests</b>	<b>\$299.00</b>
Pre-Award Protest	
Post-Award Protest	PACKAGED PRICE
Organizational Conflicts	PACKAGED PRICE
Defending Your Award in a GAO Bid Protest:	PACKAGED PRICE
Rating method or combination of methods	\$99.00
Source selection/tradeoff decision	\$99.00
Submission of proposals - Format and Substance	\$99.00
Submission of proposals - Late	\$99.00
<b>Technical evaluation - Documentation</b>	<b>\$199.00</b>
Technical evaluation - Evaluators' scoring	PACKAGED PRICE
Technical Evaluation - Key personnel - Bait and switch - Letters of Intent	PACKAGED PRICE
Unacceptable or offers not in compliance with solicitation	\$99.00
Unbalanced pricing	\$99.00
<b>Sealed Bidding</b>	
All or none bids	\$99.00
Amendment - Materiality	\$99.00
Bidder's submission, modification, and withdrawal of bids	\$99.00
Cancellation of invitation for bids	\$99.00
Descriptive literature	\$99.00
Materially unbalanced bid	\$99.00
Minor informalities or irregularities in bids	\$99.00
Mistakes in bids	\$99.00
Patent ambiguity - Bidders duty to inquire	\$99.00
Price related factors	\$99.00

Responsive in all material respects	<b>\$99.00</b>
Same information provided to all bidders	PACKAGED PRICE
<b>Contract Administration</b>	
Changes	<b>\$299.00</b>
Site conditions	PACKAGED PRICE
Delays	PACKAGED PRICE
Suspensions	PACKAGED PRICE
Acceleration	PACKAGED PRICE
<b>Termination [FAR 49]</b>	<b>\$199.00</b>
Convenience	PACKAGED PRICE
Default-Causation	PACKAGED PRICE
<b>Foundational Training-Chamber to Chamber Pricing Only</b>	
FAR Part 6- Competition Requirements & Justifications for otherwise	\$299.00
FAR Part 12 /13 - Acquisition of Commercial Products and Commercial Services / Simplified Acquisition Procedures-Request for Quote [RFQ] Training	\$299.00
FAR Part 15 - Contracting by Negotiation Request for Proposal [RFP] Training	\$299.00
FAR Part 16 - Contract Types	\$199.00
Mastering SAM.gov -Theory	\$299.00      2 - Day Course
Mastering SAM.gov – Application	\$299.00 *      2 - Day Course Prerequisite- Mastering SAM.gov -Theory
Part 38 - Federal Supply Schedule Contracting	\$299.00
Protest Writing	\$299.00