



## Procurement & Acquisition Center of Excellence (PACE) LLC

Leadership, experience, quality, and performance ... The PACE of Acquisition Excellence!

# 2020 PROFESSIONAL DEVELOPMENT & TRAINING SERIES (54 COURSES)

## **I. LEADERSHIP (5)**

1. Critical Thinking for Acquisition Professionals (2 days)
2. Better Buying Power for Acquisition Leaders (2 days)
3. Developing Extraordinary Leaders (1 day)
4. Developing High-Performance Teams (2 days)
5. Impactful Thoughts for Emerging Leaders (2 days)
  - Thought #1: How to Manage Emotions
  - Thought #2: Resilience ~ How to Keep Going When the Going Gets Tough
  - Thought #3: Productive Work Habits
  - Thought #4: Mental Models ~ Keys to Making Reality-Based Decisions
  - Thought #5: Increasing Your Emotional Intelligence
  - Thought #6: Ideas into Action
  - Thought #7: Financial Intelligence: 10 Accounting Instruments Every Professional Must Know
  - Thought #8: How to Make Yourself Indispensable

## **II. CONTRACT MANAGEMENT (24)**

1. FAR Bootcamp (5 days)
2. Contract Administration (3 days)
3. Price Analysis (2 days)
4. Cost Analysis (2 days)
5. Contract Negotiations (2 days)
6. Contract Types (2 days)
7. Incentive Contracts for 2025 Acquisitions (2 days)
8. Win/Win Negotiations (2 days)
9. Simplified Acquisitions (1 day)
10. Market Research (2 days)
11. GSA Schedules (1 day)
12. Commercial Acquisitions (1 day)
13. Navigating FAR Part 15 (2 days)
14. Contract Performance Monitoring (2 days)
15. Contract Closeout (1 day)
16. Performance-Based Acquisition (2 days)
17. The Top 10 Commandments of Successful Negotiating (1 day)
18. COR (5 days)
19. COR Relations – Enhancing the Value Proposition for Vendors (3 days)
20. The Solicitation Paradigm (2 days)
21. The Proposal Paradox (2 days)



22. The Post-Award Practicum (1 day)
23. The Contractor's Guidebook to Win-Win Agreements (2 days)
24. International Contracting (2 days)
25. Incorporating AbilityOne into Your Acquisition Strategy (4 hrs)

### **III. ACQUISITION EXCELLENCE (11)**

1. Source Selection Strategies (3 days)
2. Better Buying Power Strategies for Enhanced Acquisition Outcomes (2 days)
3. Small Business Engagement (2 days)
4. Earned Value Management (2 days)
5. Subcontract Management (2 days)
6. Buy American Act (1 day)
7. Business & Economic Practices in Federal Acquisitions (2 days)
8. The Acquisition Professional's Parametric Toolbox (2 days)
9. Legal Concepts for the Acquisition Professional (2 days)
10. CFCM Prep Course (5 days)
11. CPCM Prep Course (5 days)

### **IV. ORGANIZATIONAL DEVELOPMENT (4)**

1. Building High Performance Teams (2 days)
2. Human Capital Planning (2 days)
3. Diversity & Leadership (2 days)
4. Individual Development Plans for Contract Management Professionals (1 day)
5. Contractor Engagement: Protocols & Practices for Appropriate Office Interaction (3 days)

### **V. CON CURRICULUM [DAWIA/FAC(C)] (9) (w/ Certified Partner)**

1. CON 090 – FAR Fundamentals
2. CON 100 – Shaping Smart Business Arrangements
3. CON 170 – Fundamentals of Cost & Price Analysis
4. CON 260 – Small Business Socio Economic Course
5. CON 270 – Intermediate Cost & Price Analysis
6. CON 280 – Source Selection & Acquisition of Service Contracts
7. CON 290 – Contract Administration & Negotiation Techniques in a Supply Environment
8. CON 360 – Contracting for Decision Makers
9. COR 222 – Contracting Officer's Representative Course