

**GENERAL SERVICES ADMINISTRATION  
Federal Acquisition Service  
Authorized GSA Multiple Award Schedule Price List**

**On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!<sup>™</sup>, a menu-driven database system.**

**The Internet address for GSA Advantage!<sup>™</sup> is [www.GSAAdvantage.gov](http://www.GSAAdvantage.gov).**

**Mission Orientated Business Integrated Services (MOBIS)**

**Federal Supply Group: 874 Class: R499**

**For more information on ordering from the GSA Multiple Award Schedules click on the “GSA Schedules” link at [www.gsa.gov](http://www.gsa.gov).**

**Contract #: GS-02F-0010J**

**Contract Period: Expires February 27, 2019**

**Price List Effective: March 12, 2015**

**Management Concepts, Inc.**

**8230 Leesburg Pike, Suite 800**

**Tysons Corner, VA 22182**

**P: (703) 790-9595**

**F: (703) 790-1371**

**Large Business**

**NOTICE OF PRICE REDUCTION FOR CERTAIN SIN 4 AND 8 COURSES**

**AMOUNT OF DISCOUNT:** 10 percent

**DISCOUNTED COURSES AND PRICES:**

Course # 1090: Strategic Sourcing Workshop - 15 Students = \$9,465; 16-20 Students = \$10,443; 21-25 Students = \$12,335; 26-30 Students = \$14,330

Course # 1091: Statement of Work (SOW) Workshop - 15 Students = \$9,465; 16-20 Students = \$10,443; 21-25 Students = \$12,335; 26-30 Students = \$14,330

Course # 1191: FCN 190 FAR Fundamentals - 15 Students = \$27,933; 16-20 Students = \$33,106; 21-25 Students = \$38,279; 26-30 Students = \$43,451

Course # 1200: CON 200 Business Decisions for Contracting - 15 Students = \$8,858; 16-20 Students = \$9,602; 21-25 Students = \$11,343; 26-30 Students = \$13,176

Course # 1321: CON 121, Contract Planning - 15 Students = \$8,858; 16-20 Students = \$9,602; 21-25 Students = \$11,343; 26-30 Students = \$13,176

Course # 1324: CON 124 Contract Execution - 15 Students = \$8,858; 16-20 Students = \$9,602; 21-25 Students = \$11,343; 26-30 Students = \$13,176

Course # 1327: CON 127, Contract Management - 15 Students = \$8,858; 16-20 Students = \$9,602; 21-25 Students = \$11,343; 26-30 Students = \$13,176

**DURATION OF DISCOUNT:** March 1 - August 30, 2015

Management Concepts is a global provider of integrated training, consulting, publications, and performance improvement solutions dedicated to the mind at work. We have been creating measurable results for the federal government in every key operational area since 1973. Specializing in federal acquisition and contracting, federal financial management, leadership & management, project management, program management, and grants & assistance, Management Concepts is dedicated to providing value-added, cost-effective solutions that improve workplace performance.

Management Concepts quality training programs, services, and products can be purchased through GSA FSS Contract under Schedule 874 – MOBIS:

**CUSTOMER INFORMATION**

1. Table of Awarded SINS/Prices: See price tables below.
2. Maximum Order: \$1,000,000.00.
3. Minimum Order: \$100.00.
4. Delivery Area: Domestic and Overseas. Overseas subject to a non-domestic fee equal to the greater of \$2,000 or 20 percent of the course price.
5. Points of Production: Vienna, Fairfax County, VA.
6. Statement of Net Prices: See attached exhibit.

7. Quantity Discount: See attached exhibit.
8. Prompt Payment Discount: N/A.
9. Management Concepts, Inc. will accept the Government Commercial Purchase Card for all transactions.
10. Foreign Items: N/A.
- 11a. Time of Delivery: Specified on Task Order and mutually agreed to by the ordering activity and vendor.
- 11b. Expedited Delivery: N/A.
- 11c. Overnight and 2-day delivery: N/A.
- 11d. Urgent Requirements: N/A.
12. F.O.B. Point: Destination for CONUS; Origin for OCONUS and SIN 874 9.
13. Ordering Address: 8230 Leesburg Pike, Suite 800, Tysons Corner VA 22182.
14. Payment Address: 8230 Leesburg Pike, Suite 800, Tysons Corner VA 22182.
15. Warranty Provisions: N/A.
- 15a. Cancellation and Rescheduling Policy For SINS 874-4 and 874-8 On-Site Training Courses:

Classes may be canceled or rescheduled at no charge with a minimum written notice of 30 calendar days prior to the class start date.

Classes canceled or rescheduled between 15-29 calendar days prior to the class start date will incur a fee equal to 50% of the course price.

Classes canceled or rescheduled between 1-14 calendar days prior to the class start date will incur a fee equal to 100% of the course price.

Classes canceled on the first day of the class start date will be treated as a "no show," and the applicable MAS customer will be charged the full course price.

Classes started but not completed due to inclement weather will be invoiced and payable in full at the agreed price plus any costs incurred for delivering make-up days (including instructor fees and travel costs).

Any revisions to the above policy shall be deemed an "Open Market Cancellation and Rescheduling Policy" and are subject to the mutual agreement of Management Concepts and the ordering entity.

For transactions involving the purchase of open enrollment seats as provided by the terms and conditions of Management Concepts GSA MAS contract (GS-02F-0010J), student substitutions are permitted at any time up to the start of the class at no addition charge to the ordering entity. This policy is consistent with Management Concepts commercial practice regarding this circumstance (see <http://www.managementconcepts.com/ContactUs/TermsandConditions.aspx>).

16. Export Packing Charges: N/A.
17. Terms and conditions of Government purchase card acceptance: N/A.
18. Terms and conditions of rental and maintenance: N/A.
19. Terms and conditions of installation: N/A.

20. Terms and conditions of repair parts: N/A.

20a. Placing an order for training courses and/or services offered under SINs 874-4 and 874-8 constitutes acceptance of Management Concepts' standard commercial intellectual property policy and commercial terms and conditions governing the purchase of individual student seats in open enrollment courses. Both policies may be viewed at: <http://www.managementconcepts.com/ContactUs/TermsandConditions.aspx>

20b. All Management Concepts coaching services will be provided in accordance with the International Coach Federation (ICF) Code of Ethics (available at <http://www.coachfederation.org/includes/media/docs/Ethics-2009.pdf>). Unless otherwise required by a MAS order with the coaching sponsor (the MAS ordering entity paying for and/or arranging the coaching services), all client (the individual being coached) information obtained during a coaching session will be kept in the strictest confidence and not released to the coaching sponsor. Only general summaries, trends, and themes will be released to a coaching sponsor. If a coaching order requires a different disclosure of client information, Management Concepts will advise the client of the information that will be disclosed to the sponsor prior to conducting a coaching session. A cancellation fee equal to one hour of coaching services will be charged for any coaching session cancelled with 24 or fewer hours' notice.

21. Service and distribution points: N/A.

22. Participating dealers: N/A.

23. Preventive maintenance: N/A.

24. Special Attributes: N/A.

24b. Section 508 Compliance: Yes.

25. DUNS number: 08-235-5652.

26. Notification regarding registration in System For Award Management (SAM) database: Registered

**GS-02F-0010J MOBIS Price List  
Government Awarded Prices (Net Prices)**

**Consulting and Facilitation Services SINs: 874-1, 874-1RC**

Labor Categories	Labor Rates
Project Executive	\$198
Project Manager	\$142
Subject Matter Expert 3	\$265
Subject Matter Expert 2	\$170
Subject Matter Expert 1	\$130
Business Analyst 3	\$117
Business Analyst 2	\$95
Business Analyst 1	\$75
Graphic Designer	\$57
Administrative Assistant	\$46

**Consulting and Facilitation Services SINS: 874-1, 874-1RC**
**Labor Category Descriptions**

Labor Categories	Labor Category Descriptions
Project Executive	Undergraduate degree in business administration, public administration, management, or relevant technical discipline (or equivalent work experience). At least 12 years of work experience in consulting, operational management, strategic planning or performance improvement as a principal executive or senior manager. Maintains business relationships with senior-most client executives and managers. Responsible for substantive management of large projects or projects with a high degree of complexity. Oversees quality review of projects, development of methodologies and standards, and monitoring project team performance.
Project Manager	Undergraduate degree in business administration, public administration, management, or relevant technical discipline (or equivalent work experience). At least 7 years of work experience in management, business improvement consulting, organizational development, operational management, strategic planning or performance improvement. Responsible for leading small or medium sized engagements including project planning and control, task scheduling and management, oversight of deliverable production, and project quality review. Oversees administrative functions including adherence to contract terms and conditions, progress reporting and project financial management.
Subject Matter Expert 3	Advanced degree in human resource development, organizational behavior, business administration, public administration, management, or relevant technical discipline (or equivalent work experience). At least 15 years of work experience working with individuals and teams at senior management and executive levels to support leadership excellence, performance improvement, organizational development and related management objectives. Consults with client executives on the most critical substantive components of projects in areas such as organizational design, business process reengineering and related disciplines. Coaches and facilitates in skill areas such as leadership development, change management, strategic thinking, and developing high performance teams. Encourages behavioral change that allows individual and teams to have greater leadership impact on the successful performance of their organizations.
Subject Matter Expert 2	Advanced degree in management, finance, business administration, organizational development, public administration or other relevant field of study (or equivalent experience). At least 8 years of work experience in the field of discipline relevant to the client's work requirement. Provides the highest level of subject matter expertise in the business of government including financial management, acquisition and contracting, grants management, program and project management, program development, or similar disciplines. Demonstrates superior communications skills in both written and verbal presentations.

Subject Matter Expert 1	Advanced degree in management, finance, business administration, organizational development, public administration or other relevant field of study (or equivalent experience). 4-8 years work experience in the field of discipline relevant to the client's work requirement. Provides substantive expertise in the business of government including financial management, acquisition and contracting, grants management, program and project management, program development, or similar disciplines. Demonstrates strong communication skills, both written and verbal.
Business Analyst 3	Undergraduate degree with at least 7 years work experience as a business analyst in public or private sector organizations, or consulting to those organizations. Has demonstrated expertise in one or more of the following disciplines: strategic planning and analysis, organizational analysis and design, change management, program/project management, performance measurement, business process improvement/redesign, business systems requirements analysis and design, learning program development and delivery, and facilitation services design and delivery. Has experience managing medium to large teams, takes responsibility for work product delivery and quality. Demonstrates exceptional technical writing and presentation skills.
Business Analyst 2	Undergraduate degree with 3-7 years work experience as a business analyst. Has demonstrated expertise in one or more of the following disciplines: strategic planning and analysis, organizational analysis and design, change management, program/project management, performance measurement, business process improvement/redesign, business systems requirements analysis and design, learning program development and delivery, or facilitation services design and delivery. Has experience managing small to medium teams, takes responsibility for work product delivery and quality. Demonstrates strong technical writing and presentation skills.
Business Analyst 1	Undergraduate degree with 0-3 years work experience as a business analyst. Performs information gathering, analysis, and deliverable preparation under the direction of his/her immediate supervisor. Demonstrates good technical writing and verbal communication skills.
Graphic Designer	High school diploma with at least three years of work experience in graphics design, desktop publishing, and administrative software applications. Develops presentation standards for all work products. Manages the production of specialized work products including workbooks, training manuals, and automated presentation media.
Administrative Assistant	High School diploma with at least one year of work experience. Has formal training in word processing, spreadsheet, presentation software and related administrative tools. Provides general support to the project team including data input, word processing, copy and reproduction, proofreading and related administrative tasks as assigned.

**Instructor Led Training, Web Based Training and Education Courses, Course Development and Test Administration SIN: 874-4 and 874-4RC**

See price reduction notice above for discounted prices on Courses #1090 and 1091

ACQUISITION AND CONTRACTING		ON-SITE COURSE PRICING*					OPEN ENROLLMENT INDIVIDUAL STUDENT SEAT PRICING**		
Course Name	Course Number	Min/Max Students	15 Students	16-20 Students	21-25 Students	26-30 Students	Individual Student Seat Price	Available GSA Discount If Buyer Enrolls 5-9 Students In Same Course Session	Available GSA Discount If Buyer Enrolls 10 or More Students In Same Course Session
<a href="#">Information Technology (IT) Acquisition</a>	1001	15/30	\$10,517	\$11,603	\$13,706	\$15,922	\$779	5 percent	10 percent
<a href="#">Administration Of Contractor-Held Property</a>	1004	15/30	\$14,432	\$15,497	\$18,306	\$21,278	\$1,069	5 percent	10 percent
<a href="#">Administration Of Cost-Reimbursement Contracts</a>	1005	15/30	\$14,432	\$15,964	\$18,857	\$21,907	\$1,069	5 percent	10 percent
<a href="#">Advanced Federal Contract Law</a>	1011	15/30	\$14,432	\$15,964	\$18,857	\$21,907	\$1,069	5 percent	10 percent
<a href="#">Governmentwide Commercial Purchase Card</a>	1013	15/30	\$7,547	\$8,176	\$9,658	\$11,221	\$559	5 percent	10 percent
<a href="#">Federal Contract Negotiation Techniques</a>	1016	15/30	\$14,432	\$15,964	\$18,857	\$21,907	N/A	N/A	N/A
<a href="#">Basics Of Personal Property Management</a>	1017	15/30	\$14,432	\$15,497	\$18,306	\$21,278	\$1,069	5 percent	10 percent
<a href="#">Acquisition Of Commercial Items</a>	1018	15/30	\$9,842	\$10,669	\$12,603	\$14,640	\$729	5 percent	10 percent
<a href="#">Changes Under Government Contracts</a>	1019	15/30	\$10,517	\$11,603	\$13,706	\$15,922	\$779	5 percent	10 percent

<a href="#">Construction Claims</a>	1020	15/30	\$10,517	\$11,603	\$13,706	\$15,922	\$779	5 percent	10 percent
<a href="#">Contract Administration</a>	1022	15/30	\$14,432	\$15,497	\$18,306	\$21,278	\$1,069	5 percent	10 percent
<a href="#">Contract Claims</a>	1023	15/30	\$14,432	\$15,964	\$18,857	\$21,907	\$1,069	5 percent	10 percent
<a href="#">Contract Closeout</a>	1024	15/30	\$9,842	\$10,669	\$12,603	\$14,640	\$729	5 percent	10 percent
<a href="#">Contracting With Small Business Concerns</a>	1027	15/30	\$10,517	\$11,603	\$13,706	\$15,922	\$779	5 percent	10 percent
<a href="#">Lease Administration</a>	1028	15/30	\$14,432	\$15,964	\$18,857	\$21,907	\$1,069	5 percent	10 percent
<a href="#">Cost And Price Analysis</a>	1030	15/30	\$14,432	\$15,964	\$18,857	\$21,907	\$1,069	5 percent	10 percent
<a href="#">Cost And Price Analysis Of Lease Proposals</a>	1031	15/30	\$14,432	\$15,964	\$18,857	\$21,907	\$1,069	5 percent	10 percent
<a href="#">Ethics In Federal Contracting</a>	1034	15/30	\$7,547	\$8,969	\$10,370	\$11,772	\$559	5 percent	10 percent
<a href="#">Micro-Purchase Procedures</a>	1035	15/30	\$9,842	\$10,669	\$12,603	\$14,640	\$729	5 percent	10 percent
<a href="#">Federal Contract Law</a>	1047	15/30	\$14,432	\$15,497	\$18,306	\$21,278	\$1,069	5 percent	10 percent
<a href="#">Introduction To Federal Contracting</a>	1048	15/30	\$14,432	\$15,964	\$18,857	\$21,907	\$1,069	5 percent	10 percent
<a href="#">Federal Real Property Leasing Refresher</a>	1049	15/30	\$14,432	\$15,964	\$18,857	\$21,907	\$1,069	5 percent	10 percent
<a href="#">Federal Real Property Lease Law</a>	1050	15/30	\$14,432	\$15,964	\$18,857	\$21,907	\$1,069	5 percent	10 percent
<a href="#">Fundamentals Of Overhead And Other Indirect Cost Rates</a>	1052	15/30	\$10,517	\$11,603	\$13,706	\$15,922	\$779	5 percent	10 percent
<a href="#">Federal Acquisition Regulation (FAR) Overview</a>	1058	15/30	\$11,192	\$12,226	\$14,442	\$16,777	\$829	5 percent	10 percent
<a href="#">Contracting Officer's Representative Course</a>	1070	15/30	\$14,432	\$15,497	\$18,306	\$21,278	\$1,069	5 percent	10 percent
<a href="#">COR Level I Refresher</a>	1071	15/30	\$7,547	\$8,176	\$9,658	\$11,221	\$559	5 percent	10 percent
<a href="#">Advanced COR Workshop</a>	1072	15/30	\$14,432	\$15,964	\$18,857	\$21,907	\$1,069	5 percent	10 percent
<a href="#">Basic (Level 1) Contracting Officer's Representative</a>	1073	15/30	\$7,547	\$8,944	\$10,342	\$11,739	\$559	5 percent	10 percent



<a href="#">Best Value Source Selection Using Tradeoffs</a>	1074	15/30	\$9,842	\$10,669	\$12,603	\$14,640	\$729	5 percent	10 percent
<a href="#">Performance-Based Service Acquisition</a>	1076	15/30	\$14,432	\$15,964	\$18,857	\$21,907	\$1,069	5 percent	10 percent
<a href="#">Simplified Acquisition Procedures</a>	1077	15/30	\$14,432	\$15,497	\$18,306	\$21,278	\$1,069	5 percent	10 percent
<a href="#">Source Selection</a>	1078	15/30	\$14,432	\$15,964	\$18,857	\$21,907	\$1,069	5 percent	10 percent
<a href="#">Writing Performance Work Statements</a>	1079	15/30	\$10,517	\$11,603	\$13,706	\$15,922	\$779	5 percent	10 percent
<a href="#">Techniques Of Negotiating Federal Real Property Leases</a>	1081	15/30	\$14,432	\$15,964	\$18,857	\$21,907	\$1,069	5 percent	10 percent
<a href="#">Terminating Contracts</a>	1082	15/30	\$10,517	\$11,603	\$13,706	\$15,922	\$779	5 percent	10 percent
<a href="#">Types Of Contracts</a>	1084	15/30	\$10,517	\$11,603	\$13,706	\$15,922	\$779	5 percent	10 percent
<a href="#">Market Research</a>	1089	15/30	\$7,547	\$8,944	\$10,342	\$11,739	\$559	5 percent	10 percent
<a href="#">Strategic Sourcing Workshop</a>	1090	15/30	\$10,517	\$12,464	\$14,412	\$16,359	\$779	5 percent	10 percent
<a href="#">Statement of Work (SOW) Workshop</a>	1091	15/30	\$10,517	\$12,464	\$14,412	\$16,359	\$779	5 percent	10 percent
<a href="#">Task And Delivery Order Contracting</a>	1120	15/30	\$9,842	\$10,669	\$12,603	\$14,640	\$729	5 percent	10 percent
<a href="#">Developing the Independent Government Cost Estimate</a>	1125	15/30	\$10,517	\$11,603	\$13,706	\$15,922	\$779	5 percent	10 percent
<a href="#">Evaluating A Contractor's Performance</a>	1126	15/30	\$10,517	\$11,603	\$13,706	\$15,922	\$779	5 percent	10 percent
<a href="#">Incentive Contracts</a>	1127	15/30	\$10,517	\$11,603	\$13,706	\$15,922	\$779	5 percent	10 percent
<a href="#">Simplified Acquisition Refresher</a>	1153	15/30	\$10,517	\$11,603	\$13,706	\$15,922	\$779	5 percent	10 percent
<a href="#">Service Contract Labor Standards Statute Overview</a>	1162	15/30	\$9,842	\$10,669	\$12,603	\$14,640	\$729	5 percent	10 percent
<a href="#">Cost Analysis</a>	1165	15/30	\$14,432	\$15,964	\$18,857	\$21,907	N/A	N/A	N/A
<a href="#">Price Analysis</a>	1166	15/30	\$14,432	\$15,964	\$18,857	\$21,907	N/A	N/A	N/A

<a href="#">Advanced Simplified Acquisition Procedures</a>	1177	15/30	\$14,432	\$15,964	\$18,857	\$21,907	\$1,069	5 percent	10 percent
<a href="#">FAR Refresher</a>	1192	15/30	\$7,547	\$8,944	\$10,342	\$11,739	\$559	5 percent	10 percent
<a href="#">Emergency Contracting Basics Course</a>	1525	15/30	\$9,842	\$11,664	\$13,487	\$15,309	N/A	N/A	N/A
<a href="#">Lease Acquisition Training</a>	1597	15/30	\$14,108	\$16,720	\$19,333	\$21,945	\$1,045	5 percent	10 percent
<a href="#">Defense Acquisition Management: An Overview</a>	ONDAQ	15/30	\$5,522	\$6,544	\$7,567	\$8,589	\$409	5 percent	10 percent

\* Prices exclude reimbursable expenses for instructor travel, including per diem. In the event Management Concepts cannot obtain lodging at per diem for the applicable locale, Management Concepts will bill the ordering entity its actual lodging expenses in accordance with FAR 31.205-46(a) and FTR 301-11.300(b). SIN 874-4 classes are generally held at a client site. However, ordering entities may request that classes be delivered at Management Concepts facilities. The price for delivery of a course at a Management Concepts facility is: 1-24 students = \$575/day; 25-Max students = \$745/day; and \$900/day for computer equipped classrooms. Alternatively, eligible ordering activities may request Management Concepts to arrange training at a third-party's facility (e.g., commercial hotel) on a reimbursable basis.

\*\* Individual student seats in open enrollment (OE) courses are available on a per order basis in lots of 10 seats or more. All such orders must be paid in advance. The seats may be used in any combination of the courses listed above. Discounts, however, will only apply based on the number students enrolled in a specific session of a course. Dates and locations of course sessions may be viewed at <http://www.managementconcepts.com>. In the event an order is placed for a specific dollar value but does not identify at the time of the order the specific course(s) and course session(s) that will be attended, the actual number of seats to be delivered will be calculated based on the maximum number of student seats that may be purchased at the prices above the for the course(s) attended.

GRANTS AND ASSISTANCE		ON-SITE COURSE PRICING*					OPEN ENROLLMENT INDIVIDUAL STUDENT SEAT PRICING**		
Course Name	Course Number	Min/Max Students	15 Students	16-20 Students	21-25 Students	26-30 Students	Individual Student Seat Price	Available GSA Discount If Buyer Enrolls 5-9 Students In Same Course Session	Available GSA Discount If Buyer Enrolls 10 or More Students In Same Course Session
<a href="#">Federal Grants Update 2014</a>	2014	21/30	N/A	N/A	\$11,082	\$12,579	\$599	5 percent	10 percent
<a href="#">Introduction To Grants And Cooperative Agreements For Federal Personnel</a>	2040	21/30	N/A	N/A	\$16,077	\$18,249	\$869	5 percent	10 percent

<a href="#">Evaluating Federal Funds Management Capabilities of Recipients and Subrecipients</a>	2042	21/30	N/A	N/A	\$14,227	\$16,149	\$769	5 percent	10 percent
<a href="#">Monitoring Grants and Cooperative Agreements for Federal Personnel</a>	2043	21/30	N/A	N/A	\$14,227	\$16,149	\$769	5 percent	10 percent
<a href="#">Cooperative Agreements and Substantial Involvement</a>	2044	21/30	N/A	N/A	\$11,082	\$12,579	\$599	5 percent	10 percent
<a href="#">Appropriations Law for Federal Grants</a>	2045	21/30	N/A	N/A	\$11,082	\$12,579	\$599	5 percent	10 percent
<a href="#">Federal Assistance Law</a>	2046	21/30	N/A	N/A	\$16,077	\$18,249	\$869	5 percent	10 percent
<a href="#">Ethics in the Grants Environment</a>	2047	21/30	N/A	N/A	\$11,082	\$12,579	\$599	5 percent	10 percent
<a href="#">Closeout for Grants for Federal Personnel</a>	2048	21/30	N/A	N/A	\$14,227	\$16,149	\$769	5 percent	10 percent
<a href="#">Grants Administration for Federal Program Personnel</a>	2049	21/30	N/A	N/A	\$16,077	\$18,249	\$869	5 percent	10 percent
<a href="#">Uniform Administrative Requirements for Federal Grants: 2 CFR 200 (Subparts A-D)</a>	2050	21/30	N/A	N/A	\$14,227	\$16,149	\$769	5 percent	10 percent
<a href="#">Audit Of Federal Grants And Cooperative Agreements</a>	2052	21/30	N/A	N/A	\$14,227	\$16,149	\$769	5 percent	10 percent
<a href="#">How To Write The Grant Application Narrative</a>	2060	21/30	N/A	N/A	\$14,227	\$16,149	\$769	5 percent	10 percent
<a href="#">How To Prepare The Grant Application Budget</a>	2061	21/30	N/A	N/A	\$11,082	\$12,579	\$599	5 percent	10 percent
<a href="#">Managing Federal Grants And Cooperative Agreements for Recipients</a>	2062	21/30	N/A	N/A	\$16,077	\$18,249	\$869	5 percent	10 percent
<a href="#">Applying For Federal Grants And Cooperative Agreements</a>	2065	21/30	N/A	N/A	\$14,227	\$16,149	\$769	5 percent	10 percent
<a href="#">Understanding National Policy Requirements Affecting Grants</a>	2067	21/30	N/A	N/A	\$14,227	\$16,149	\$769	5 percent	10 percent

<a href="#">Business Management Systems For Grant Recipients</a>	2070	21/30	N/A	N/A	\$14,227	\$16,149	\$769	5 percent	10 percent
<a href="#">Procuring Goods And Services Under Federal Grants</a>	2071	21/30	N/A	N/A	\$14,227	\$16,149	\$769	5 percent	10 percent
<a href="#">Subawarding For Pass-Through Entities</a>	2075	21/30	N/A	N/A	\$21,442	\$24,339	\$1,159	5 percent	10 percent
<a href="#">Financial Administration Of Federal Grants for Recipients</a>	2076	21/30	N/A	N/A	\$14,227	\$16,149	\$769	5 percent	10 percent
<a href="#">Optimizing Cost Share and Match Under Federal Grants: Best Practices for Recipients</a>	2077	21/30	N/A	N/A	\$14,227	\$16,149	\$769	5 percent	10 percent
<a href="#">Cost Principles for Federal Grants: 2 CFR Part 200 (Subpart E) and FAR 31.2</a>	2080	21/30	N/A	N/A	\$14,227	\$16,149	\$769	5 percent	10 percent
<a href="#">Developing Indirect Cost Rate Proposals &amp; Cost Allocation Plans for State, Local, &amp; Tribal Under 2 CFR 225 (A-87)</a>	2081	21/30	N/A	N/A	\$14,227	\$16,149	\$769	5 percent	10 percent
<a href="#">Developing University Facilities And Administrative Cost Rate Proposals under 2 CFR Part 220 (A-21)</a>	2082	21/30	N/A	N/A	\$14,227	\$16,149	\$769	5 percent	10 percent
<a href="#">Developing Nonprofit Indirect Cost Rate Proposals Under 2 CFR Part 230</a>	2083	21/30	N/A	N/A	\$14,227	\$16,149	\$769	5 percent	10 percent
<a href="#">Advanced Cost Principles: Avoiding Problem Areas and Responding to Questioned Costs</a>	2084	21/30	N/A	N/A	\$11,082	\$12,579	\$599	5 percent	10 percent

<a href="#">Developing &amp; Monitoring Indirect/F&amp;A Cost Rate Proposals</a>	2085	21/30	N/A	N/A	\$14,227	\$16,149	\$769	5 percent	10 percent
<a href="#">Accountability For Federal Grants: Planning, Measuring, and Reporting Grant Performance</a>	2091	21/30	N/A	N/A	\$14,227	\$16,149	\$769	5 percent	10 percent
<a href="#">Essential Professional Skills For Grants Professionals</a>	2092	21/30	N/A	N/A	\$12,932	\$14,679	\$699	5 percent	10 percent
<a href="#">Detecting and Preventing Fraud on Federal Grant Projects</a>	2093	21/30	N/A	N/A	\$14,227	\$16,149	\$769	5 percent	10 percent

\* Prices exclude reimbursable expenses for instructor travel, including per diem. In the event Management Concepts cannot obtain lodging at per diem for the applicable locale, Management Concepts will bill the ordering entity its actual lodging expenses in accordance with FAR 31.205-46(a) and FTR 301-11.300(b). SIN 874-4 classes are generally held at a client site. However, ordering entities may request that classes be delivered at Management Concepts facilities. The price for delivery of a course at a Management Concepts facility is: 1-24 students = \$575/day; 25-Max students = \$745/day; and \$900/day for computer equipped classrooms. Alternatively, eligible ordering activities may request Management Concepts to arrange training at a third-party's facility (e.g., commercial hotel) on a reimbursable basis.

\*\* Individual student seats in open enrollment (OE) courses are available on a per order basis in lots of 10 seats or more. All such orders must be paid in advance. The seats may be used in any combination of the courses listed above. Discounts, however, will only apply based on the number students enrolled in a specific session of a course. Dates and locations of course sessions may be viewed at <http://www.managementconcepts.com>. In the event an order is placed for a specific dollar value but does not identify at the time of the order the specific course(s) and course session(s) that will be attended, the actual number of seats to be delivered will be calculated based on the maximum number of student seats that may be purchased at the prices above the for the course(s) attended.

LEADERSHIP AND MANAGEMENT		ON-SITE COURSE PRICING*					OPEN ENROLLMENT INDIVIDUAL STUDENT SEAT PRICING**		
Course Name	Course Number	Min/Max Students	15 Students	16-20 Students	21-25 Students	26-30 Students	Individual Student Seat Price	Available GSA Discount If Buyer Enrolls 5-9 Students In Same Course Session	Available GSA Discount If Buyer Enrolls 10 or More Students In Same Course Session
<a href="#">Leadership &amp; Management Skills for Non-Managers</a>	4000	15/30	\$12,002	\$14,224	\$16,447	\$18,669	\$889	5 percent	10 percent

<a href="#">Leadership Skills &amp; Techniques</a>	4001	15/30	\$12,812	\$15,184	\$17,557	\$19,929	\$949	5 percent	10 percent
<a href="#">Advanced Leadership Skills &amp; Techniques</a>	4002	15/30	\$13,487	\$15,984	\$18,482	\$20,979	\$999	5 percent	10 percent
<a href="#">Engaging Leadership</a>	4003	15/30	\$10,382	\$12,304	\$14,227	\$16,149	\$769	5 percent	10 percent
<a href="#">Emotionally Intelligent Leadership</a>	4004	15/30	\$10,382	\$12,304	\$14,227	\$16,149	NA	NA	NA
<a href="#">Emotional Intelligence 360-Degree Assessment Workshop</a>	4046	15/30	\$13,487	\$15,984	\$18,482	\$20,979	NA	NA	NA
<a href="#">Critical Thinking For Problem Solving</a>	4060	15/30	\$12,812	\$15,184	\$17,557	\$19,929	\$949	5 percent	10 percent
<a href="#">From Tactical To Strategic Thinking</a>	4062	15/30	\$12,812	\$15,184	\$17,557	\$19,929	\$949	5 percent	10 percent
<a href="#">Breakthrough Problem Solving</a>	4063	15/30	\$12,812	\$15,184	\$17,557	\$19,929	\$949	5 percent	10 percent
<a href="#">Creativity And Innovation</a>	4064	15/30	\$10,382	\$12,304	\$14,227	\$16,149	\$769	5 percent	10 percent
<a href="#">Collaboration &amp; Knowledge Sharing</a>	4076	15/30	\$13,217	\$15,664	\$18,112	\$20,559	\$979	5 percent	10 percent
<a href="#">Leading Cultural Transformation</a>	4077	15/30	\$15,647	\$18,544	\$21,442	\$24,339	\$1,159	5 percent	10 percent
<a href="#">Leading the Human Side of Change</a>	4079	15/30	\$12,812	\$15,184	\$17,557	\$19,929	\$949	5 percent	10 percent
<a href="#">Grammar Refresher</a>	4316	15/30	\$10,382	\$12,304	\$14,227	\$16,149	\$769	5 percent	10 percent
<a href="#">Business Writing</a>	4317	15/30	\$10,382	\$12,304	\$14,227	\$16,149	\$769	5 percent	10 percent
<a href="#">Briefing And Presentation Skills</a>	4318	15/30	\$12,812	\$15,184	\$17,557	\$19,929	\$949	5 percent	10 percent
<a href="#">Group Facilitation</a>	4319	15/30	\$12,812	\$15,184	\$17,557	\$19,929	\$949	5 percent	10 percent
<a href="#">Communicating Strategically</a>	4320	15/30	\$10,382	\$12,304	\$14,227	\$16,149	\$769	5 percent	10 percent
<a href="#">360 Degree Assessment Workshop</a>	4350	15/30	\$13,487	\$15,984	\$18,482	\$20,979	NA	NA	NA
<a href="#">Influencing Skills</a>	4363	15/30	\$10,382	\$12,304	\$14,227	\$16,149	\$769	5 percent	10 percent
<a href="#">Resolving Conflict</a>	4364	15/30	\$10,382	\$12,304	\$14,227	\$16,149	\$769	5 percent	10 percent
<a href="#">Negotiation Skills</a>	4365	15/30	\$10,382	\$12,304	\$14,227	\$16,149	\$769	5 percent	10 percent
<a href="#">Interpersonal Skills: Developing Effective Relationships</a>	4367	15/30	\$12,812	\$15,184	\$17,557	\$19,929	\$949	5 percent	10 percent
<a href="#">Working on a Virtual Team</a>	4370	15/30	\$5,387	\$6,384	\$7,382	\$8,379	\$399	5 percent	10 percent
<a href="#">Customer Service Skills And Techniques</a>	4374	15/30	\$8,762	\$10,384	\$12,007	\$13,629	\$649	5 percent	10 percent
<a href="#">Principles of Analytics</a>	4601	15/30	\$12,812	\$15,184	\$17,557	\$19,929	\$949	5 percent	10 percent
<a href="#">Data Collection Techniques</a>	4610	15/30	\$20,102	\$23,824	\$27,547	\$31,269	\$1,489	5 percent	10 percent
<a href="#">Data Analysis &amp; Modeling Techniques</a>	4615	15/30	\$20,102	\$23,824	\$27,547	\$31,269	\$1,489	5 percent	10 percent
<a href="#">Analytics Capstone</a>	4625	15/30	\$24,017	\$28,464	\$32,912	\$37,359	\$1,779	5 percent	10 percent
<a href="#">Decision Making</a>	4645	15/30	\$13,487	\$15,984	\$18,482	\$20,979	\$999	5 percent	10 percent

<a href="#">Analytics Boot Camp</a>	4650	15/30	\$21,047	\$24,944	\$28,842	\$32,739	\$1,559	5 percent	10 percent
<a href="#">Evaluating and Presenting Analysis Results</a>	4665	15/30	\$15,647	\$18,544	\$21,442	\$24,339	\$1,159	5 percent	10 percent
<a href="#">Anytime Coaching</a>	4700	15/30	\$12,812	\$15,184	\$17,557	\$19,929	\$949	5 percent	10 percent
<a href="#">Mastering Employee Performance</a>	4701	15/30	\$12,812	\$15,184	\$17,557	\$19,929	\$949	5 percent	10 percent
<a href="#">Writing Effective Individual Development Plans</a>	4702	15/30	\$10,382	\$12,304	\$14,227	\$16,149	\$769	5 percent	10 percent
<a href="#">Building And Sustaining Teams</a>	4704	15/30	\$12,812	\$15,184	\$17,557	\$19,929	\$949	5 percent	10 percent
<a href="#">Relationship</a>	4705	15/30	\$4,847	\$5,744	\$6,642	\$7,539	\$359	5 percent	10 percent
<a href="#">HR Essentials for Government Supervisors</a>	4708	15/30	\$10,382	\$12,304	\$14,227	\$16,149	\$769	5 percent	10 percent
<a href="#">Professional Government Supervisor Program</a>	4710	15/30	\$20,237	\$23,984	\$27,732	\$31,479	\$1,499	5 percent	10 percent
<a href="#">Navigating Change in Turbulent Times</a>	4712	15/30	\$12,812	\$15,184	\$17,557	\$19,929	\$949	5 percent	10 percent
<a href="#">Supervising Employee Performance</a>	4713	15/30	\$12,002	\$14,224	\$16,447	\$18,669	\$889	5 percent	10 percent
<a href="#">Motivating and Engaging Others</a>	4714	15/30	\$5,387	\$6,384	\$7,382	\$8,379	\$399	5 percent	10 percent
<a href="#">Interpersonal Essentials for Supervisors</a>	4715	15/30	\$5,387	\$6,384	\$7,382	\$8,379	\$399	5 percent	10 percent
<a href="#">Supervising Individual Development Planning</a>	4716	15/30	\$5,387	\$6,384	\$7,382	\$8,379	\$399	5 percent	10 percent
<a href="#">Managing a Virtual Team</a>	4730	15/30	\$5,387	\$6,384	\$7,382	\$8,379	\$399	5 percent	10 percent
<a href="#">Strategic Planning And Performance Measurement</a>	4750	15/30	\$12,812	\$15,184	\$17,557	\$19,929	\$949	5 percent	10 percent
<a href="#">Managing Change</a>	4751	15/30	\$10,382	\$12,304	\$14,227	\$16,149	\$769	5 percent	10 percent
<a href="#">From Strategic Plans to Tactical Execution</a>	4752	15/30	\$10,382	\$12,304	\$14,227	\$16,149	\$769	5 percent	10 percent
<a href="#">Federal Workforce Planning</a>	4906	15/30	\$9,302	\$11,024	\$12,747	\$14,469	\$689	5 percent	10 percent
<a href="#">HR in the Federal Context</a>	4910	15/30	\$12,542	\$14,864	\$17,187	\$19,509	\$929	5 percent	10 percent
<a href="#">HR Analytics</a>	4911	15/30	\$9,302	\$11,024	\$12,747	\$14,469	\$689	5 percent	10 percent
<a href="#">Job Analysis for Recruitment and Selection</a>	4912	15/30	\$12,947	\$15,344	\$17,742	\$20,139	\$959	5 percent	10 percent
<a href="#">Position Classification</a>	4913	15/30	\$12,947	\$15,344	\$17,742	\$20,139	\$959	5 percent	10 percent

<a href="#">Position Management</a>	4914	15/30	\$9,302	\$11,024	\$12,747	\$14,469	\$689	5 percent	10 percent
<a href="#">Hiring in the Federal Context</a>	4915	15/30	\$12,542	\$14,864	\$17,187	\$19,509	\$929	5 percent	10 percent
<a href="#">Labor and Management Relations</a>	4916	15/30	\$9,302	\$11,024	\$12,747	\$14,469	\$689	5 percent	10 percent
<a href="#">Employee Relations</a>	4917	15/30	\$9,302	\$11,024	\$12,747	\$14,469	\$689	5 percent	10 percent
<a href="#">Supporting Professional Growth in Organizations</a>	4918	15/30	\$5,792	\$6,864	\$7,937	\$9,009	\$429	5 percent	10 percent
<a href="#">Getting Efficient: Optimizing HR Operations</a>	4919	15/30	\$5,792	\$6,864	\$7,937	\$9,009	\$429	5 percent	10 percent
<a href="#">Building Credibility to Support Your Customer</a>	4920	15/30	\$12,542	\$14,864	\$17,187	\$19,509	\$929	5 percent	10 percent
<a href="#">Becoming a Strategic Business Partner: Expanding Your Role to Deliver Results</a>	4925	15/30	\$12,542	\$14,864	\$17,187	\$19,509	\$929	5 percent	10 percent
<a href="#">Fundamentals of Workforce Planning</a>	4930	15/30	\$12,542	\$14,864	\$17,187	\$19,509	\$929	5 percent	10 percent
<a href="#">Strategic Workforce Planning for Senior Leaders</a>	4935	15/30	\$12,542	\$14,864	\$17,187	\$19,509	\$929	5 percent	10 percent
<a href="#">Critical Thinking for Intelligence Professionals</a>	7210	15/30	\$10,382	\$12,304	\$14,227	\$16,149	NA	NA	NA

\* Prices exclude reimbursable expenses for instructor travel, including per diem. In the event Management Concepts cannot obtain lodging at per diem for the applicable locale, Management Concepts will bill the ordering entity its actual lodging expenses in accordance with FAR 31.205-46(a) and FTR 301-11.300(b). SIN 874-4 classes are generally held at a client site. However, ordering entities may request that classes be delivered at Management Concepts facilities. The price for delivery of a course at a Management Concepts facility is: 1-24 students = \$575/day; 25-Max students = \$745/day; and \$900/day for computer equipped classrooms. Alternatively, eligible ordering activities may request Management Concepts to arrange training at a third-party's facility (e.g., commercial hotel) on a reimbursable basis.

\*\* Individual student seats in open enrollment (OE) courses are available on a per order basis in lots of 10 seats or more. All such orders must be paid in advance. The seats may be used in any combination of the courses listed above. Discounts, however, will only apply based on the number students enrolled in a specific session of a course. Dates and locations of course sessions may be viewed at <http://www.managementconcepts.com>. In the event an order is placed for a specific dollar value but does not identify at the time of the order the specific course(s) and course session(s) that will be attended, the actual number of seats to be delivered will be calculated based on the maximum number of student seats that may be purchased at the prices above the for the course(s) attended.



FINANCIAL MANAGEMENT		ON-SITE COURSE PRICING*					OPEN ENROLLMENT INDIVIDUAL STUDENT SEAT PRICING**		
Course Name	Course Number	Min/Max Students	15 Students	16-20 Students	21-25 Students	26-30 Students	Individual Student Seat Price	Available GSA Discount If Buyer Enrolls 5-9 Students In Same Course Session	Available GSA Discount If Buyer Enrolls 10 or More Students In Same Course Session
<a href="#">Preparing Federal Financial Statements Using the U.S. Standard General Ledger</a>	5000	15/30	\$8,762	\$10,384	\$12,007	\$13,629	\$649	5 percent	10 percent
<a href="#">Accounting for Property, Plant, and Equipment (SFFAS 6 &amp; 8)</a>	5006	15/30	\$5,792	\$6,864	\$7,937	\$9,009	N/A	N/A	N/A
<a href="#">Accounting for Revenue and Other Financing Sources (SFFAS 7)</a>	5007	15/30	\$5,792	\$6,864	\$7,937	\$9,009	N/A	N/A	N/A
<a href="#">Appropriations Law (one-day)</a>	5011	15/30	\$5,792	\$6,864	\$7,937	\$9,009	N/A	N/A	N/A
<a href="#">Improper Payments</a>	5036	15/30	\$5,792	\$6,864	\$7,937	\$9,009	\$429	5 percent	10 percent
<a href="#">Federal Financial Management Overview</a>	5051	15/30	\$10,787	\$12,784	\$14,782	\$16,779	\$799	5 percent	10 percent
<a href="#">The Federal Budget Process</a>	5090	15/30	\$8,762	\$10,384	\$12,007	\$13,629	\$649	5 percent	10 percent
<a href="#">Statements of Federal Financial Accounting Standards: SFFAS</a>	5091	15/30	\$8,762	\$10,384	\$12,007	\$13,629	\$649	5 percent	10 percent
<a href="#">Managerial Cost Accounting</a>	5092	15/30	\$8,762	\$10,384	\$12,007	\$13,629	N/A	N/A	N/A
<a href="#">Accounting for Business Operations In Government</a>	5102	15/30	\$10,787	\$12,784	\$14,782	\$16,779	\$799	5 percent	10 percent
<a href="#">Activity-Based Cost Management: Managing Costs And Performance</a>	5103	15/30	\$10,787	\$12,784	\$14,781.50	\$16,779	N/A	N/A	N/A
<a href="#">Budgeting and Accounting: Making the Connection</a>	5106	15/30	\$8,762	\$10,384	\$12,007	\$13,629	\$649	5 percent	10 percent
<a href="#">Overview of Internal Control Guidance</a>	5108	15/30	\$5,792	\$6,864	\$7,937	\$9,009	\$429	5 percent	10 percent
<a href="#">Appropriations Law Seminar</a>	5111	15/30	\$13,082	\$15,504	\$17,927	\$20,349	\$969	5 percent	10 percent
<a href="#">Internal Controls: Meeting Federal Requirements for Accountability</a>	5112	15/30	\$10,787	\$12,784	\$14,782	\$16,779	\$799	5 percent	10 percent

<a href="#">Federal Accounting Fundamentals</a>	5113	15/30	\$8,762	\$10,384	\$12,007	\$13,629	\$649	5 percent	10 percent
<a href="#">U.S. Standard General Ledger: Practical Applications</a>	5115	15/30	\$8,762	\$10,384	\$12,007	\$13,629	\$649	5 percent	10 percent
<a href="#">Federal Financial Management Systems Requirements</a>	5117	15/30	\$10,787	\$12,784	\$14,782	\$16,779	N/A	N/A	N/A
<a href="#">Budget Formulation</a>	5118	15/30	\$10,787	\$12,784	\$14,782	\$16,779	\$799	5 percent	10 percent
<a href="#">Budget Justification: Effective Preparation and Submission</a>	5120	15/30	\$10,787	\$12,784	\$14,782	\$16,779	\$799	5 percent	10 percent
<a href="#">Budget Execution</a>	5122	15/30	\$10,787	\$12,784	\$14,782	\$16,779	\$799	5 percent	10 percent
<a href="#">PPBE Workshop: Defense Planning, Programming, Budgeting and Execution</a>	5123	15/30	\$10,787	\$12,784	\$14,782	\$16,779	\$799	5 percent	10 percent
<a href="#">The Antideficiency Act</a>	5127	15/30	\$8,762	\$10,384	\$12,007	\$13,629	\$649	5 percent	10 percent
<a href="#">Financial Management of Business Operations in Government</a>	5134	15/30	\$10,787	\$12,784	\$14,782	\$16,779	\$799	5 percent	10 percent
<a href="#">The Prompt Payment Act and Voucher Examination</a>	5136	15/30	\$8,762	\$10,384	\$12,007	\$13,629	\$649	5 percent	10 percent
<a href="#">Appropriations Law for Business Operations in Government</a>	5147	15/30	\$8,762	\$10,384	\$12,007	\$13,629	\$649	5 percent	10 percent
<a href="#">Budget Estimating Using Microsoft Excel</a>	5155	15/20	\$10,787	\$12,784	NA	NA	\$799	5 percent	10 percent
<a href="#">Appropriations Law Refresher and Update</a>	5157	15/30	\$8,762	\$10,384	\$12,007	\$13,629	\$649	5 percent	10 percent
<a href="#">Federal Credit Accounting: An Introduction</a>	5175	15/30	\$8,762	\$10,384	\$12,007	\$13,629	N/A	N/A	N/A
<a href="#">Program and Budget Analysis Using Microsoft Excel</a>	5182	15/20	\$13,082	\$15,504	NA	NA	\$969	5 percent	10 percent
<a href="#">The Legislative Process: Working with Congress</a>	5189	15/30	\$5,792	\$6,864	\$7,937	\$9,009	N/A	N/A	N/A
<a href="#">Federal Financial Accounting Standards</a>	5207	15/30	\$8,762	\$10,384	\$12,007	\$13,629	N/A	N/A	N/A
<a href="#">Appropriations Law (two-days)</a>	5211	15/30	\$8,762	\$10,384	\$12,007	\$13,629	N/A	N/A	N/A
<a href="#">Preparation and Analysis of the SF 133</a>	5233	15/30	\$8,762	\$10,384	\$12,007	\$13,629	\$649	5 percent	10 percent

<a href="#">Ethical Decision-Making for Financial Managers</a>	5249	15/30	\$5,792	\$6,864	\$7,937	\$9,009	\$429	5 percent	10 percent
<a href="#">Performance Budgeting</a>	5271	15/30	\$8,762	\$10,384	\$12,007	\$13,629	N/A	N/A	N/A
<a href="#">Reconciling with and Reporting to Treasury</a>	5281	15/30	\$8,762	\$10,384	\$12,007	\$13,629	N/A	N/A	N/A
<a href="#">Appropriations Law (three-days)</a>	5311	15/30	\$10,787	\$12,784	\$14,782	\$16,779	N/A	N/A	N/A
<a href="#">Data Analysis for Financial Managers Using Microsoft Excel</a>	5318	15/20	\$13,082	\$15,504	NA	NA	\$969	5 percent	10 percent
<a href="#">Budget Analyst's Essential Guide to Formulation, Justification, and Execution</a>	5321	15/30	\$10,787	\$12,784	\$14,782	\$16,779	\$799	5 percent	10 percent
<a href="#">Financial Management of Defense Working Capital Funds</a>	5330	15/30	\$10,787	\$12,784	\$14,782	\$16,779	\$799	5 percent	10 percent
<a href="#">Using Performance Metrics to Improve Program Effectiveness</a>	5340	15/30	\$10,787	\$12,784	\$14,782	\$16,779	N/A	N/A	N/A
<a href="#">Applying GPRAMA to Improve Performance Effectiveness</a>	5342	15/30	\$10,787	\$12,784	\$14,782	\$16,779	\$799	5 percent	10 percent
<a href="#">Decision Support for Financial Managers</a>	5360	15/30	\$10,787	\$12,784	\$14,782	\$16,779	\$799	5 percent	10 percent
<a href="#">Cost-Benefit Analysis Using Microsoft Excel</a>	5405	15/20	\$10,787	\$12,784	NA	NA	\$799	5 percent	10 percent
<a href="#">Program Evaluation For Improved Decision-Making</a>	5421	15/30	\$10,787	\$12,784	\$14,782	\$16,779	\$799	5 percent	10 percent
<a href="#">Fiscal Law in DoD</a>	5511	15/30	\$8,762	\$10,384	\$12,007	\$13,629	\$649	5 percent	10 percent
<a href="#">Certified Government Auditing Professional (CGAP) Preparatory Course</a>	5670	15/30	\$11,327	\$13,424	\$15,522	\$17,619	\$839	5 percent	10 percent
<a href="#">Advanced Internal Controls</a>	5728	15/30	\$8,762	\$10,384	\$12,007	\$13,629	N/A	N/A	N/A
<a href="#">Army PPBES Workshop</a>	5730	15/30	\$14,432	\$17,104	\$19,777	\$22,449	\$1,069	5 percent	10 percent
<a href="#">Contemporary Issues in Federal Financial Management</a>	5750	15/30	\$8,762	\$10,384	\$12,007	\$13,629	N/A	N/A	N/A
<a href="#">Preparing High-Impact Audit Reports</a>	5802	15/30	\$8,762	\$10,384	\$12,007	\$13,629	\$649	5 percent	10 percent
<a href="#">Intermediate Internal Controls</a>	5808	15/30	\$8,762	\$10,384	\$12,007	\$13,629	N/A	N/A	N/A
<a href="#">Internal Control Over Financial Reporting</a>	5812	15/30	\$10,787	\$12,784	\$14,782	\$16,779	\$799	5 percent	10 percent
<a href="#">Audit Boot Camp</a>	5820	15/30	\$14,432	\$17,104	\$19,777	\$22,449	\$1,069	5 percent	10 percent

<a href="#">Keeping the Audit on Track: Critical Skills for Audit Managers</a>	5824	15/30	\$8,762	\$10,384	\$12,007	\$13,629	\$649	5 percent	10 percent
<a href="#">Key to Audit Success: Focus on Objectives</a>	5825	15/30	\$8,762	\$10,384	\$12,007	\$13,629	\$649	5 percent	10 percent
<a href="#">Forensic Auditing: Detection and Prevention of Fraud</a>	5830	15/30	\$10,787	\$12,784	\$14,782	\$16,779	\$799	5 percent	10 percent
<a href="#">Essential Communications for the Audit Lifecycle</a>	5840	15/30	\$10,787	\$12,784	\$14,782	\$16,779	\$799	5 percent	10 percent
<a href="#">Audit Interviews: Skills for Success</a>	5848	15/30	\$8,762	\$10,384	\$12,007	\$13,629	\$649	5 percent	10 percent
<a href="#">Government Financial Auditing</a>	5855	15/30	\$8,762	\$10,384	\$12,007	\$13,629	N/A	N/A	N/A
<a href="#">Advanced Federal Government Auditing</a>	5865	15/30	\$8,762	\$10,384	\$12,007	\$13,629	N/A	N/A	N/A
<a href="#">Auditing Fundamentals in the Federal Environment</a>	5882	15/30	\$8,762	\$10,384	\$12,007	\$13,629	\$649	5 percent	10 percent
<a href="#">Federal Financial Statement Audits</a>	5886	15/30	\$10,787	\$12,784	\$14,782	\$16,779	\$799	5 percent	10 percent
<a href="#">Performance Auditing</a>	5888	15/30	\$10,787	\$12,784	\$14,782	\$16,779	\$799	5 percent	10 percent
<a href="#">Capital Asset Planning and Justification Using OMB Criteria</a>	5890	15/30	\$10,787	\$12,784	\$14,782	\$16,779	\$799	5 percent	10 percent
<a href="#">Fiscal Law</a>	5911	15/30	\$10,787	\$12,784	\$14,782	\$16,779	N/A	N/A	N/A
<a href="#">USACE Fiscal Law Online Refresher</a>	5912	15/30	\$2,012	\$2,384	\$2,757	\$3,129	N/A	N/A	N/A
<a href="#">DoD Fiscal Law Online Refresher</a>	5913	15/30	\$5,522	\$6,544	\$7,567	\$8,589	\$409	5 percent	10 percent

\* Prices exclude reimbursable expenses for instructor travel, including per diem. In the event Management Concepts cannot obtain lodging at per diem for the applicable locale, Management Concepts will bill the ordering entity its actual lodging expenses in accordance with FAR 31.205-46(a) and FTR 301-11.300(b). **SIN 874-4** classes are generally held at a client site. However, ordering entities may request that classes be delivered at Management Concepts facilities. The price for delivery of a course at a Management Concepts facility is: 1-24 students = \$575/day; 25-Max students = \$745/day; and \$900/day for computer equipped classrooms. Alternatively, eligible ordering activities may request Management Concepts to arrange training at a third-party's facility (e.g., commercial hotel) on a reimbursable basis.

\*\* Individual student seats in open enrollment (OE) courses are available on a per order basis in lots of 10 seats or more. All such orders must be paid in advance. The seats may be used in any combination of the courses listed above. Discounts, however, will only apply based on the number students enrolled in a specific session of a course. Dates and locations of course sessions may be viewed at <http://www.managementconcepts.com>. In the event an order is placed for a specific dollar value but does not identify at the time of the order the specific course(s) and course session(s) that will be attended, the actual number of seats to be delivered will be calculated based on the maximum number of student seats that may be purchased at the prices above the for the course(s) attended.

PROJECT MANAGEMENT AND BUSINESS ANALYSIS		ON-SITE COURSE PRICING*					OPEN ENROLLMENT INDIVIDUAL STUDENT SEAT PRICING**		
Course Name	Course Number	Min/Max Students	15 Students	16-20 Students	21-25 Students	26-30 Students	Individual Student Seat Price	Available GSA Discount If Buyer Enrolls 5-9 Students In Same Course Session	Available GSA Discount If Buyer Enrolls 10 or More Students In Same Course Session
<a href="#">Agile Acquisition</a>	6003	15/30	\$9,664	\$11,151	\$12,080	\$12,638	\$1,239	5 percent	10 percent
<a href="#">Scrum Product Owner: A Federal Approach</a>	6004	15/30	\$9,664	\$11,151	\$12,080	\$12,638	\$1,239	5 percent	10 percent
<a href="#">ScrumMaster: A Federal Approach</a>	6005	15/30	\$9,664	\$11,151	\$12,080	\$12,638	\$1,239	5 percent	10 percent
<a href="#">Transitioning to Agile: A Federal Executive Overview</a>	6006	15/30	\$3,892	\$4,491	\$4,865	\$5,090	\$499	5 percent	10 percent
<a href="#">Agile Requirements: Creating User Stories</a>	6007	15/30	\$9,664	\$11,151	\$12,080	\$12,638	\$1,239	5 percent	10 percent
<a href="#">Preparing for the Agile Certified Practitioner (PMI® - ACP™) Exam</a>	6009	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Agile Project Management for the Federal Environment</a>	6010	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Microsoft Project 2010: Level 1</a>	6011	15/30	\$4,672	N/A	N/A	N/A	\$599	5 percent	10 percent
<a href="#">Microsoft Project 2010: Level 2</a>	6012	15/30	\$4,672	N/A	N/A	N/A	\$599	5 percent	10 percent
<a href="#">Project Management Principles</a>	6100	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Leadership And Communication Skills For Project Managers</a>	6101	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Making Decisions Using Earned Value</a>	6102	15/30	\$9,664	\$11,151	\$12,080	\$12,638	\$1,239	5 percent	10 percent
<a href="#">Project Risk Management</a>	6103	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Managing Project Quality</a>	6105	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Project Management Simulation</a>	6106	15/30	\$14,266	\$16,461	\$17,833	\$18,656	\$1,829	5 percent	10 percent
<a href="#">IT Project Risk Management</a>	6110	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Project Cost Estimating</a>	6111	15/30	\$9,664	\$11,151	\$12,080	\$12,638	\$1,239	5 percent	10 percent
<a href="#">Managing Multiple Projects</a>	6124	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Procurement for Project Managers</a>	6126	15/30	\$9,664	\$11,151	\$12,080	\$12,638	\$1,239	5 percent	10 percent

<a href="#">Project Management Essentials for Non-Project Managers</a>	6131	15/30	\$9,664	\$11,151	\$12,080	\$12,638	N/A	N/A	N/A
<a href="#">Requirements Management for Project Managers</a>	6134	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Managing Scope, Schedule, And Cost</a>	6135	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Managing IT Projects</a>	6136	15/30	\$14,266	\$16,461	\$17,833	\$18,656	\$1,829	5 percent	10 percent
<a href="#">PMP® Exam Prep Boot Camp</a>	6137	15/30	\$15,592	\$17,991	\$19,490	\$20,390	\$1,999	5 percent	10 percent
<a href="#">Managing Complex Projects</a>	6138	15/30	\$9,664	\$11,151	\$12,080	\$12,638	\$1,239	5 percent	10 percent
<a href="#">Managing Stakeholder Expectations and Relationships</a>	6162	15/30	\$9,664	\$11,151	\$12,080	\$12,638	\$1,239	5 percent	10 percent
<a href="#">Project Management Essentials for Team Members</a>	6181	15/30	\$9,664	\$11,151	\$12,080	\$12,638	\$1,239	5 percent	10 percent
<a href="#">Leading and Managing High-Performing Project Teams</a>	6183	15/30	\$9,664	\$11,151	\$12,080	\$12,638	\$1,239	5 percent	10 percent
<a href="#">Assessing and Recovering Troubled Projects</a>	6184	15/30	\$9,664	\$11,151	\$12,080	\$12,638	\$1,239	5 percent	10 percent
<a href="#">Strategic Portfolio and Resource Management</a>	6187	15/30	\$9,664	\$11,151	\$12,080	\$12,638	\$1,239	5 percent	10 percent
<a href="#">Mission Driven Project Management: From Strategy to Action</a>	6188	15/30	\$9,664	\$11,151	\$12,080	\$12,638	\$1,239	5 percent	10 percent
<a href="#">Program Management</a>	6190	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Project Management Skills for Business Analysts</a>	6303	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Facilitation Skills for Business Analysts</a>	6304	15/30	\$9,664	\$11,151	\$12,080	\$12,638	\$1,239	5 percent	10 percent
<a href="#">Leadership and Communication Skills for Business Analysts</a>	6305	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Principles Of Business Analysis</a>	6310	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Crafting High-Quality Requirements</a>	6311	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Solution</a>	6312	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent

<a href="#">Building Business Cases</a>	6314	15/30	\$9,664	\$11,151	\$12,080	\$12,638	\$1,239	5 percent	10 percent
<a href="#">Agile Business Analysis</a>	6315	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Fundamentals of System Engineering</a>	6551	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Systems Requirements Analysis</a>	6552	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Systems Architecture and Concepts</a>	6553	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Systems Integration, Verification, and Validation</a>	6554	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Project Management Principles (Virtual Classroom)</a>	6600	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Leadership And Communication Skills For Project Managers (Virtual Classroom)</a>	6601	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Making Decisions Using Earned Value (Virtual Classroom)</a>	6602	15/30	\$9,664	\$11,151	\$12,080	\$12,638	\$1,239	5 percent	10 percent
<a href="#">Project Risk Management (Virtual Classroom)</a>	6603	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Managing Project Quality (Virtual Classroom)</a>	6605	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Project Management Simulation (Virtual Classroom)</a>	6606	15/30	\$14,266	\$16,461	\$17,833	\$18,656	\$1,829	5 percent	10 percent
<a href="#">IT Project Risk Management (Virtual Classroom)</a>	6610	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Project Cost Estimating (Virtual Classroom)</a>	6611	15/30	\$9,664	\$11,151	\$12,080	\$12,638	\$1,239	5 percent	10 percent
<a href="#">Preparing for the Agile Certified Practitioner (PMI® - ACP™) Exam (Virtual Classroom)</a>	6619	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Agile Project Management for the Federal Environment (Virtual Classroom)</a>	6620	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent

<a href="#">Managing Multiple Projects (Virtual Classroom)</a>	6624	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Procurement for Project Managers (Virtual Classroom)</a>	6626	15/30	\$9,664	\$11,151	\$12,080	\$12,638	\$1,239	5 percent	10 percent
<a href="#">Requirements Management for Project Managers (Virtual Classroom)</a>	6634	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Managing Scope, Schedule, And Cost (Virtual Classroom)</a>	6635	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Managing IT Projects (Virtual Classroom)</a>	6636	15/30	\$14,266	\$16,461	\$17,833	\$18,656	\$1,829	5 percent	10 percent
<a href="#">Managing Stakeholder Expectations &amp; Relationships (Virtual Classroom)</a>	6662	15/30	\$9,664	\$11,151	\$12,080	\$12,638	\$1,239	5 percent	10 percent
<a href="#">Project Management Essentials for Team Members (Virtual Classroom)</a>	6681	15/30	\$9,664	\$11,151	\$12,080	\$12,638	\$1,239	5 percent	10 percent
<a href="#">Leading and Managing High-Performing Project Teams (Virtual Classroom)</a>	6683	15/30	\$9,664	\$11,151	\$12,080	\$12,638	\$1,239	5 percent	10 percent
<a href="#">Troubled Projects (Virtual Classroom)</a>	6684	15/30	\$9,664	\$11,151	\$12,080	\$12,638	\$1,239	5 percent	10 percent
<a href="#">Project Management Skills for Business Analysts (Virtual Classroom)</a>	6703	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Facilitation Skills for Business Analysts (Virtual Classroom)</a>	6704	15/30	\$9,664	\$11,151	\$12,080	\$12,638	\$1,239	5 percent	10 percent
<a href="#">Leadership and Communication Skills for Business Analysts (Virtual Classroom)</a>	6705	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Principles of Business Analysis (Virtual Classroom)</a>	6710	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Crafting High Quality Requirements (Virtual Classroom)</a>	6711	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent
<a href="#">Verifying and Validating the Solution (Virtual Classroom)</a>	6712	15/30	\$11,614	\$13,401	\$14,518	\$15,188	\$1,489	5 percent	10 percent



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FEDERAL ACQUISITION CERTIFICATION FOR PROGRAM AND PROJECT MANAGERS (FAC-P/PM)		ON-SITE COURSE PRICING*					OPEN ENROLLMENT INDIVIDUAL STUDENT SEAT PRICING**		
Course Name	Course Number	Min/Max Students	15 Students	16-20 Students	21-25 Students	26-30 Students	Individual Student Seat Price	Available GSA Discount If Buyer Enrolls 5-9 Students In Same Course Session	Available GSA Discount If Buyer Enrolls 10 or More Students In Same Course Session
<a href="#">Government Specific I</a>	6873	15/30	\$15,956	\$17,588	\$18,174	\$18,760	\$1,449	5 percent	10 percent
<a href="#">Leading Acquisition Projects: Entry Level</a>	6876	15/30	\$12,751	\$13,903	\$14,489	\$15,075	\$1,239	5 percent	10 percent
<a href="#">Business Cost and Financial Management: Entry Level</a>	6877	15/30	\$15,956	\$17,588	\$18,174	\$18,760	\$1,449	5 percent	10 percent
<a href="#">Contracting: Entry Level</a>	6878	15/30	\$15,956	\$17,588	\$18,174	\$18,760	\$1,449	5 percent	10 percent
<a href="#">Requirements and Systems Management: Entry Level</a>	6879	15/30	\$15,956	\$17,588	\$18,174	\$18,760	\$1,449	5 percent	10 percent
<a href="#">Government Specific II</a>	6883	15/30	\$12,751	\$13,903	\$14,489	\$15,075	\$1,239	5 percent	10 percent
<a href="#">Leading Acquisition Projects: Mid Level</a>	6886	15/30	\$12,751	\$13,903	\$14,489	\$15,075	\$1,239	5 percent	10 percent
<a href="#">Business Cost and Financial Management: Mid Level</a>	6887	15/30	\$15,956	\$17,588	\$18,174	\$18,760	\$1,449	5 percent	10 percent
<a href="#">Contracting: Mid Level</a>	6888	15/30	\$12,751	\$13,903	\$14,489	\$15,075	\$1,239	5 percent	10 percent
<a href="#">Requirements and Systems Management: Mid Level</a>	6889	15/30	\$15,956	\$17,588	\$18,174	\$18,760	\$1,449	5 percent	10 percent
<a href="#">Leadership and Strategic Management: Senior Level</a>	6891	15/30	\$18,875	\$21,025	\$21,859	\$22,245	N/A	N/A	N/A

<a href="#">Business Cost and Financial Management: Senior Level</a>	6892	15/30	\$18,875	\$21,025	\$21,859	\$22,245	N/A	N/A	N/A
<a href="#">Contract Management: Senior Level</a>	6893	15/30	\$18,875	\$21,025	\$21,859	\$22,245	N/A	N/A	N/A
<a href="#">Systems Management: Senior Level</a>	6894	15/30	\$18,875	\$21,025	\$21,859	\$22,245	N/A	N/A	N/A
<a href="#">FPM 121</a>	6896	15/30	\$18,250	\$19,500	\$20,750	N/A	N/A	N/A	N/A
<a href="#">Capstone Mid-Level Course for Federal Program and Project Managers</a>	FAC-PPM 200	15/30	\$18,250	\$19,500	\$20,750	N/A	N/A	N/A	N/A
<a href="#">Capstone Senior/Expert Level Course for Federal Program Managers</a>	FAC-PPM 300	15/30	\$18,250	\$19,500	\$20,750	N/A	N/A	N/A	N/A

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FEDERAL MANAGERS PRACTICUM	ON-SITE COURSE PRICING*					OPEN ENROLLMENT INDIVIDUAL STUDENT SEAT PRICING		
	Course Name	Course Number	Min/Max Students	12 Students	Price Per Additional Student (13-18)	Price Per Additional Student (19-24)	Individual Student Seat Price	Available GSA Discount If Buyer Enrolls 5-9 Students In Same Course Session
<a href="#">Federal Management Essentials</a>	7101	12/24	\$8,046	\$546	\$438	N/A	N/A	N/A
<a href="#">Improving Organizational Systems And Processes</a>	7102	12/24	\$8,046	\$546	\$438	N/A	N/A	N/A
<a href="#">Leading And Managing Programs And Projects</a>	7103	12/24	\$8,046	\$546	\$438	N/A	N/A	N/A

<a href="#">Effectively Managing Financial Resources</a>	7111	12/24	\$8,046	\$559	\$447	N/A	N/A	N/A
<a href="#">Improving Organizational Performance</a>	7112	12/24	\$8,046	\$559	\$447	N/A	N/A	N/A
<a href="#">Contracting Essentials For The Federal Manager</a>	7113	12/24	\$8,046	\$559	\$447	N/A	N/A	N/A
<a href="#">Managing Stakeholder Relationships</a>	7122	12/24	\$8,046	\$559	\$447	N/A	N/A	N/A
<a href="#">Federal Managers Practicum Capstone</a>	7123	12/24	\$15,066	\$1,046	\$837	N/A	N/A	N/A

\* Prices exclude reimbursable expenses for instructor travel, including per diem. In the event Management Concepts cannot obtain lodging at per diem for the applicable locale, Management Concepts will bill the ordering entity its actual lodging expenses in accordance with FAR 31.205-46(a) and FTR 301-11.300(b). SIN 874-4 classes are generally held at a client site. However, ordering entities may request that classes be delivered at Management Concepts facilities. The price for delivery of a course at a Management Concepts facility is: 1-24 students = \$575/day; 25-Max students = \$745/day; and \$900/day for computer equipped classrooms. Alternatively, eligible ordering activities may request Management Concepts to arrange training at a third-party's facility (e.g., commercial hotel) on a reimbursable basis.

CERTIFIED GOVERNMENT FINANCIAL MANAGER	ON-SITE COURSE PRICING*					OPEN ENROLLMENT INDIVIDUAL STUDENT SEAT PRICING**			
	Course Name	Course Number	Min/Max Students	15 Students	Price Per Additional Student (16-20)	Price Per Additional Student (21-30)	Individual Student Seat Price	Available GSA Discount If Buyer Enrolls 5-9 Students In Same Course Session	Available GSA Discount If Buyer Enrolls 10 or More Students In Same Course Session
	<a href="#">Government Environment</a>	5601	15/30	\$4,485.00	\$194.35	\$149.50	\$385	5 percent	10 percent
	<a href="#">Governmental Accounting, Financial Reporting and Budgeting</a>	5602	15/30	\$9,075.00	\$392.60	\$302.00	\$769	5 percent	10 percent
	<a href="#">Governmental Financial Management and Control</a>	5603	15/30	\$6,975.00	\$300.30	\$231.00	\$595	5 percent	10 percent

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Business of Government Educational Programs and Courses			Pricing*		
Course Name	Course Number	Credit Hours	2-5 Student Seats	6-10 Student Seats	11-25 Student Seats
<b><i>Bachelor of Science in Business Administration, Specialization in the Business of Government</i></b>					
Organizational Behavior	BA454	3	\$332.50/per credit hour	\$325.50/per credit hour	\$315.00/per credit hour
Managing Technology For Business Strategies	BA479	3	\$332.50/per credit hour	\$325.50/per credit hour	\$315.00/per credit hour
Business Research	BA493A	3	\$332.50/per credit hour	\$325.50/per credit hour	\$315.00/per credit hour
Project Management	BA458	3	\$332.50/per credit hour	\$325.50/per credit hour	\$315.00/per credit hour
Public Finance	PA410	3	\$332.50/per credit hour	\$325.50/per credit hour	\$315.00/per credit hour
Strategic Management	BA465	3	\$332.50/per credit hour	\$325.50/per credit hour	\$315.00/per credit hour
Senior Capstone	BA493B	3	\$332.50/per credit hour	\$325.50/per credit hour	\$315.00/per credit hour
Ethics In Government	PA495F	3	\$332.50/per credit hour	\$325.50/per credit hour	\$315.00/per credit hour
<b><i>Masters of Business Administration in the Business of Government*</i></b>					
Essentials of Business Development I & II	MBAP520a/MBAP520b	3	\$617.50/per credit hour	\$604.50/per credit hour	\$585.00/per credit hour
The Economics of Management	MBAC600	3	\$617.50/per credit hour	\$604.50/per credit hour	\$585.00/per credit hour
Ethics & Public Policy	MBAC602	3	\$617.50/per credit hour	\$604.50/per credit hour	\$585.00/per credit hour
Concepts in the Business of Government	MBAL603	3	\$617.50/per credit hour	\$604.50/per credit hour	\$585.00/per credit hour
Government Legal Environment	MBAL602	3	\$617.50/per credit hour	\$604.50/per credit hour	\$585.00/per credit hour
Organizational Development for Government	MBAL604	3	\$617.50/per credit hour	\$604.50/per credit hour	\$585.00/per credit hour
Federal Financial Management	MBAF601	3	\$617.50/per credit hour	\$604.50/per credit hour	\$585.00/per credit hour

Government Information Management	MBAL606	3	\$617.50/per credit hour	\$604.50/per credit hour	\$585.00/per credit hour
Managing Change	MBAO606	3	\$617.50/per credit hour	\$604.50/per credit hour	\$585.00/per credit hour
Leadership/Management Challenge	MBAM604	3	\$617.50/per credit hour	\$604.50/per credit hour	\$585.00/per credit hour
Business Strategies in a Government Environment	MBAL695	3	\$617.50/per credit hour	\$604.50/per credit hour	\$585.00/per credit hour
<b>Masters of Science in Organizational Leadership, Specialization in Federal Leadership*</b>					
Leadership/Management Challenge	MSM602	3	\$617.50/per credit hour	\$604.50/per credit hour	\$585.00/per credit hour
Graduate Research	MSM612	3	\$617.50/per credit hour	\$604.50/per credit hour	\$585.00/per credit hour
Organizational Change	MSM621	3	\$617.50/per credit hour	\$604.50/per credit hour	\$585.00/per credit hour
Strategic Management and Financial Reports Analysis	MSM631	3	\$617.50/per credit hour	\$604.50/per credit hour	\$585.00/per credit hour
Leading in the Changing Economy	MSM661	3	\$617.50/per credit hour	\$604.50/per credit hour	\$585.00/per credit hour
Concepts in the Business of Government	MBAL603	3	\$617.50/per credit hour	\$604.50/per credit hour	\$585.00/per credit hour
Mastering Federal Program Techniques	MSM605	3	\$617.50/per credit hour	\$604.50/per credit hour	\$585.00/per credit hour
Federal Program Resource Management	MSM606	3	\$617.50/per credit hour	\$604.50/per credit hour	\$585.00/per credit hour
Federal Program Evaluation and Decision Making	MSM607	3	\$617.50/per credit hour	\$604.50/per credit hour	\$585.00/per credit hour
Ethical Decision Making	MSM682	3	\$617.50/per credit hour	\$604.50/per credit hour	\$585.00/per credit hour
<b>Per Program Pricing**</b>					
Bachelor of Science in Business Administration, Specialization in the Business of Government		30		\$9,975	
Master of Business Administration in the Business of Government		36		\$22,230	
Master of Science in Organizational Leadership, Specialization in Federal Leadership		30		\$18,525	
<p>* A minimum of 2 and a maximum of 25 student seats are available for purchase per course session. Prices exclude textbooks. Add an additional fee of \$5 per credit hour for degree awarding enrollment and \$50 per credit hour for on-site delivery of classroom based instruction. All course delivery subject to applicable Management Concepts Enrollment and Cancellation Policies.</p> <p>** Prices exclude textbooks and represent the per student price for a degree program. Add an additional fee of \$5 per credit hour for degree awarding enrollment and \$50 per credit hour for on-site delivery of classroom based instruction (a minimum number of 12 programs must be purchased for on-site delivery). All program delivery subject to applicable Management Concepts Enrollment and Cancellation Policies</p>					

<b>Labor Rates for Course Development and Test Administration</b>	
<b>Labor Category</b>	<b>Pricing*</b>
<u>Labor Category</u>	<u>Hourly Rate</u>
Project Manager	\$220.50
Deputy Project Manager	\$131.25
Task Leader	\$105.00
Senior Subject Matter Expert	\$220.50
Subject Matter Expert	\$149.10
Sr. Practitioner	\$115.50
Practitioner	\$84.00
Researcher	\$115.50
Research Assistant	\$84.00
Business Analyst	\$78.75
Consultant	\$183.75
Sr. Instructional Technologist	\$169.05
Instructional Technologist	\$127.05
Sr. Instructional Designer	\$110.25
Instructional Designer	\$84.00
Senior Computer Programmer	\$168.00
Computer Programmer	\$131.25
Programmer	\$78.75
Graphic Designer	\$115.50
Graphic Artist	\$91.35
Word Processing Specialist	\$69.30
Senior Technical Editor	\$141.75
Technical Editor	\$78.75
Technical Writer	\$106.05
Testing Analyst	\$89.25
Administrative Specialist	\$68.25
Administrative Assistant	\$47.25

\* Prices exclude reimbursable expenses for travel, including per diem. In the event Management Concepts cannot obtain lodging at per diem for the applicable locale, Management Concepts will bill the ordering entity its actual lodging expenses in accordance with FAR 31.205-46(a) and FTR 301-11.300(b).

\* If delivery of the customized course is requested by the client under this SIN, additional ODCs related to course materials, production, licensing fees and shipping may apply.

\* Customized classes developed under SINs 874-4 and 874-8 are delivered at the client site. However, ordering entities may request that classes be delivered at Management Concepts facilities. The price for delivery of a course at a Management Concepts facility is: 1-24 students = \$500/day; 25-Max students = \$650/day; \$800/day for computer equipped classrooms). Alternatively, eligible ordering activities may request Management Concepts to arrange training at a third-party's facility (e.g., commercial hotel) on a reimbursable basis.

**DAU and FAI Certified DAWIA and FAC Acquisition Workforce Training for GS-1102 and non-1102 Personnel SIN: 874-8 and 874-8RC**

See price reduction notice above for discounted prices on Courses #1191, 1200, 1321, 1324, and 1327

ACQUISITION TRAINING		ON-SITE COURSE PRICING*					OPEN ENROLLMENT INDIVIDUAL STUDENT SEAT PRICING**		
Course Name	Course Number	Min/Max Students	15 Students	16-20 Students	21-25 Students	26-30 Students	Individual Student Seat Price	Available GSA Discount If Buyer Enrolls 5-9 Students In Same Course Session	Available GSA Discount If Buyer Enrolls 10 or More Students In Same Course Session
<a href="#">CON 244: Construction Contracting</a>	1021	15/30	\$14,432	\$15,964	\$18,857	\$21,907	\$1,069	5 percent	10 percent
<a href="#">CON 243: Architect-Engineer Services Contracting</a>	1032	15/30	\$14,432	\$15,964	\$18,857	\$21,907	\$1,069	5 percent	10 percent
<a href="#">CON 100: Shaping Smart Business Arrangements (5-day)</a>	1100	15/24	\$14,432	\$15,964	\$18,857	N/A	\$1,069	5 percent	10 percent
<a href="#">CON 100: Shaping Smart Business Arrangements (4-day)</a>	1101	15/30	\$12,137	\$14,384	\$16,632	\$18,879	\$899	5 percent	10 percent
<a href="#">CON 170: Fundamentals of Cost and Price Analysis</a>	1170	15/30	\$31,037	\$36,784	\$42,532	\$48,279	\$2,299	5 percent	10 percent
<a href="#">CON 090: FAR Fundamentals</a>	1190	16/30	N/A	\$46,864	\$54,187	\$61,509	N/A	N/A	N/A
<a href="#">FCN 190: FAR Fundamentals</a>	1191	15/30	\$31,037	\$36,784	\$42,532	\$48,279	\$2,299	5 percent	10 percent
<a href="#">CON 200: Business Decisions for Contracting</a>	1200	15/30	\$10,517	\$12,464	\$14,412	\$16,359	\$779	5 percent	10 percent
<a href="#">CON 214: Business Decisions For Contracting</a>	1201	15/30	\$14,432	\$15,964	\$18,857	\$21,907	\$1,069	5 percent	10 percent
<a href="#">CON 215: Intermediate Contracting For Mission Support</a>	1215	15/30	\$26,987	\$30,200	\$35,674	\$41,441	\$1,999	5 percent	10 percent
<a href="#">CON 216: Legal Considerations In Contracting</a>	1216	15/30	\$14,432	\$15,964	\$18,857	\$21,907	\$1,069	5 percent	10 percent
<a href="#">CON 217: Cost Analysis And Negotiation Techniques</a>	1217	15/30	\$14,432	\$15,964	\$18,857	\$21,907	\$1,069	5 percent	10 percent
<a href="#">CON 218: Advanced Contracting For Mission Support</a>	1218	15/30	\$31,037	\$34,483	\$40,734	\$47,319	\$2,299	5 percent	10 percent
<a href="#">CON 270: Intermediate Cost and Price Analysis</a>	1270	15/30	\$31,037	\$36,784	\$42,532	\$48,279	\$2,299	5 percent	10 percent

<a href="#">CON 280: Source Selection and the Administration of Service Contracts</a>	1280	15/30	\$31,037	\$36,784	\$42,532	\$48,279	\$2,299	5 percent	10 percent
<a href="#">CON 290: Contract Administration and Negotiation Techniques in a Supply Environment</a>	1290	15/30	\$31,037	\$36,784	\$42,532	\$48,279	\$2,299	5 percent	10 percent
<a href="#">CON 110: Mission Support Planning</a>	1310	15/30	\$14,432	\$15,497	\$18,306	\$21,278	\$1,069	5 percent	10 percent
<a href="#">CON 111: Mission Strategy Execution</a>	1311	15/30	\$14,432	\$15,497	\$18,306	\$21,278	\$1,069	5 percent	10 percent
<a href="#">CON 112: Mission Performance Assessment</a>	1312	15/30	\$14,432	\$15,497	\$18,306	\$21,278	\$1,069	5 percent	10 percent
<a href="#">CON 120: Mission Focused Contracting</a>	1320	15/30	\$28,337	\$30,994	\$36,612	\$42,531	\$2,099	5 percent	10 percent
<a href="#">CON 121: Contract Planning</a>	1321	15/30	\$9,842	\$11,664	\$13,487	\$15,309	\$729	5 percent	10 percent
<a href="#">CON 124: Contract Execution</a>	1324	15/30	\$9,842	\$11,664	\$13,487	\$15,309	\$729	5 percent	10 percent
<a href="#">CON 127: Contract Management</a>	1327	15/30	\$9,842	\$11,664	\$13,487	\$15,309	\$729	5 percent	10 percent
<a href="#">CON 353: Advanced Business Solutions For Mission Support</a>	1353	15/30	\$31,037	\$34,483	\$40,734	\$47,319	\$2,299	5 percent	10 percent
<a href="#">CON 360: Contracting for Decision Makers</a>	1360	15/30	\$31,037	\$36,784	\$42,532	\$48,279	\$2,299	5 percent	10 percent

\* Prices exclude reimbursable expenses for instructor travel, including per diem. In the event Management Concepts cannot obtain lodging at per diem for the applicable locale, Management Concepts will bill the ordering entity its actual lodging expenses in accordance with FAR 31.205-46(a) and FTR 301-11.300(b). SIN 874-4 classes are generally held at a client site. However, ordering entities may request that classes be delivered at Management Concepts facilities. The price for delivery of a course at a Management Concepts facility is: 1-24 students = \$575/day; 25-Max students = \$745/day; and \$900/day for computer equipped classrooms. Alternatively, eligible ordering activities may request Management Concepts to arrange training at a third-party's facility (e.g., commercial hotel) on a reimbursable basis.

\*\* Individual student seats in open enrollment (OE) courses are available on a per order basis in lots of 10 seats or more. All such orders must be paid in advance. The seats may be used in any combination of the courses listed above. Discounts, however, will only apply based on the number students enrolled in a specific session of a course. Dates and locations of course sessions may be viewed at <http://www.managementconcepts.com>. In the event an order is placed for a specific dollar value but does not identify at the time of the order the specific course(s) and course session(s) that will be attended, the actual number of seats to be delivered will be calculated based on the maximum number of student seats that may be purchased at the prices above the for the course(s) attended.



**Off-the-Shelf and Customizable Print, Audio, and Visual Instructional Training Devices: 874-9 and 874-9RC**

			Pricing*						
Product Name	Product Number	Minimum Order	2 Users	3-10 Users	11-99 Users	100-199 Users	200-499 Users	500-999 Users	1000+ Users
Government Purchase Card Trainer*	CD/ON108	2	\$626.15	\$63.25	\$50.60	\$37.95	\$30.36	\$27.60	\$25.30

\* Price per additional license is in addition to the 2 user price for that product.

Price for numbered licenses in subsequent tiers is added to the total price of the lower tier.

Example: Price for 11 licenses for CD/ON108 = \$626.15 + (8\*\$63.25) + (1\*\$50.60) = \$1,182.75