Course Title: CON 217: Cost Analysis and Negotiation Techniques
Course #: 1217
Duration: 5 days
Delivery Method: Instructor-led live classroom

1. What business or organizational need does this course address?

This course builds on the basic pricing skills covered in the FAC-C Level I contracting curriculum. Students will learn and apply more advanced pricing methods and techniques in order to analyze a contractor’s proposal and develop government negotiation objectives. This course also introduces the concepts necessary for successful negotiations. Students will use computers to aid in analysis and will receive a copy of all software tools used in class.

2. Who should attend?

Contracting personnel who have completed FAC-C Level I certification should attend this mandatory certification course.

3. What will I learn how to do in this course?

- Determine when cost analysis should be used
- Identify how to use and apply contract audit results
- Determine the adequacy of a contractor’s estimating and accounting systems
- Calculate a cost objective for direct material, direct labor, other direct costs, indirect costs, facilities capital cost of money, and profit/fee
- Calculate a price/cost objective using simple regression analysis, improvement curve analysis, and statistics
- Identify the key elements of successful contract negotiations

4. What kinds of activities are included in this course?

Graded pre-class assignment, lecture, discussion, exercises, graded team case study, and independent readings

5. Are there prerequisites for this course?
Mandatory:

- **CON 200: Business Decisions for Contracting**

6. Do I have to complete any prework for the course?

Students must complete reading assignments and a graded quiz before the first day of class. The reading assignments and quiz will be available online to students who have enrolled and made tuition payment arrangements.

7. Is this course applicable toward a professional certification?

This course meets one of the training requirements for Level II FAC-C certification.

8. Does this course count for credit toward a Management Concepts Certificate Program?

No, this course is not applicable toward a Management Concepts Certificate Program. However, many Management Concepts courses do count for credit toward a Management Concepts Certificate Program. Click [here](#) to see a full list of Management Concepts Certificate Programs.

9. What credits do I earn by completing this course?

The following credits are available for this course:

- NASBA CPEs: 40
- NASBA Field of Study: Finance
- NASBA Level: Intermediate
- CEUs: 3.7
- PDUs: 35
- CLPs: 40

10. What course(s) do you recommend after I complete this course?
Frequently Asked Questions

- CON 218: Advanced Contracting for Mission Support
- Analytics Boot Camp