

Management Concepts Contract # 47QREA18D000Y

Authorized General Services Administration 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!™, a menu-driven database system.
The Internet address for GSA Advantage!™ is www.GSAAdvantage.gov.

Professional Services Schedule
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.

Contract Period: Expires August 28, 2038
Price List Effective: November 29, 2018

Management Concepts, Inc.
8230 Leesburg Pike, Suite 800
Tysons Corner, VA 22182
P: (703) 790-9595
F: (703) 790-1371

Large Business (SINs 874 1, 874 4, and 874 8) Small Business (SIN 874 9)

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 the Professional Services Schedule.

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: Tysons, 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 (47QREA18D000Y), 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.

20c. Management Concepts commits to provide MAS buyers the most recent version of the courses listed on its GSA Price List as of the date of an order. This means that MAS buyers will receive the most up-to-date content, learning objectives, and other instructional material required for the course delivery at no additional cost. Management Concepts continually updates its training courses. As a result, variations in title and content may occur. Such variations, however, will always be to the benefit of the MAS buyer.

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: 082355652.

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

Government Awarded Prices (Net Prices)

Consulting and Facilitation Services, SIN: 874-1

Labor Categories, Rates, and Descriptions

Labor Categories	Hourly Rate
Project Executive	\$194.04
Project Manager	\$139.16
Subject Matter Expert 4	\$318.50
Subject Matter Expert 3	\$259.70
Subject Matter Expert 2	\$166.60
Subject Matter Expert 1	\$127.40
Business Analyst 3	\$114.66
Business Analyst 2	\$93.10
Business Analyst 1	\$73.50
Graphic Designer	\$55.86
Administrative Assistant	\$45.08

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 4	Advanced degree in human resource development, organizational behavior, business administration, public administration, management, or relevant technical discipline (or equivalent work experience). Subject matter expertise is in a unique domain area and/or requires unique professional credentials/security clearances. 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 3	Advanced degree in human resource development, organizational behavior, business administration, public administration, management, or relevant technical discipline (or equivalent work experience). Subject matter expertise is in a technical domain area and/or requires specific professional credentials/security clearances. 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: Training Services

ACQUISITION & CONTRACTING COURSES - PRICING and DISCOUNTS															
Course Name	Course No.	Individual Student Seat Price ^e	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students***	Number of Students***	Number of Students***
			5	6	7	8	9	10	11	12	13	14	15-20	21-25	26-30
Information Technology (IT) Acquisition	1001	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174
Administration Of Contractor-Held Property	1004	\$1,169	\$5,436	\$6,523	\$7,610	\$8,697	\$9,785	\$10,287	\$11,316	\$12,345	\$13,373	\$14,402	\$17,067	\$18,120	\$19,289
Administration Of Cost-Reimbursement Contracts	1005	\$1,169	\$5,436	\$6,523	\$7,610	\$8,697	\$9,785	\$10,287	\$11,316	\$12,345	\$13,373	\$14,402	\$17,067	\$18,120	\$19,289
Advanced Federal Contract Law	1011	\$1,579	\$7,342	\$8,811	\$10,279	\$11,748	\$13,216	\$13,895	\$15,285	\$16,674	\$18,064	\$19,453	\$23,053	\$24,475	\$26,054
Governmentwide Commercial Purchase Card	1013	\$629	\$2,925	\$3,510	\$4,095	\$4,680	\$5,265	\$5,535	\$6,089	\$6,642	\$7,196	\$7,749	\$9,183	\$9,750	\$10,379
Federal Contract Negotiation Techniques	1016	\$1,169	\$5,436	\$6,523	\$7,610	\$8,697	\$9,785	\$10,287	\$11,316	\$12,345	\$13,373	\$14,402	\$17,067	\$18,120	\$19,289
Basics Of Personal Property Management	1017	\$1,169	\$5,436	\$6,523	\$7,610	\$8,697	\$9,785	\$10,287	\$11,316	\$12,345	\$13,373	\$14,402	\$17,067	\$18,120	\$19,289
Acquisition Of Commercial Items	1018	\$799	\$3,715	\$4,458	\$5,201	\$5,945	\$6,688	\$7,031	\$7,734	\$8,437	\$9,141	\$9,844	\$11,665	\$12,385	\$13,184
Changes Under Government Contracts	1019	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174
Construction Claims	1020	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174
Contract Administration	1022	\$1,169	\$5,436	\$6,523	\$7,610	\$8,697	\$9,785	\$10,287	\$11,316	\$12,345	\$13,373	\$14,402	\$17,067	\$18,120	\$19,289
Contract Claims	1023	\$1,169	\$5,436	\$6,523	\$7,610	\$8,697	\$9,785	\$10,287	\$11,316	\$12,345	\$13,373	\$14,402	\$17,067	\$18,120	\$19,289
Contract Closeout	1024	\$799	\$3,715	\$4,458	\$5,201	\$5,945	\$6,688	\$7,031	\$7,734	\$8,437	\$9,141	\$9,844	\$11,665	\$12,385	\$13,184
Contracting With Small Business Concerns	1027	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174
Lease Administration	1028	\$1,169	\$5,436	\$6,523	\$7,610	\$8,697	\$9,785	\$10,287	\$11,316	\$12,345	\$13,373	\$14,402	\$17,067	\$18,120	\$19,289
Cost And Price Analysis	1030	\$1,169	\$5,436	\$6,523	\$7,610	\$8,697	\$9,785	\$10,287	\$11,316	\$12,345	\$13,373	\$14,402	\$17,067	\$18,120	\$19,289
Cost And Price Analysis Of Lease Proposals	1031	\$1,169	\$5,436	\$6,523	\$7,610	\$8,697	\$9,785	\$10,287	\$11,316	\$12,345	\$13,373	\$14,402	\$17,067	\$18,120	\$19,289
Ethics In Federal Contracting	1034	\$619	\$2,878	\$3,454	\$4,030	\$4,605	\$5,181	\$5,447	\$5,992	\$6,537	\$7,081	\$7,626	\$9,037	\$9,595	\$10,214
Micro-Purchase Procedures	1035	\$799	\$3,715	\$4,458	\$5,201	\$5,945	\$6,688	\$7,031	\$7,734	\$8,437	\$9,141	\$9,844	\$11,665	\$12,385	\$13,184
Federal Contract Law	1047	\$1,169	\$5,436	\$6,523	\$7,610	\$8,697	\$9,785	\$10,287	\$11,316	\$12,345	\$13,373	\$14,402	\$17,067	\$18,120	\$19,289
Introduction To Federal Contracting	1048	\$1,169	\$5,436	\$6,523	\$7,610	\$8,697	\$9,785	\$10,287	\$11,316	\$12,345	\$13,373	\$14,402	\$17,067	\$18,120	\$19,289
Federal Real Property Leasing Refresher	1049	\$1,169	\$5,436	\$6,523	\$7,610	\$8,697	\$9,785	\$10,287	\$11,316	\$12,345	\$13,373	\$14,402	\$17,067	\$18,120	\$19,289
Federal Real Property Lease Law	1050	\$1,169	\$5,436	\$6,523	\$7,610	\$8,697	\$9,785	\$10,287	\$11,316	\$12,345	\$13,373	\$14,402	\$17,067	\$18,120	\$19,289
Fundamentals Of Overhead And Other Indirect Cost Rates	1052	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174
Federal Acquisition Regulation (FAR) Overview	1058	\$909	\$4,227	\$5,072	\$5,918	\$6,763	\$7,608	\$7,999	\$8,799	\$9,599	\$10,399	\$11,199	\$13,271	\$14,090	\$14,999
Contracting Officer's Representative Course	1070	\$1,169	\$5,436	\$6,523	\$7,610	\$8,697	\$9,785	\$10,287	\$11,316	\$12,345	\$13,373	\$14,402	\$17,067	\$18,120	\$19,289
COR Level 1 Refresher	1071	\$619	\$2,878	\$3,454	\$4,030	\$4,605	\$5,181	\$5,447	\$5,992	\$6,537	\$7,081	\$7,626	\$9,037	\$9,595	\$10,214
Advanced COR Workshop	1072	\$619	\$2,878	\$3,454	\$4,030	\$4,605	\$5,181	\$5,447	\$5,992	\$6,537	\$7,081	\$7,626	\$9,037	\$9,595	\$10,214
Basic (Level 1) Contracting Officer's Representative	1073	\$599	\$2,785	\$3,342	\$3,899	\$4,457	\$5,014	\$5,271	\$5,798	\$6,325	\$6,853	\$7,380	\$8,745	\$9,285	\$9,884

Best Value Source Selection Using Tradeoffs	1074	\$799	\$3,715	\$4,458	\$5,201	\$5,945	\$6,688	\$7,031	\$7,734	\$8,437	\$9,141	\$9,844	\$11,665	\$12,385	\$13,184
Performance-Based Service Acquisition	1076	\$1,169	\$5,436	\$6,523	\$7,610	\$8,697	\$9,785	\$10,287	\$11,316	\$12,345	\$13,373	\$14,402	\$17,067	\$18,120	\$19,289
Simplified Acquisition Procedures	1077	\$1,169	\$5,436	\$6,523	\$7,610	\$8,697	\$9,785	\$10,287	\$11,316	\$12,345	\$13,373	\$14,402	\$17,067	\$18,120	\$19,289
Source Selection	1078	\$1,169	\$5,436	\$6,523	\$7,610	\$8,697	\$9,785	\$10,287	\$11,316	\$12,345	\$13,373	\$14,402	\$17,067	\$18,120	\$19,289
Writing Performance Work Statements	1079	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174
Techniques Of Negotiating Federal Real Property Leases	1081	\$1,169	\$5,436	\$6,523	\$7,610	\$8,697	\$9,785	\$10,287	\$11,316	\$12,345	\$13,373	\$14,402	\$17,067	\$18,120	\$19,289
Terminating Contracts	1082	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174
Types Of Contracts	1084	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174
Market Research	1089	\$619	\$2,878	\$3,454	\$4,030	\$4,605	\$5,181	\$5,447	\$5,992	\$6,537	\$7,081	\$7,626	\$9,037	\$9,595	\$10,214
Strategic Sourcing Workshop	1190	\$809	\$3,762	\$4,514	\$5,267	\$6,019	\$6,771	\$7,119	\$7,831	\$8,543	\$9,255	\$9,967	\$11,811	\$12,540	\$13,349
Statement of Work (SOW) Workshop	1191	\$809	\$3,762	\$4,514	\$5,267	\$6,019	\$6,771	\$7,119	\$7,831	\$8,543	\$9,255	\$9,967	\$11,811	\$12,540	\$13,349
Task And Delivery Order Contracting	1120	\$799	\$3,715	\$4,458	\$5,201	\$5,945	\$6,688	\$7,031	\$7,734	\$8,437	\$9,141	\$9,844	\$11,665	\$12,385	\$13,184
Developing the Independent Government Cost Estimate	1125	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174
Evaluating A Contractor's Performance	1126	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174
Incentive Contracts	1127	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174
Simplified Acquisition Refresher	1153	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174
Service Contract Labor Standards Statute Overview	1162	\$799	\$3,715	\$4,458	\$5,201	\$5,945	\$6,688	\$7,031	\$7,734	\$8,437	\$9,141	\$9,844	\$11,665	\$12,385	\$13,184
Advanced Simplified Acquisition Procedures	1177	\$1,169	\$5,436	\$6,523	\$7,610	\$8,697	\$9,785	\$10,287	\$11,316	\$12,345	\$13,373	\$14,402	\$17,067	\$18,120	\$19,289
FAR Refresher	1192	\$619	\$2,878	\$3,454	\$4,030	\$4,605	\$5,181	\$5,447	\$5,992	\$6,537	\$7,081	\$7,626	\$9,037	\$9,595	\$10,214
Emergency Contracting Basics Course	1525	\$799	\$3,715	\$4,458	\$5,201	\$5,945	\$6,688	\$7,031	\$7,734	\$8,437	\$9,141	\$9,844	\$11,665	\$12,385	\$13,184
Lease Acquisition Training	1597	\$1,149	\$5,343	\$6,411	\$7,480	\$8,549	\$9,617	\$10,111	\$11,122	\$12,133	\$13,145	\$14,156	\$16,775	\$17,810	\$18,959

* Individual student seats in open enrollment (OE) courses are available on a per order basis in lots of 5 seats or more. An order of students containing less than that amount (i.e., 1-4 students) cannot be placed under this contract.

** Orders for this number of student seats per order may be placed only for OE course deliveries. The purchase of OE seats are subject to availability as provided in Management Concepts public OE schedule. Dates and locations of course sessions may be viewed at <http://www.managementconcepts.com>. OE seats may be used in any combination of courses. Discounts will apply as described above. 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.

*** Orders for this number of student seats per order may be placed for private group customer on-site (OS) delivery only as provided at <https://www.managementconcepts.com/Training/Training-Modalities/Private-Group-Training>. For orders of OS deliveries, 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). 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 = \$600/day; 25-Max students = \$800/day; and \$1,000/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.

GRANTS & ASSISTANCE COURSES - PRICING and DISCOUNTS

Course Name	Course No.	Individual Student Seat Price*	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**
			5	6	7	8	9	10	11	12	13	14	15-20	21-25	26-30
Federal Grants Update 2016	2016	\$649	\$3,018	\$3,621	\$4,225	\$4,829	\$5,432	\$5,711	\$6,282	\$6,853	\$7,425	\$7,996	\$9,475	\$10,060	\$10,709
Introduction to Grants and Cooperative Agreements for Federal Personnel	2040	\$949	\$4,413	\$5,295	\$6,178	\$7,061	\$7,943	\$8,351	\$9,186	\$10,021	\$10,857	\$11,692	\$13,855	\$14,710	\$15,659
Evaluating Federal Funds Management Capabilities of Recipients and Subrecipients	2042	\$829	\$3,855	\$4,626	\$5,397	\$6,168	\$6,939	\$7,295	\$8,025	\$8,754	\$9,484	\$10,213	\$12,103	\$12,850	\$13,679

Monitoring Grants and Cooperative Agreements for Federal Personnel	2043	\$829	\$3,855	\$4,626	\$5,397	\$6,168	\$6,939	\$7,295	\$8,025	\$8,754	\$9,484	\$10,213	\$12,103	\$12,850	\$13,679
Cooperative Agreements and Substantial Involvement	2044	\$649	\$3,018	\$3,621	\$4,225	\$4,829	\$5,432	\$5,711	\$6,282	\$6,853	\$7,425	\$7,996	\$9,475	\$10,060	\$10,709
Appropriations Law for Federal Grants	2045	\$619	\$2,878	\$3,454	\$4,030	\$4,605	\$5,181	\$5,447	\$5,992	\$6,537	\$7,081	\$7,626	\$9,037	\$9,595	\$10,214
Federal Assistance Law	2046	\$949	\$4,413	\$5,295	\$6,178	\$7,061	\$7,943	\$8,351	\$9,186	\$10,021	\$10,857	\$11,692	\$13,855	\$14,710	\$15,659
Ethics in the Grants Environment	2047	\$649	\$3,018	\$3,621	\$4,225	\$4,829	\$5,432	\$5,711	\$6,282	\$6,853	\$7,425	\$7,996	\$9,475	\$10,060	\$10,709
Closout of Grants for Federal Personnel	2048	\$829	\$3,855	\$4,626	\$5,397	\$6,168	\$6,939	\$7,295	\$8,025	\$8,754	\$9,484	\$10,213	\$12,103	\$12,850	\$13,679
Grants Administration for Federal Program Personnel	2049	\$949	\$4,413	\$5,295	\$6,178	\$7,061	\$7,943	\$8,351	\$9,186	\$10,021	\$10,857	\$11,692	\$13,855	\$14,710	\$15,659
Uniform Administrative Requirements for Federal Grants: 2 CFR 200 (Subpart A-D)	2050	\$829	\$3,855	\$4,626	\$5,397	\$6,168	\$6,939	\$7,295	\$8,025	\$8,754	\$9,484	\$10,213	\$12,103	\$12,850	\$13,679
Audit of Federal Grants and Cooperative Agreements	2052	\$829	\$3,855	\$4,626	\$5,397	\$6,168	\$6,939	\$7,295	\$8,025	\$8,754	\$9,484	\$10,213	\$12,103	\$12,850	\$13,679
How to Write the Grant Application Narrative	2060	\$829	\$3,855	\$4,626	\$5,397	\$6,168	\$6,939	\$7,295	\$8,025	\$8,754	\$9,484	\$10,213	\$12,103	\$12,850	\$13,679
How to Prepare the Grant Application Budget	2061	\$649	\$3,018	\$3,621	\$4,225	\$4,829	\$5,432	\$5,711	\$6,282	\$6,853	\$7,425	\$7,996	\$9,475	\$10,060	\$10,709
Managing Federal Grants and Cooperative Agreements for Recipients	2062	\$949	\$4,413	\$5,295	\$6,178	\$7,061	\$7,943	\$8,351	\$9,186	\$10,021	\$10,857	\$11,692	\$13,855	\$14,710	\$15,659
Applying for Federal Grants and Cooperative Agreements	2065	\$829	\$3,855	\$4,626	\$5,397	\$6,168	\$6,939	\$7,295	\$8,025	\$8,754	\$9,484	\$10,213	\$12,103	\$12,850	\$13,679
Understanding National Policy Requirements Affecting Grants	2067	\$829	\$3,855	\$4,626	\$5,397	\$6,168	\$6,939	\$7,295	\$8,025	\$8,754	\$9,484	\$10,213	\$12,103	\$12,850	\$13,679
Business Management Systems For Grant Recipients	2070	\$829	\$3,855	\$4,626	\$5,397	\$6,168	\$6,939	\$7,295	\$8,025	\$8,754	\$9,484	\$10,213	\$12,103	\$12,850	\$13,679
Procuring Goods And Services Under Federal Grants	2071	\$829	\$3,855	\$4,626	\$5,397	\$6,168	\$6,939	\$7,295	\$8,025	\$8,754	\$9,484	\$10,213	\$12,103	\$12,850	\$13,679
Subawarding For Pass-Through Entities	2075	\$829	\$3,855	\$4,626	\$5,397	\$6,168	\$6,939	\$7,295	\$8,025	\$8,754	\$9,484	\$10,213	\$12,103	\$12,850	\$13,679
Financial Administration Of Federal Grants For Recipients	2076	\$829	\$3,855	\$4,626	\$5,397	\$6,168	\$6,939	\$7,295	\$8,025	\$8,754	\$9,484	\$10,213	\$12,103	\$12,850	\$13,679
Cost Principles For Federal Grants: 2 Cfr Part 200 (Subpart E) And Far 31.2	2080	\$829	\$3,855	\$4,626	\$5,397	\$6,168	\$6,939	\$7,295	\$8,025	\$8,754	\$9,484	\$10,213	\$12,103	\$12,850	\$13,679
Advanced Cost Principles: Avoiding Problem Areas And Responding To Questioned Costs	2084	\$649	\$3,018	\$3,621	\$4,225	\$4,829	\$5,432	\$5,711	\$6,282	\$6,853	\$7,425	\$7,996	\$9,475	\$10,060	\$10,709
Developing & Monitoring Indirect/F&A Cost Rate Proposals	2085	\$829	\$3,855	\$4,626	\$5,397	\$6,168	\$6,939	\$7,295	\$8,025	\$8,754	\$9,484	\$10,213	\$12,103	\$12,850	\$13,679
Accountability For Federal Grants: Planning, Measuring, And Reporting Grant Performance	2091	\$829	\$3,855	\$4,626	\$5,397	\$6,168	\$6,939	\$7,295	\$8,025	\$8,754	\$9,484	\$10,213	\$12,103	\$12,850	\$13,679
Essential Professional Skills For Grants Management	2092	\$829	\$3,855	\$4,626	\$5,397	\$6,168	\$6,939	\$7,295	\$8,025	\$8,754	\$9,484	\$10,213	\$12,103	\$12,850	\$13,679
Detecting And Preventing Fraud On Federal Grant Projects	2093	\$829	\$3,855	\$4,626	\$5,397	\$6,168	\$6,939	\$7,295	\$8,025	\$8,754	\$9,484	\$10,213	\$12,103	\$12,850	\$13,679

* Individual student seats in open enrollment (OE) courses are available on a per order basis in lots of 5 seats or more. An order of students containing less than that amount (i.e., 1-4 students) cannot be placed under this contract.

** Orders for this number of student seats per order may be placed only for OE course deliveries. The purchase of OE seats are subject to availability as provided in Management Concepts public OE schedule. Dates and locations of course sessions may be viewed at <http://www.managementconcepts.com>. OE seats may be used in any combination of courses. Discounts will apply as described above. 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.

*** Orders for this number of student seats per order may be placed for private group customer on-site (OS) delivery only as provided at <https://www.managementconcepts.com/Training/Training-Modalities/Private-Group-Training>. For orders of OS deliveries, 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). 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 = \$600/day; 25-Max students = \$800/day; and \$1,000/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.

LEADERSHIP & MANAGEMENT COURSES - PRICING and DISCOUNTS

Course Name	Course Number	Individual Student Seat Price*	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students***	Number of Students***	Number of Students***
			5	6	7	8	9	10	11	12	13	14	15-20	21-25	26-30
Leadership & Management Skills for Non-Managers	4000	\$979	\$4,552	\$5,463	\$6,373	\$7,284	\$8,194	\$8,615	\$9,477	\$10,338	\$11,200	\$12,061	\$14,293	\$15,175	\$16,154
Leadership Skills & Techniques	4001	\$1,039	\$4,831	\$5,798	\$6,764	\$7,730	\$8,696	\$9,143	\$10,058	\$10,972	\$11,886	\$12,800	\$15,169	\$16,105	\$17,144
Advanced Leadership Skills & Techniques	4002	\$1,089	\$5,064	\$6,077	\$7,089	\$8,102	\$9,115	\$9,583	\$10,542	\$11,500	\$12,458	\$13,416	\$15,899	\$16,880	\$17,969
Engaging Leadership	4003	\$829	\$3,855	\$4,626	\$5,397	\$6,168	\$6,939	\$7,295	\$8,025	\$8,754	\$9,484	\$10,213	\$12,103	\$12,850	\$13,679
Emotionally Intelligent Leadership	4004	\$829	\$3,855	\$4,626	\$5,397	\$6,168	\$6,939	\$7,295	\$8,025	\$8,754	\$9,484	\$10,213	\$12,103	\$12,850	\$13,679
Emotional Intelligence 360-Degree Assessment Workshop	4046	\$1,116	\$5,189	\$6,227	\$7,265	\$8,303	\$9,341	\$9,821	\$10,803	\$11,785	\$12,767	\$13,749	\$16,294	\$17,298	\$18,414
Critical Thinking For Problem Solving	4060	\$1,039	\$4,831	\$5,798	\$6,764	\$7,730	\$8,696	\$9,143	\$10,058	\$10,972	\$11,886	\$12,800	\$15,169	\$16,105	\$17,144
From Tactical To Strategic Thinking	4062	\$829	\$3,855	\$4,626	\$5,397	\$6,168	\$6,939	\$7,295	\$8,025	\$8,754	\$9,484	\$10,213	\$12,103	\$12,850	\$13,679
Breakthrough Problem Solving	4063	\$1,039	\$4,831	\$5,798	\$6,764	\$7,730	\$8,696	\$9,143	\$10,058	\$10,972	\$11,886	\$12,800	\$15,169	\$16,105	\$17,144
Creativity And Innovation	4064	\$829	\$3,855	\$4,626	\$5,397	\$6,168	\$6,939	\$7,295	\$8,025	\$8,754	\$9,484	\$10,213	\$12,103	\$12,850	\$13,679
Collaboration & Knowledge Sharing	4076	\$1,039	\$4,831	\$5,798	\$6,764	\$7,730	\$8,696	\$9,143	\$10,058	\$10,972	\$11,886	\$12,800	\$15,169	\$16,105	\$17,144
Leading Cultural Transformation	4077	\$1,659	\$7,714	\$9,257	\$10,800	\$12,343	\$13,886	\$14,599	\$16,059	\$17,519	\$18,979	\$20,439	\$24,221	\$25,715	\$27,374
Leading the Human Side of Change	4079	\$1,039	\$4,831	\$5,798	\$6,764	\$7,730	\$8,696	\$9,143	\$10,058	\$10,972	\$11,886	\$12,800	\$15,169	\$16,105	\$17,144
Grammar Refresher	4316	\$829	\$3,855	\$4,626	\$5,397	\$6,168	\$6,939	\$7,295	\$8,025	\$8,754	\$9,484	\$10,213	\$12,103	\$12,850	\$13,679
Business Writing	4317	\$829	\$3,855	\$4,626	\$5,397	\$6,168	\$6,939	\$7,295	\$8,025	\$8,754	\$9,484	\$10,213	\$12,103	\$12,850	\$13,679
Briefing And Presentation Skills	4318	\$1,039	\$4,831	\$5,798	\$6,764	\$7,730	\$8,696	\$9,143	\$10,058	\$10,972	\$11,886	\$12,800	\$15,169	\$16,105	\$17,144
Group Facilitation	4319	\$1,039	\$4,831	\$5,798	\$6,764	\$7,730	\$8,696	\$9,143	\$10,058	\$10,972	\$11,886	\$12,800	\$15,169	\$16,105	\$17,144
Communicating Strategically	4320	\$829	\$3,855	\$4,626	\$5,397	\$6,168	\$6,939	\$7,295	\$8,025	\$8,754	\$9,484	\$10,213	\$12,103	\$12,850	\$13,679
360 Degree Assessment Workshop	4350	\$1,116	\$5,189	\$6,227	\$7,265	\$8,303	\$9,341	\$9,821	\$10,803	\$11,785	\$12,767	\$13,749	\$16,294	\$17,298	\$18,414
Influencing Skills	4363	\$829	\$3,855	\$4,626	\$5,397	\$6,168	\$6,939	\$7,295	\$8,025	\$8,754	\$9,484	\$10,213	\$12,103	\$12,850	\$13,679
Resolving Conflict	4364	\$829	\$3,855	\$4,626	\$5,397	\$6,168	\$6,939	\$7,295	\$8,025	\$8,754	\$9,484	\$10,213	\$12,103	\$12,850	\$13,679
Negotiation Skills	4365	\$829	\$3,855	\$4,626	\$5,397	\$6,168	\$6,939	\$7,295	\$8,025	\$8,754	\$9,484	\$10,213	\$12,103	\$12,850	\$13,679
Interpersonal Skills: Developing Effective Relationships	4367	\$1,039	\$4,831	\$5,798	\$6,764	\$7,730	\$8,696	\$9,143	\$10,058	\$10,972	\$11,886	\$12,800	\$15,169	\$16,105	\$17,144
Working on a Virtual Team	4370	\$519	\$2,413	\$2,896	\$3,379	\$3,861	\$4,344	\$4,567	\$5,024	\$5,481	\$5,937	\$6,394	\$7,577	\$8,045	\$8,564
Customer Service Skills And Techniques	4374	\$709	\$3,297	\$3,956	\$4,616	\$5,275	\$5,934	\$6,239	\$6,863	\$7,487	\$8,111	\$8,735	\$10,351	\$10,990	\$11,699
Principles of Analytics	4601	\$1,059	\$4,924	\$5,909	\$6,894	\$7,879	\$8,864	\$9,319	\$10,251	\$11,183	\$12,115	\$13,047	\$15,461	\$16,415	\$17,474
Data Collection Techniques	4610	\$1,659	\$7,714	\$9,257	\$10,800	\$12,343	\$13,886	\$14,599	\$16,059	\$17,519	\$18,979	\$20,439	\$24,221	\$25,715	\$27,374
Data Analysis & Modeling Techniques	4615	\$1,659	\$7,714	\$9,257	\$10,800	\$12,343	\$13,886	\$14,599	\$16,059	\$17,519	\$18,979	\$20,439	\$24,221	\$25,715	\$27,374

Analytics Capstone	4625	\$1,979	\$9,202	\$11,043	\$12,883	\$14,724	\$16,564	\$17,415	\$19,157	\$20,898	\$22,640	\$24,381	\$28,893	\$30,675	\$32,654
Decision Making	4645	\$1,089	\$5,064	\$6,077	\$7,089	\$8,102	\$9,115	\$9,583	\$10,542	\$11,500	\$12,458	\$13,416	\$15,899	\$16,880	\$17,969
Analytics Boot Camp	4650	\$1,739	\$8,086	\$9,704	\$11,321	\$12,938	\$14,555	\$15,303	\$16,834	\$18,364	\$19,894	\$21,424	\$25,389	\$26,955	\$28,694
Evaluating and Presenting Analysis Results	4665	\$1,289	\$5,994	\$7,193	\$8,391	\$9,590	\$10,789	\$11,343	\$12,478	\$13,612	\$14,746	\$15,880	\$18,819	\$19,980	\$21,269
Anytime Coaching	4700	\$1,039	\$4,831	\$5,798	\$6,764	\$7,730	\$8,696	\$9,143	\$10,058	\$10,972	\$11,886	\$12,800	\$15,169	\$16,105	\$17,144
Writing Effective Individual Development Plans	4702	\$789	\$3,669	\$4,403	\$5,136	\$5,870	\$6,604	\$6,943	\$7,638	\$8,332	\$9,026	\$9,720	\$11,519	\$12,230	\$13,019
Building And Sustaining Teams	4704	\$1,039	\$4,831	\$5,798	\$6,764	\$7,730	\$8,696	\$9,143	\$10,058	\$10,972	\$11,886	\$12,800	\$15,169	\$16,105	\$17,144
Establishing a Mentoring Relationship	4705	\$379	\$1,762	\$2,115	\$2,467	\$2,820	\$3,172	\$3,335	\$3,669	\$4,002	\$4,336	\$4,669	\$5,533	\$5,875	\$6,254
HR Essentials for Government Supervisors	4708	\$829	\$3,855	\$4,626	\$5,397	\$6,168	\$6,939	\$7,295	\$8,025	\$8,754	\$9,484	\$10,213	\$12,103	\$12,850	\$13,679
Professional Government Supervisor Program	4710	\$1,549	\$7,203	\$8,643	\$10,084	\$11,525	\$12,965	\$13,631	\$14,994	\$16,357	\$17,721	\$19,084	\$22,615	\$24,010	\$25,559
Navigating Change in Turbulent Times	4712	\$1,039	\$4,831	\$5,798	\$6,764	\$7,730	\$8,696	\$9,143	\$10,058	\$10,972	\$11,886	\$12,800	\$15,169	\$16,105	\$17,144
Supervising Employee Performance	4713	\$979	\$4,552	\$5,463	\$6,373	\$7,284	\$8,194	\$8,615	\$9,477	\$10,338	\$11,200	\$12,061	\$14,293	\$15,175	\$16,154
Motivating and Engaging Others	4714	\$409	\$1,902	\$2,282	\$2,663	\$3,043	\$3,423	\$3,599	\$3,959	\$4,319	\$4,679	\$5,039	\$5,971	\$6,340	\$6,749
Interpersonal Essentials for Supervisors	4715	\$409	\$1,902	\$2,282	\$2,663	\$3,043	\$3,423	\$3,599	\$3,959	\$4,319	\$4,679	\$5,039	\$5,971	\$6,340	\$6,749
Supervising Individual Development Planning	4716	\$409	\$1,902	\$2,282	\$2,663	\$3,043	\$3,423	\$3,599	\$3,959	\$4,319	\$4,679	\$5,039	\$5,971	\$6,340	\$6,749
Managing a Virtual Team	4730	\$409	\$1,902	\$2,282	\$2,663	\$3,043	\$3,423	\$3,599	\$3,959	\$4,319	\$4,679	\$5,039	\$5,971	\$6,340	\$6,749
Strategic Planning And Performance Measurement	4750	\$1,039	\$4,831	\$5,798	\$6,764	\$7,730	\$8,696	\$9,143	\$10,058	\$10,972	\$11,886	\$12,800	\$15,169	\$16,105	\$17,144
Managing Change	4751	\$789	\$3,669	\$4,403	\$5,136	\$5,870	\$6,604	\$6,943	\$7,638	\$8,332	\$9,026	\$9,720	\$11,519	\$12,230	\$13,019
From Strategic Plans to Tactical Execution	4752	\$789	\$3,669	\$4,403	\$5,136	\$5,870	\$6,604	\$6,943	\$7,638	\$8,332	\$9,026	\$9,720	\$11,519	\$12,230	\$13,019
Federal Workforce Planning	4906	\$789	\$3,669	\$4,403	\$5,136	\$5,870	\$6,604	\$6,943	\$7,638	\$8,332	\$9,026	\$9,720	\$11,519	\$12,230	\$13,019
HR Analytics	4911	\$1,019	\$4,738	\$5,686	\$6,634	\$7,581	\$8,529	\$8,967	\$9,864	\$10,761	\$11,657	\$12,554	\$14,877	\$15,795	\$16,814
Job Analysis for Recruitment and Selection	4912	\$1,129	\$5,250	\$6,300	\$7,350	\$8,400	\$9,450	\$9,935	\$10,929	\$11,922	\$12,916	\$13,909	\$16,483	\$17,500	\$18,629
Position Classification	4913	\$1,009	\$4,692	\$5,630	\$6,569	\$7,507	\$8,445	\$8,879	\$9,767	\$10,655	\$11,543	\$12,431	\$14,731	\$15,640	\$16,649
Position Management	4914	\$829	\$3,855	\$4,626	\$5,397	\$6,168	\$6,939	\$7,295	\$8,025	\$8,754	\$9,484	\$10,213	\$12,103	\$12,850	\$13,679
Labor and Management Relations	4916	\$709	\$3,297	\$3,956	\$4,616	\$5,275	\$5,934	\$6,239	\$6,863	\$7,487	\$8,111	\$8,735	\$10,351	\$10,990	\$11,699
Employee Relations	4917	\$709	\$3,297	\$3,956	\$4,616	\$5,275	\$5,934	\$6,239	\$6,863	\$7,487	\$8,111	\$8,735	\$10,351	\$10,990	\$11,699
Supporting Professional Growth in Organizations	4918	\$519	\$2,413	\$2,896	\$3,379	\$3,861	\$4,344	\$4,567	\$5,024	\$5,481	\$5,937	\$6,394	\$7,577	\$8,045	\$8,564
Getting Efficient: Optimizing HR Operations	4919	\$519	\$2,413	\$2,896	\$3,379	\$3,861	\$4,344	\$4,567	\$5,024	\$5,481	\$5,937	\$6,394	\$7,577	\$8,045	\$8,564
Critical Thinking for Intelligence Professionals	7210	\$789	\$3,669	\$4,403	\$5,136	\$5,870	\$6,604	\$6,943	\$7,638	\$8,332	\$9,026	\$9,720	\$11,519	\$12,230	\$13,019

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** Orders for this number of student seats per order may be placed only for OE course deliveries. The purchase of OE seats are subject to availability as provided in Management Concepts public OE schedule. Dates and locations of course sessions may be viewed at <http://www.managementconcepts.com>. OE seats may be used in any combination of courses. Discounts will apply as described above. 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.

*** Orders for this number of student seats per order may be placed for private group customer on-site (OS) delivery only as provided at <https://www.managementconcepts.com/Training/Training-Modalities/Private-Group-Training>. For orders of OS deliveries, 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). 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 = \$600/day; 25-Max students = \$800/day; and \$1,000/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.

FINANCIAL MANAGEMENT COURSES - PRICING and DISCOUNTS																
Course Name	Course No.	Individual Student Seat Price*	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students***	Number of Students***	Number of Students***
			5	6	7	8	9	10	11	12	13	14	15-20	21-25	26-30	
Preparing Federal Financial Statements Using the U.S. Standard General Ledger	5000	\$699	\$3,250	\$3,900	\$4,550	\$5,201	\$5,851	\$6,151	\$6,766	\$7,381	\$7,997	\$8,612	\$10,205	\$10,835	\$11,534	
Appropriations Law (one-day)	5011	\$429	\$1,995	\$2,394	\$2,793	\$3,192	\$3,591	\$3,775	\$4,153	\$4,530	\$4,908	\$5,285	\$6,263	\$6,650	\$7,079	
Improper Payments	5036	\$459	\$2,134	\$2,561	\$2,988	\$3,415	\$3,842	\$4,039	\$4,443	\$4,847	\$5,251	\$5,655	\$6,701	\$7,115	\$7,574	
Federal Financial Management Overview	5051	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174	
The Federal Budget Process	5090	\$699	\$3,250	\$3,900	\$4,550	\$5,201	\$5,851	\$6,151	\$6,766	\$7,381	\$7,997	\$8,612	\$10,205	\$10,835	\$11,534	
Statements of Federal Financial Accounting Standards: SFFAS	5091	\$699	\$3,250	\$3,900	\$4,550	\$5,201	\$5,851	\$6,151	\$6,766	\$7,381	\$7,997	\$8,612	\$10,205	\$10,835	\$11,534	
Managerial Cost Accounting	5092	\$699	\$3,250	\$3,900	\$4,550	\$5,201	\$5,851	\$6,151	\$6,766	\$7,381	\$7,997	\$8,612	\$10,205	\$10,835	\$11,534	
Accounting for Business Operations In Government	5102	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174	
Budgeting and Accounting: Making the Connection	5106	\$699	\$3,250	\$3,900	\$4,550	\$5,201	\$5,851	\$6,151	\$6,766	\$7,381	\$7,997	\$8,612	\$10,205	\$10,835	\$11,534	
Overview of Internal Control Guidance	5108	\$459	\$2,134	\$2,561	\$2,988	\$3,415	\$3,842	\$4,039	\$4,443	\$4,847	\$5,251	\$5,655	\$6,701	\$7,115	\$7,574	
Appropriations Law Seminar	5111	\$1,049	\$4,878	\$5,853	\$6,829	\$7,805	\$8,780	\$9,231	\$10,154	\$11,077	\$12,001	\$12,924	\$15,315	\$16,260	\$17,309	
Internal Controls: Meeting Federal Requirements for Accountability	5112	\$1,049	\$4,878	\$5,853	\$6,829	\$7,805	\$8,780	\$9,231	\$10,154	\$11,077	\$12,001	\$12,924	\$15,315	\$16,260	\$17,309	
Federal Accounting Fundamentals	5113	\$699	\$3,250	\$3,900	\$4,550	\$5,201	\$5,851	\$6,151	\$6,766	\$7,381	\$7,997	\$8,612	\$10,205	\$10,835	\$11,534	
U.S. Standard General Ledger: Practical Applications	5115	\$699	\$3,250	\$3,900	\$4,550	\$5,201	\$5,851	\$6,151	\$6,766	\$7,381	\$7,997	\$8,612	\$10,205	\$10,835	\$11,534	
Federal Financial Management Systems Requirements	5117	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174	
Budget Formulation	5118	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174	
Budget Justification: Effective Preparation and Submission	5120	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174	
Budget Execution	5122	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174	
PPBE Workshop: Defense Planning, Programming, Budgeting and Execution	5123	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174	
The Antideficiency Act	5127	\$699	\$3,250	\$3,900	\$4,550	\$5,201	\$5,851	\$6,151	\$6,766	\$7,381	\$7,997	\$8,612	\$10,205	\$10,835	\$11,534	
Financial Management of Business Operations in Government	5134	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174	
The Prompt Payment Act and Voucher Examination	5136	\$699	\$3,250	\$3,900	\$4,550	\$5,201	\$5,851	\$6,151	\$6,766	\$7,381	\$7,997	\$8,612	\$10,205	\$10,835	\$11,534	
Appropriations Law for Business Operations in Government	5147	\$699	\$3,250	\$3,900	\$4,550	\$5,201	\$5,851	\$6,151	\$6,766	\$7,381	\$7,997	\$8,612	\$10,205	\$10,835	\$11,534	
Budget Estimating Using Microsoft Excel	5155	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174	
Appropriations Law Refresher and Update	5157	\$699	\$3,250	\$3,900	\$4,550	\$5,201	\$5,851	\$6,151	\$6,766	\$7,381	\$7,997	\$8,612	\$10,205	\$10,835	\$11,534	
Program and Budget Analysis Using Microsoft Excel	5182	\$1,049	\$4,878	\$5,853	\$6,829	\$7,805	\$8,780	\$9,231	\$10,154	\$11,077	\$12,001	\$12,924	\$15,315	\$16,260	\$17,309	
Appropriations Law (two-days)	5211	\$699	\$3,250	\$3,900	\$4,550	\$5,201	\$5,851	\$6,151	\$6,766	\$7,381	\$7,997	\$8,612	\$10,205	\$10,835	\$11,534	
Preparation and Analysis of the SF 133	5233	\$699	\$3,250	\$3,900	\$4,550	\$5,201	\$5,851	\$6,151	\$6,766	\$7,381	\$7,997	\$8,612	\$10,205	\$10,835	\$11,534	
Ethical Decision-Making for Financial Managers	5249	\$439	\$2,041	\$2,450	\$2,858	\$3,266	\$3,674	\$3,863	\$4,250	\$4,636	\$5,022	\$5,408	\$6,409	\$6,805	\$7,244	

Reconciling with and Reporting to Treasury	5281	\$699	\$3,250	\$3,900	\$4,550	\$5,201	\$5,851	\$6,151	\$6,766	\$7,381	\$7,997	\$8,612	\$10,205	\$10,835	\$11,534
Appropriations Law (three-days)	5311	\$819	\$3,808	\$4,570	\$5,332	\$6,093	\$6,855	\$7,207	\$7,928	\$8,649	\$9,369	\$10,090	\$11,957	\$12,695	\$13,514
Data Analysis for Financial Managers Using Microsoft Excel	5318	\$1,049	\$4,878	\$5,853	\$6,829	\$7,805	\$8,780	\$9,231	\$10,154	\$11,077	\$12,001	\$12,924	\$15,315	\$16,260	\$17,309
Budget Analyst's Essential Guide to Formulation, Justification, and Execution	5321	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174
Financial Management of Defense Working Capital Funds	5330	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174
Applying GPRAMA to Improve Performance Effectiveness	5342	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174
Decision Support for Financial Managers	5360	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174
Cost-Benefit Analysis Using Microsoft Excel*	5405	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174
Program Evaluation For Improved Decision-Making	5421	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174
Fiscal Law in DoD	5511	\$699	\$3,250	\$3,900	\$4,550	\$5,201	\$5,851	\$6,151	\$6,766	\$7,381	\$7,997	\$8,612	\$10,205	\$10,835	\$11,534
Certified Government Auditing Professional (CGAP) Preparatory Course	5670	\$899	\$4,180	\$5,016	\$5,852	\$6,689	\$7,525	\$7,911	\$8,702	\$9,493	\$10,285	\$11,076	\$13,125	\$13,935	\$14,834
Advanced Internal Controls	5728	\$669	\$3,111	\$3,733	\$4,355	\$4,977	\$5,600	\$5,887	\$6,476	\$7,065	\$7,653	\$8,242	\$9,767	\$10,370	\$11,039
Army PPBES Workshop	5730	\$1,149	\$5,343	\$6,411	\$7,480	\$8,549	\$9,617	\$10,111	\$11,122	\$12,133	\$13,145	\$14,156	\$16,775	\$17,810	\$18,959
Contemporary Issues in Federal Financial Management	5750	\$669	\$3,111	\$3,733	\$4,355	\$4,977	\$5,600	\$5,887	\$6,476	\$7,065	\$7,653	\$8,242	\$9,767	\$10,370	\$11,039
Preparing High-Impact Audit Reports	5802	\$699	\$3,250	\$3,900	\$4,550	\$5,201	\$5,851	\$6,151	\$6,766	\$7,381	\$7,997	\$8,612	\$10,205	\$10,835	\$11,534
Intermediate Internal Controls	5808	\$669	\$3,111	\$3,733	\$4,355	\$4,977	\$5,600	\$5,887	\$6,476	\$7,065	\$7,653	\$8,242	\$9,767	\$10,370	\$11,039
Internal Control Over Financial Reporting	5812	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174
Audit Boot Camp	5820	\$1,149	\$5,343	\$6,411	\$7,480	\$8,549	\$9,617	\$10,111	\$11,122	\$12,133	\$13,145	\$14,156	\$16,775	\$17,810	\$18,959
Keeping the Audit on Track: Critical Skills for Audit Managers	5824	\$699	\$3,250	\$3,900	\$4,550	\$5,201	\$5,851	\$6,151	\$6,766	\$7,381	\$7,997	\$8,612	\$10,205	\$10,835	\$11,534
Key to Audit Success: Focus on Objectives	5825	\$699	\$3,250	\$3,900	\$4,550	\$5,201	\$5,851	\$6,151	\$6,766	\$7,381	\$7,997	\$8,612	\$10,205	\$10,835	\$11,534
Forensic Auditing: Detection and Prevention of Fraud	5830	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174
Essential Communications for the Audit Lifecycle	5840	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174
Audit Interviews: Skills for Success	5848	\$699	\$3,250	\$3,900	\$4,550	\$5,201	\$5,851	\$6,151	\$6,766	\$7,381	\$7,997	\$8,612	\$10,205	\$10,835	\$11,534
Government Financial Auditing	5855	\$699	\$3,250	\$3,900	\$4,550	\$5,201	\$5,851	\$6,151	\$6,766	\$7,381	\$7,997	\$8,612	\$10,205	\$10,835	\$11,534
Advanced Federal Government Auditing	5865	\$699	\$3,250	\$3,900	\$4,550	\$5,201	\$5,851	\$6,151	\$6,766	\$7,381	\$7,997	\$8,612	\$10,205	\$10,835	\$11,534
Auditing Fundamentals in the Federal Environment	5882	\$699	\$3,250	\$3,900	\$4,550	\$5,201	\$5,851	\$6,151	\$6,766	\$7,381	\$7,997	\$8,612	\$10,205	\$10,835	\$11,534
Federal Financial Statement Audits	5886	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174
Performance Auditing	5888	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174
Capital Asset Planning and Justification Using OMB Criteria	5890	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174
Fiscal Law	5911	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$12,541	\$13,315	\$14,174
DoD Fiscal Law Online Refresher	5913	\$419	\$1,948	\$2,338	\$2,728	\$3,117	\$3,507	\$3,687	\$4,056	\$4,425	\$4,793	\$5,162	\$6,117	\$6,495	\$6,914

* Individual student seats in open enrollment (OE) courses are available on a per order basis in lots of 5 seats or more. An order of students containing less than that amount (i.e., 1-4 students) cannot be placed under this contract.

** Orders for this number of student seats per order may be placed only for OE course deliveries. The purchase of OE seats are subject to availability as provided in Management Concepts public OE schedule. Dates and locations of course sessions may be viewed at <http://www.managementconcepts.com>. OE seats may be used in any combination of courses. Discounts will apply as described above. 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.

*** Orders for this number of student seats per order may be placed for private group customer on-site (OS) delivery only as provided at <https://www.managementconcepts.com/Training/Training-Modalities/Private-Group-Training>. For orders of OS deliveries, 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). 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 = \$600/day; 25-Max students = \$800/day; and \$1,000/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.

PROJECT MANAGEMENT AND BUSINESS ANALYSIS COURSES - PRICING and DISCOUNTS

Course Name	Course No.	Individual Student Seat Price*	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students***	Number of Students***	Number of Students***
			5	6	7	8	9	10	11	12	13	14	15-20	21-25	26-30	
Agile Acquisition	6003	\$1,349	\$6,273	\$7,527	\$8,782	\$10,037	\$11,291	\$11,871	\$13,058	\$14,245	\$15,433	\$16,620	\$10,387	\$11,467	\$11,939	
Scrum Product Owner: A Federal Approach	6004	\$1,349	\$6,273	\$7,527	\$8,782	\$10,037	\$11,291	\$11,871	\$13,058	\$14,245	\$15,433	\$16,620	\$10,387	\$11,467	\$11,939	
ScrumMaster: A Federal Approach	6005	\$1,349	\$6,273	\$7,527	\$8,782	\$10,037	\$11,291	\$11,871	\$13,058	\$14,245	\$15,433	\$16,620	\$10,387	\$11,467	\$11,939	
Transitioning to Agile: A Federal Executive Overview	6006	\$509	\$2,367	\$2,840	\$3,314	\$3,787	\$4,260	\$4,479	\$4,927	\$5,375	\$5,823	\$6,271	\$3,919	\$4,327	\$4,505	
Agile Requirements: Creating User Stories	6007	\$1,349	\$6,273	\$7,527	\$8,782	\$10,037	\$11,291	\$11,871	\$13,058	\$14,245	\$15,433	\$16,620	\$10,387	\$11,467	\$11,939	
Preparing for the Agile Certified Practitioner (PMI® - ACP™) Exam	6009	\$1,529	\$7,110	\$8,532	\$9,954	\$11,376	\$12,798	\$13,455	\$14,801	\$16,146	\$17,492	\$18,837	\$11,773	\$12,997	\$13,532	
Agile Project Management for the Federal Environment	6010	\$1,599	\$7,435	\$8,922	\$10,409	\$11,897	\$13,384	\$14,071	\$15,478	\$16,885	\$18,293	\$19,700	\$12,312	\$13,592	\$14,151	
Microsoft Project 2010: Level 1	6011	\$609	\$2,832	\$3,398	\$3,965	\$4,531	\$5,097	\$5,359	\$5,895	\$6,431	\$6,967	\$7,503	\$4,689	\$5,177	\$5,390	
Microsoft Project 2010: Level 2	6012	\$609	\$2,832	\$3,398	\$3,965	\$4,531	\$5,097	\$5,359	\$5,895	\$6,431	\$6,967	\$7,503	\$4,689	\$5,177	\$5,390	
Project Management Principles	6100	\$1,599	\$7,435	\$8,922	\$10,409	\$11,897	\$13,384	\$14,071	\$15,478	\$16,885	\$18,293	\$19,700	\$12,312	\$13,592	\$14,151	
Leadership And Communication Skills For Project Managers	6101	\$1,599	\$7,435	\$8,922	\$10,409	\$11,897	\$13,384	\$14,071	\$15,478	\$16,885	\$18,293	\$19,700	\$12,312	\$13,592	\$14,151	
Making Decisions Using Earned Value	6102	\$1,349	\$6,273	\$7,527	\$8,782	\$10,037	\$11,291	\$11,871	\$13,058	\$14,245	\$15,433	\$16,620	\$10,387	\$11,467	\$11,939	
Project Risk Management	6103	\$1,599	\$7,435	\$8,922	\$10,409	\$11,897	\$13,384	\$14,071	\$15,478	\$16,885	\$18,293	\$19,700	\$12,312	\$13,592	\$14,151	
Managing Project Quality	6105	\$1,599	\$7,435	\$8,922	\$10,409	\$11,897	\$13,384	\$14,071	\$15,478	\$16,885	\$18,293	\$19,700	\$12,312	\$13,592	\$14,151	
Project Management Simulation	6106	\$1,979	\$9,202	\$11,043	\$12,883	\$14,724	\$16,564	\$17,415	\$19,157	\$20,898	\$22,640	\$24,381	\$15,238	\$16,822	\$17,514	
IT Project Risk Management	6110	\$1,599	\$7,435	\$8,922	\$10,409	\$11,897	\$13,384	\$14,071	\$15,478	\$16,885	\$18,293	\$19,700	\$12,312	\$13,592	\$14,151	
Project Cost Estimating	6111	\$1,349	\$6,273	\$7,527	\$8,782	\$10,037	\$11,291	\$11,871	\$13,058	\$14,245	\$15,433	\$16,620	\$10,387	\$11,467	\$11,939	
Managing Multiple Projects	6124	\$1,599	\$7,435	\$8,922	\$10,409	\$11,897	\$13,384	\$14,071	\$15,478	\$16,885	\$18,293	\$19,700	\$12,312	\$13,592	\$14,151	
Procurement for Project Managers	6126	\$1,279	\$5,947	\$7,137	\$8,326	\$9,516	\$10,705	\$11,255	\$12,381	\$13,506	\$14,632	\$15,757	\$9,848	\$10,872	\$11,319	
Project Management Essentials for Non-Project Managers	6131	\$1,349	\$6,273	\$7,527	\$8,782	\$10,037	\$11,291	\$11,871	\$13,058	\$14,245	\$15,433	\$16,620	\$10,387	\$11,467	\$11,939	
Requirements Management for Project Managers	6134	\$1,599	\$7,435	\$8,922	\$10,409	\$11,897	\$13,384	\$14,071	\$15,478	\$16,885	\$18,293	\$19,700	\$12,312	\$13,592	\$14,151	
Managing Scope, Schedule, And Cost	6135	\$1,599	\$7,435	\$8,922	\$10,409	\$11,897	\$13,384	\$14,071	\$15,478	\$16,885	\$18,293	\$19,700	\$12,312	\$13,592	\$14,151	
Managing IT Projects	6136	\$1,979	\$9,202	\$11,043	\$12,883	\$14,724	\$16,564	\$17,415	\$19,157	\$20,898	\$22,640	\$24,381	\$15,238	\$16,822	\$17,514	
PMP® Exam Prep Boot Camp	6137	\$2,159	\$10,039	\$12,047	\$14,055	\$16,063	\$18,071	\$18,999	\$20,899	\$22,799	\$24,699	\$26,599	\$16,624	\$18,352	\$19,107	
Managing Complex Projects	6138	\$1,349	\$6,273	\$7,527	\$8,782	\$10,037	\$11,291	\$11,871	\$13,058	\$14,245	\$15,433	\$16,620	\$10,387	\$11,467	\$11,939	
Managing Stakeholder Expectations and Relationships	6162	\$1,349	\$6,273	\$7,527	\$8,782	\$10,037	\$11,291	\$11,871	\$13,058	\$14,245	\$15,433	\$16,620	\$10,387	\$11,467	\$11,939	

Project Management Essentials for Team Members	6181	\$1,349	\$6,273	\$7,527	\$8,782	\$10,037	\$11,291	\$11,871	\$13,058	\$14,245	\$15,433	\$16,620	\$10,387	\$11,467	\$11,939
Leading and Managing High-Performing Project Teams	6183	\$1,349	\$6,273	\$7,527	\$8,782	\$10,037	\$11,291	\$11,871	\$13,058	\$14,245	\$15,433	\$16,620	\$10,387	\$11,467	\$11,939
Assessing and Recovering Troubled Projects	6184	\$1,349	\$6,273	\$7,527	\$8,782	\$10,037	\$11,291	\$11,871	\$13,058	\$14,245	\$15,433	\$16,620	\$10,387	\$11,467	\$11,939
Strategic Portfolio and Resource Management	6187	\$1,349	\$6,273	\$7,527	\$8,782	\$10,037	\$11,291	\$11,871	\$13,058	\$14,245	\$15,433	\$16,620	\$10,387	\$11,467	\$11,939
Mission Driven Project Management: From Strategy to Action	6188	\$1,349	\$6,273	\$7,527	\$8,782	\$10,037	\$11,291	\$11,871	\$13,058	\$14,245	\$15,433	\$16,620	\$10,387	\$11,467	\$11,939
Program Management	6190	\$1,599	\$7,435	\$8,922	\$10,409	\$11,897	\$13,384	\$14,071	\$15,478	\$16,885	\$18,293	\$19,700	\$12,312	\$13,592	\$14,151
Project Management Skills for Business Analysts	6303	\$1,529	\$7,110	\$8,532	\$9,954	\$11,376	\$12,798	\$13,455	\$14,801	\$16,146	\$17,492	\$18,837	\$11,773	\$12,997	\$13,532
Facilitation Skills for Business Analysts	6304	\$1,349	\$6,273	\$7,527	\$8,782	\$10,037	\$11,291	\$11,871	\$13,058	\$14,245	\$15,433	\$16,620	\$10,387	\$11,467	\$11,939
Leadership and Communication Skills for Business Analysts	6305	\$1,599	\$7,435	\$8,922	\$10,409	\$11,897	\$13,384	\$14,071	\$15,478	\$16,885	\$18,293	\$19,700	\$12,312	\$13,592	\$14,151
Principles Of Business Analysis	6310	\$1,599	\$7,435	\$8,922	\$10,409	\$11,897	\$13,384	\$14,071	\$15,478	\$16,885	\$18,293	\$19,700	\$12,312	\$13,592	\$14,151
Crafting High-Quality Requirements	6311	\$1,599	\$7,435	\$8,922	\$10,409	\$11,897	\$13,384	\$14,071	\$15,478	\$16,885	\$18,293	\$19,700	\$12,312	\$13,592	\$14,151
Verifying and Validating the Solution	6312	\$1,599	\$7,435	\$8,922	\$10,409	\$11,897	\$13,384	\$14,071	\$15,478	\$16,885	\$18,293	\$19,700	\$12,312	\$13,592	\$14,151
Building Business Cases	6314	\$1,349	\$6,273	\$7,527	\$8,782	\$10,037	\$11,291	\$11,871	\$13,058	\$14,245	\$15,433	\$16,620	\$10,387	\$11,467	\$11,939
Agile Business Analysis	6315	\$1,599	\$7,435	\$8,922	\$10,409	\$11,897	\$13,384	\$14,071	\$15,478	\$16,885	\$18,293	\$19,700	\$12,312	\$13,592	\$14,151
Fundamentals of System Engineering	6551	\$1,599	\$7,435	\$8,922	\$10,409	\$11,897	\$13,384	\$14,071	\$15,478	\$16,885	\$18,293	\$19,700	\$12,312	\$13,592	\$14,151
Systems Requirements Analysis	6552	\$1,599	\$7,435	\$8,922	\$10,409	\$11,897	\$13,384	\$14,071	\$15,478	\$16,885	\$18,293	\$19,700	\$12,312	\$13,592	\$14,151
Systems Architecture and Concepts	6553	\$1,599	\$7,435	\$8,922	\$10,409	\$11,897	\$13,384	\$14,071	\$15,478	\$16,885	\$18,293	\$19,700	\$12,312	\$13,592	\$14,151
Systems Integration, Verification, and Validation	6554	\$1,599	\$7,435	\$8,922	\$10,409	\$11,897	\$13,384	\$14,071	\$15,478	\$16,885	\$18,293	\$19,700	\$12,312	\$13,592	\$14,151
Project Management Principles (Virtual Classroom)	6600	\$1,599	\$7,435	\$8,922	\$10,409	\$11,897	\$13,384	\$14,071	\$15,478	\$16,885	\$18,293	\$19,700	\$12,312	\$13,592	\$14,151
Leadership And Communication Skills For Project Managers (Virtual Classroom)	6601	\$1,599	\$7,435	\$8,922	\$10,409	\$11,897	\$13,384	\$14,071	\$15,478	\$16,885	\$18,293	\$19,700	\$12,312	\$13,592	\$14,151
Making Decisions Using Earned Value (Virtual Classroom)	6602	\$1,349	\$6,273	\$7,527	\$8,782	\$10,037	\$11,291	\$11,871	\$13,058	\$14,245	\$15,433	\$16,620	\$10,387	\$11,467	\$11,939
Project Risk Management (Virtual Classroom)	6603	\$1,599	\$7,435	\$8,922	\$10,409	\$11,897	\$13,384	\$14,071	\$15,478	\$16,885	\$18,293	\$19,700	\$12,312	\$13,592	\$14,151
Managing Project Quality (Virtual Classroom)	6605	\$1,599	\$7,435	\$8,922	\$10,409	\$11,897	\$13,384	\$14,071	\$15,478	\$16,885	\$18,293	\$19,700	\$12,312	\$13,592	\$14,151
Project Management Simulation (Virtual Classroom)	6606	\$1,979	\$9,202	\$11,043	\$12,883	\$14,724	\$16,564	\$17,415	\$19,157	\$20,898	\$22,640	\$24,381	\$15,238	\$16,822	\$17,514

* Individual student seats in open enrollment (OE) courses are available on a per order basis in lots of 5 seats or more. An order of students containing less than that amount (i.e., 1-4 students) cannot be placed under this contract.

** Orders for this number of student seats per order may be placed only for OE course deliveries. The purchase of OE seats are subject to availability as provided in Management Concepts public OE schedule. Dates and locations of course sessions may be viewed at <http://www.managementconcepts.com>. OE seats may be used in any combination of courses. Discounts will apply as described above. 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.

*** Orders for this number of student seats per order may be placed for private group customer on-site (OS) delivery only as provided at <https://www.managementconcepts.com/Training/Training-Modalities/Private-Group-Training>. For orders of OS deliveries, 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). 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 = \$600/day; 25-Max students = \$800/day; and \$1,000/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.

FEDERAL ACQUISITION CERTIFICATION FOR PROGRAM & PROJECT MANAGERS (FAC-P/PM): SIN 874-4 - PRICING and DISCOUNTS

Course Name	Course No.	Individual Student Seat Price*	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students***	Number of Students***	Number of Students***
			5	6	7	8	9	10	11	12	13	14	15-20	21-25	26-30	
Fundamentals of Leading Projects and Programs	6876	\$1,299	\$6,040	\$7,248	\$8,456	\$9,665	\$10,873	\$11,431	\$12,574	\$13,717	\$14,861	\$16,004	\$12,211	\$13,315	\$14,419	
Fundamentals of Business, Cost & Financial Management	6877	\$1,569	\$7,296	\$8,755	\$10,214	\$11,673	\$13,133	\$13,807	\$15,188	\$16,569	\$17,949	\$19,330	\$14,749	\$16,082	\$17,416	
Fundamentals of Contracting	6878	\$1,569	\$7,296	\$8,755	\$10,214	\$11,673	\$13,133	\$13,807	\$15,188	\$16,569	\$17,949	\$19,330	\$14,749	\$16,082	\$17,416	
Fundamentals of Project & Program Management	6879	\$1,899	\$8,830	\$10,596	\$12,362	\$14,129	\$15,895	\$16,711	\$18,382	\$20,053	\$21,725	\$23,396	\$17,851	\$19,465	\$21,079	
Applied Leadership in Projects & Programs	6886	\$1,299	\$6,040	\$7,248	\$8,456	\$9,665	\$10,873	\$11,431	\$12,574	\$13,717	\$14,861	\$16,004	\$12,211	\$13,315	\$14,419	
Applications in Business, Cost & Financial Management	6887	\$1,569	\$7,296	\$8,755	\$10,214	\$11,673	\$13,133	\$13,807	\$15,188	\$16,569	\$17,949	\$19,330	\$14,749	\$16,082	\$17,416	
Applications in Contracting	6888	\$1,569	\$7,296	\$8,755	\$10,214	\$11,673	\$13,133	\$13,807	\$15,188	\$16,569	\$17,949	\$19,330	\$14,749	\$16,082	\$17,416	
Applications in Project & Program Management	6889	\$1,899	\$8,830	\$10,596	\$12,362	\$14,129	\$15,895	\$16,711	\$18,382	\$20,053	\$21,725	\$23,396	\$17,851	\$19,465	\$21,079	
Progressive Leadership in Program Management	6891	\$1,899	\$8,830	\$10,596	\$12,362	\$14,129	\$15,895	\$16,711	\$18,382	\$20,053	\$21,725	\$23,396	\$17,851	\$19,465	\$21,079	
Progressive Business, Cost & Financial Management	6892	\$2,279	\$10,597	\$12,717	\$14,836	\$16,956	\$19,075	\$20,055	\$22,061	\$24,066	\$26,072	\$28,077	\$21,423	\$23,360	\$25,297	
Progressive Contracting Strategies for Programs	6893	\$2,279	\$10,597	\$12,717	\$14,836	\$16,956	\$19,075	\$20,055	\$22,061	\$24,066	\$26,072	\$28,077	\$21,423	\$23,360	\$25,297	
Progressive Concepts in Program Management	6894	\$2,749	\$12,783	\$15,339	\$17,896	\$20,453	\$23,009	\$24,191	\$26,610	\$29,029	\$31,449	\$33,868	\$25,841	\$28,177	\$30,514	

* Individual student seats in open enrollment (OE) courses are available on a per order basis in lots of 5 seats or more. An order of students containing less than that amount (i.e., 1-4 students) cannot be placed under this contract.

** Orders for this number of student seats per order may be placed only for OE course deliveries. The purchase of OE seats are subject to availability as provided in Management Concepts public OE schedule. Dates and locations of course sessions may be viewed at <http://www.managementconcepts.com>. OE seats may be used in any combination of courses. Discounts will apply as described above. 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.

*** Orders for this number of student seats per order may be placed for private group customer on-site (OS) delivery only as provided at <https://www.managementconcepts.com/Training/Training-Modalities/Private-Group-Training>. For orders of OS deliveries, 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). 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 = \$600/day; 25-Max students = \$800/day; and \$1,000/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.

Labor Categories, Rates, and Descriptions for Course Development and Test Administration, SIN 874-4

Labor Category	Hourly Rate*
Project Manager	\$216.09
Deputy Project Manager	\$128.62
Task Leader	\$91.14
Senior Subject Matter Expert	\$216.09
Subject Matter Expert	\$146.12
Sr. Practitioner	\$93.10
Practitioner	\$73.50
Researcher	\$58.80
Business Analyst	\$77.18
Sr. Instructional Technologist	\$117.60
Instructional Technologist	\$67.62
Sr. Instructional Designer	\$91.14
Instructional Designer	\$65.66
Senior Computer Programmer	\$164.64
Computer Programmer	\$128.63
Programmer	\$77.18
Graphic Designer	\$65.66
Graphic Artist	\$52.92
Technical Editor	\$55.86
Testing Analyst	\$87.47
Administrative Specialist	\$49.98
Administrative Assistant	\$45.08

* 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/configured course is requested by the client under this SIN, additional ODCs related to course materials, production, licensing fees and shipping may apply.

* Non-COTS classes configured/developed/delivered under SINs 874-4 and 874-8 can be delivered at the client site. Ordering entities may alternatively request that classes be delivered at Management Concepts facilities. The additional price for delivery of a course at a Management Concepts facility is: 1-24 students = \$600/day; 25-Max students = \$800/day; and \$1,000/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.

Labor Categories	Labor Category Descriptions
Project Manager	Undergraduate or graduate degree in business administration, public administration, management, or relevant technical discipline or equivalent work experience that includes leading or managing teams. Responsible for the oversight and management aspects of project development, including project budgets, delivery schedules, staff management, deliverables, contract administration and delivery of services as outlined in the contract, etc. Includes experience in highly technical fields that also may require unique professional credentials/security clearances. Experience: 7 or more years.
Deputy Project Manager	Undergraduate degree in business administration, public administration, management, or relevant technical discipline or equivalent work experience. Responsible for the oversight and management aspects of project development, including project budgets, delivery schedules, staff management, deliverables, contract administration and delivery of services as outlined in the contract, etc. Includes experience in technical fields that also may require specific professional credentials/security clearances. Experience: 3 or more years.
Task Leader	Undergraduate degree or equivalent work experience. Responsible for managing and directing specific or all elements of a project. Does not require experience in technical fields that also may require specific professional credentials/security clearances. Experience: 2 or more years.
Senior Subject Matter Expert	Graduate degree in relevant field or equivalent work experience. Provides subject matter expertise support for training, educational or professional development projects, including content review and feedback to development staff, as well as delivery of training. Subject matter expertise is in a unique domain area and/or requires unique professional credentials/security clearances. Experience: 10 or more years.
Subject Matter Expert	Undergraduate degree in relevant field or equivalent work experience. Provides subject matter expertise support for training, educational or professional development projects, including content review and feedback to development staff, as well as delivery of training. Subject matter expertise is in a technical domain area and/or requires specific professional credentials/security clearances. Experience: 10 or more years.
Senior Practitioner	Undergraduate degree in relevant field or equivalent work experience. Provides expertise required for training, educational or professional development projects, including content review and feedback to development staff, as well as delivery of training. Experience: 5 or more years.
Practitioner	Undergraduate degree in relevant field or equivalent work experience. Provides expertise required for training, educational or professional development projects, including content review and feedback to development staff, as well as delivery of training. Experience: 3 or more years.
Researcher	Undergraduate degree or equivalent work experience. Supports large specialized projects related to the individual's subject matter expertise and produces and/or reviews substantive and/or complex technical documentation reflecting detailed knowledge of technical areas as identified in the statement of work. Experience: 5 or more years.
Business Analyst	Undergraduate degree or equivalent work experience. Supports the application of assessment/training/educational material to meet organizational needs. Consults with client organizations to improve efficiency and productivity of the contracted solution. Able to conduct alternative analyses and demonstrate the relative organizational benefits and costs of different approaches to the contracted solution. Experience: 3 or more years.
Senior Instructional Technologist	Undergraduate degree or equivalent work experience. Provides expertise to support all types of technology assisted training, educational and professional development projects, including systems design, development, utilization, integration, management, evaluation and support. Experience: 7 or more years.
Instructional Technologist	Undergraduate degree or equivalent work experience. Provides expertise to support all types of technology assisted training, educational and professional development projects, including systems design, development, utilization, integration, management, evaluation and support. Experience: Up to 2 years.
Senior Instructional Designer	Undergraduate degree or equivalent work experience. Conducts training analysis, designs and develops training curricula, designs and develop multimedia/web storyboards and training, and measures and evaluates effectiveness of training. Experience: 7 or more years
Instructional Designer	Undergraduate degree or equivalent work experience. Conducts training analysis, designs and develops training curricula, designs and develop multimedia/web storyboards and training, and measures and evaluates effectiveness of training. Experience: Up to 5 years.
Senior Computer Programmer	Creates and/or maintains operating systems, communications software, database packages, compilers, assemblers, and utility programs. Modifies existing software, as well as creating special-purpose software to ensure efficiency and integrity between systems and applications. Experience: 5 or more years.

Computer Programmer	Creates and/or maintains operating systems, communications software, database packages, compilers, assemblers, and utility programs. Modifies existing software, as well as creating special-purpose software to ensure efficiency and integrity between systems and applications. Experience: Up to 5 years.
Programmer	Develops, implements, and maintains training scenarios, approaches, objectives, plans, tools, aids, curriculums using state of the art technologies related to training and behavioral studies. Experience: 1 or more year(s).
Graphic Designer	Designs and produces graphics in support of training development projects. Provides technical knowledge and expertise on computer graphics, digital photography, videography, Flash animations, etc. Experience: 3 or more years.
Graphic Artist	Designs and produces graphics in support of training development projects. Provides technical knowledge and expertise on computer graphics, digital photography, videography, Flash animations, etc. Experience: Up to 3 years.
Technical Editor	Undergraduate degree or equivalent work experience. Responsible for editing, proofreading and correcting technical documents prior to publication. Experience: Up to 3 years.
Testing Analyst	Undergraduate degree or equivalent work experience. Responsible for designing and developing assessment instruments, strategies, methodologies, and measuring instruments to meet training, educational or professional development requirements. Experience: 3 or more years.
Administrative Specialist	Provides general-purpose administrative and clerical support for project tasks. Experience: 3 or more years.
Administrative Assistant	Provides general-purpose administrative and clerical support for project tasks. Experience: Up to 3 years.

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

Course Name	Course No.	Individual Student Seat Price*	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students**	Number of Students***	Number of Students***	Number of Students***
			5	6	7	8	9	10	11	12	13	14	15-20	21-25	26-30	
CON 244: Construction Contracting	1021	\$1,169	\$5,436	\$6,523	\$7,610	\$8,697	\$9,785	\$10,287	\$11,316	\$12,345	\$13,373	\$14,402	\$14,729	\$14,905	\$15,080	
CON 243: Architect-Engineer Services Contracting	1032	\$1,169	\$5,436	\$6,523	\$7,610	\$8,697	\$9,785	\$10,287	\$11,316	\$12,345	\$13,373	\$14,402	\$14,729	\$14,905	\$15,080	
CON 100: Shaping Smart Business Arrangements (5-day)	1100	\$999	\$4,645	\$5,574	\$6,503	\$7,433	\$8,362	\$8,791	\$9,670	\$10,549	\$11,429	\$12,308	\$12,587	\$12,737	\$12,887	
CON 100: Shaping Smart Business Arrangements (4-day)	1101	\$999	\$4,645	\$5,574	\$6,503	\$7,433	\$8,362	\$8,791	\$9,670	\$10,549	\$11,429	\$12,308	\$12,587	\$12,737	\$12,887	
CON 170: Fundamentals of Cost and Price Analysis	1170	\$2,539	\$11,806	\$14,168	\$16,529	\$18,890	\$21,251	\$22,343	\$24,578	\$26,812	\$29,046	\$31,280	\$31,991	\$32,372	\$32,753	
CON 090: FAR Fundamentals	1190	\$3,369	\$15,666	\$18,799	\$21,932	\$25,065	\$28,199	\$29,647	\$32,612	\$35,577	\$38,541	\$41,506	\$42,449	\$42,955	\$43,460	
FCN 190: FAR Fundamentals	1191	\$2,539	\$11,806	\$14,168	\$16,529	\$18,890	\$21,251	\$22,343	\$24,578	\$26,812	\$29,046	\$31,280	\$31,991	\$32,372	\$32,753	
CON 200: Business Decisions for Contracting	1200	\$859	\$3,994	\$4,793	\$5,592	\$6,391	\$7,190	\$7,559	\$8,315	\$9,071	\$9,827	\$10,583	\$10,823	\$10,952	\$11,081	
CON 216: Legal Considerations In Contracting	1216	\$1,169	\$5,436	\$6,523	\$7,610	\$8,697	\$9,785	\$10,287	\$11,316	\$12,345	\$13,373	\$14,402	\$14,729	\$14,905	\$15,080	
CON 270: Intermediate Cost and Price Analysis	1270	\$2,539	\$11,806	\$14,168	\$16,529	\$18,890	\$21,251	\$22,343	\$24,578	\$26,812	\$29,046	\$31,280	\$31,991	\$32,372	\$32,753	
CON 280: Source Selection and the Administration of Service Contracts	1280	\$2,539	\$11,806	\$14,168	\$16,529	\$18,890	\$21,251	\$22,343	\$24,578	\$26,812	\$29,046	\$31,280	\$31,991	\$32,372	\$32,753	
CON 290: Contract Administration and Negotiation Techniques in a Supply Environment	1290	\$2,539	\$11,806	\$14,168	\$16,529	\$18,890	\$21,251	\$22,343	\$24,578	\$26,812	\$29,046	\$31,280	\$31,991	\$32,372	\$32,753	
CON 121: Contract Planning	1321	\$799	\$3,715	\$4,458	\$5,201	\$5,945	\$6,688	\$7,031	\$7,734	\$8,437	\$9,141	\$9,844	\$10,067	\$10,187	\$10,307	
CON 124: Contract Execution	1324	\$799	\$3,715	\$4,458	\$5,201	\$5,945	\$6,688	\$7,031	\$7,734	\$8,437	\$9,141	\$9,844	\$10,067	\$10,187	\$10,307	
CON 127: Contract Management	1327	\$799	\$3,715	\$4,458	\$5,201	\$5,945	\$6,688	\$7,031	\$7,734	\$8,437	\$9,141	\$9,844	\$10,067	\$10,187	\$10,307	
CON 360: Contracting for Decision Makers	1360	\$2,539	\$11,806	\$14,168	\$16,529	\$18,890	\$21,251	\$22,343	\$24,578	\$26,812	\$29,046	\$31,280	\$31,991	\$32,372	\$32,753	
* Individual student seats in open enrollment (OE) courses are available on a per order basis in lots of 5 seats or more. An order of students containing less than that amount (i.e., 1-4 students) cannot be placed under this contract.																
** Orders for this number of student seats per order may be placed only for OE course deliveries. The purchase of OE seats are subject to availability as provided in Management Concepts public OE schedule. Dates and locations of course sessions may be viewed at http://www.managementconcepts.com . OE seats may be used in any combination of courses. Discounts will apply as described above. 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.																
*** Orders for this number of student seats per order may be placed for private group customer on-site (OS) delivery only as provided at https://www.managementconcepts.com/Training/Training-Modalities/Private-Group-Training . For orders of OS deliveries, 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). 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 = \$600/day; 25-Max students = \$800/day; and \$1,000/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.																

Off-the-Shelf and Customizable Print, Audio, and Visual Instructional Training Devices, SIN 874-9

Product Name	Min. No. of Students	2 Students	3-10 Students	11-99 Students	100-199 Students	200-400 Students	500-999 Students	1000+ Students
Prepared Audio and Visual Instruction Material (30 minute duration)*	2	\$614	\$62	\$50	\$37	\$30	\$27	\$25

* Any customization of deliverables under SIN 874-9 will be conducted in accordance with the labor categories and rates available under SIN 874-4

