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- 10 [Special Issues in Government Contract Pricing Webinar*](#)
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- 19 [FPDS-NG: What Your Competitors Don’t Want You to Know Webinar*](#)
- 24 [Buy American Act and Trade Agreements Act: Current Law and Future Trends ** Virtual](#)
- 25 [Bid Protests: Do's and Don'ts Webinar*](#)
- 26 [Introduction to the Defense Federal Acquisition Regulation Supplement \(DFARS\) and Procedures, Guidance, and Information \(PGI\)**- Virtual](#)

October

- 1 [IT Acquisition: Everything You Need To Know** - Virtual](#)
- 3 [Contract Closeout for Contractors** - Virtual](#)
- 8 [What Every In-House Attorney Needs to Know About Government Contracting Law](#)
- 9-10 [Boot Camp for VA Schedules**](#)

October

- 16-17 [Subcontracting Under the FAR** - Virtual](#)
- 22-23 [Service Contract Labor Standards: A Practical Course to Avoid Common Mistakes**](#)
- 29-30 [Administration of Government Contracts**](#)

November

- 5-6 [Boot camp for GSA Schedules**](#)
- 7 [FPDS: A Guide to Competitive Intelligence**](#)
- 11-12 [Federal Contracting Basics**](#)
- 13-14 [FAR “Less Complicated” **](#)
- 14 [Federal Sales- Capturing and Winning Business** - Virtual](#)
- 19 [Subcontract Management, Teaming Agreements and Flowdowns Training** - Virtual](#)
- 20-21 [Advanced Contract Administration**](#)

*CSCM Webinar

**CSCM Elective or Mandatory Course

For More Information Contact:

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Become a Certified Schedules Contracts Manager



The Certified Schedules Contracts Manager (CSCM) certification is the only training program that certifies contract professionals in managing, negotiating, and complying with GSA and VA Schedule contracts.

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Course Catalog

Government Contracting Courses:

Annual Review: Hot Issues in Federal Contracting
Appropriations Law and the Antideficiency Act
Best Value Source Selection for Government
Buy American Act and Trade Agreements Act
Contract Closeout
Contract Interpretation
Contract Negotiation Strategies and Techniques
Contractor Purchasing System Review (CPSR)
Cost & Price Realism
Developing Independent Government Cost Estimate
Effective Writing for Acquisition
FAR "Less Complicated"
Federal Contract Administration
Federal Contracting Basics
Federal Contract Management
Federal Grants
FPDS: Introduction to the Federal Procurement Data System
Fundamentals of Blanket Purchase Agreements
Fundamentals of Interagency Contracting
Government Contract Law
Incurred Cost Submission
Intellectual Property Rights Under Federal Contracts and Grants
Market Research
Mid Year Update: Hot Issues in Federal Contracting
Seven Steps to Avoid a Bid Protest
Should Cost
Small Business Programs
Source Selection
Subcontracting Issues from Both the Prime and Subcontract Perspective
Task and Delivery Order Contracting
Understanding the Nonmanufacturer Rule
What Every In-House Attorney Needs to Know About Federal Contracting
Writing Statements of Work

GSA/VA Contracting Courses:

Introduction to GSA Schedules
Bootcamp for GSA Schedule Contracting
Bootcamp for VA Schedule Contracting
GSA Schedules for Government
GSA Schedule Renewals
GSA & VA Schedules Audit Issues
Master GSA Schedule Buying

Labor Law Courses:

Construction Wage Requirements
Service Contract Labor Standards for Contractors
Service Contract Labor Standards for Government
What Every Federal Contractor Needs to Know About Employment Law

FAC-C and DAWIA:

CON 090 - FAR Fundamentals
CON 100 - Shaping Smart Business Arrangements
CON 120 - Mission Focused Contracting
CON 215 - Intermediate Contracting for Mission Support
CON 280 - Source Selection & Administration of Service Contracts
CON 290 - Contract Administration and Negotiation Techniques in a Supply Environment
CON 360 - Contracting for Decision Makers
ACQ 370 - Acquisition Law

FAC-COR and DoD-COR:

Advanced COR
Contract Administration
COR Level I Certification - COR Basics
COR Level I Training - COR Refresher
COR Level II Training - COR Certification
COR 222 - Contracting Officer's Representative

Leadership HR Courses:

Change Management
Coaching and Mentoring
Coaching Skills to Improve Employee Performance
Communication Strategies
Conflict Management
Creative Problem Solving
Critical Thinking
Emotional Intelligence
Facilitation Skills
Federal Leadership
Federal Retirement
Interpersonal Skills
Introduction to Supervision
Leadership and Influence
Leadership and Management Skills for Non-Supervisors
Leadership and Management Skills for Supervisors
Leadership in a Time of Change
Negotiation Skills
Presentation Skills
Resolving Conflict
Teamwork and Team Building
Time Management
Train-the-Trainer
Workplace Diversity
Supervisor Skills



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