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- 16-17 [Subcontracting Under the FAR](#)** - *Virtual*
- 22-23 [Service Contract Labor Standards: A Practical Course to Avoid Common Mistakes](#)**
- 24 [What Every In-House Attorney Needs to Know About Government Contracting Law](#) *Virtual*
- 24 [Understanding the Federal IT Acquisition Process](#)** *Virtual*
- 29-30 [Administration of Government Contracts](#)** - *Virtual*
- 31 [Contract Closeout for Contractors](#)** - *Virtual*

NOVEMBER

- 5-6 [Boot Camp for GSA Schedules](#)**
- 6 [CPARS: What Every Contractor Needs To Know](#)* *Virtual*
- 7 [FPDS: A Guide to Competitive Intelligence](#)**
- 13 [Introduction to the Defense Federal Acquisition Regulation Supplement \(DFARS\) and Procedures, Guidance, and Information \(PGI\)](#) * *Virtual*
- 14 [Subcontract Management, Teaming Agreements and Flowdowns Training](#)** - *Virtual*

*CSCM Webinar

**CSCM Elective or Mandatory Course

NOVEMBER

- 18-19 [Federal Contracting Basics](#)**
- 20-21 [FAR "Less Complicated"](#) **

ON-DEMAND PLAYBACK RECORDINGS

- \$99 [Accounting Compliance for Government Contractors-Navigating the Differences](#)*
- \$99 [Anatomy of a FOIA Request](#)*
- \$99 [Bid Protests: Do's and Don'ts](#) *
- \$99 [Are you "Flowing" FAR and DFARS](#) *
- \$99 [FPDS-NG: What Your Competitors Don't Want You to Know](#) *
- \$99 [Intellectual Property Issues in Government Contracts and Grants](#)*
- \$395 [Issues in Subcontracts and Teaming Agreements](#)**
- \$99 [Special Issues in Government Contract Pricing Webinar](#)*
- \$99 [Teaming Agreements: Do's and Don'ts](#)*
- \$395 [Working with the FAR: An Introduction to the Regulatory System Governing Federal Procurement](#)**
- \$99 [Understand How Government Agencies order under GSA/VA Schedules](#)*

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



Centre is a GSA Schedule Holder: GS-10F-00400S