

# Course Description

## Government Contracting and Procurement AMS190

21 Professional Development Units  
21 Education Hours

### Overview

This course presents a linked set of guidelines that explain the Government's requirements for setting up and managing the interfaces between the government and contractors in the various aspects of projects and programs. In most cases, the interfaces are those between the public sector and the private sector. The course applies to the procurement of goods and services and provides non-contracting personnel with the knowledge of federal contracting and procurement processes.

Government Contracting and Procurement is also a key reference for providers to government and others with an interest in the Government's objectives and processes. It extends and interprets the Government's broader policies for procurement and complements the President's Management Agenda to facilitate government agencies to decide on the assets they require to support their service delivery strategies.

### Learning Objectives

- Conduct a make-or-buy analysis
- Apply up to date financial decision methods
- Prepare a procurement management plan
- Recommend specific contract types
- Use outsourcing effectively
- Establish a partnering program
- Perform a successful evaluation
- Work effectively in contract negotiation
- Manage seller performance
- Recognize what must be done for contract closeout
- Develop lessons learned

### Format

This course is highly interactive and how-to oriented. Discussion of concepts and principles is followed by hands-on exercises. The emphasis is on the practical application and adaptation of selected tools and processes.

### Duration

Three days

### Who Should Attend

Government personnel would benefit from taking this course.

