On-Line
Government Contracting Training
Late March 2014

How it works
Just like a class you'd attend in person, courses are taught by a live instructor on a scheduled day and time. The Web-enabled Instructor-Led training experience has much in common with the classroom equivalent. Students:

- Receive course materials in advance
- Participate in real time using a broadband connection
- Interact directly with the instructor and their peers

From your computer, you'll link to an instructor in a live, real-time, interactive learning experience. You'll become part of a virtual classroom where you can ask questions, seek guidance and participate in class discussions and small group exercises.

- **Capture Management**
  March 17, 2014
  1:00—4:00 pm EST

- **Construction Contracting**
  March 18, 2014
  1:00—5:00 pm EST

- **Developing and Managing Contractor Teams**
  March 19, 2014
  1:00—3:00 pm EST

- **Audits and Accounting Systems**
  March 20, 2014
  1:00—5:00 pm EST

- **Introduction to Construction Project Management**
  March 24, 2014
  1:00—5:00 pm EST

- **Government Contract Negotiations**
  March 25, 2014
  1:00—5:00 pm EST

- **Facilities Clearances**
  March 26, 2014
  1:00—2:00 pm EST

- **Understanding RFPs**
  March 27, 2014
  1:00—2:00 pm EST

- **How to Qualify for the GSA Schedule**
  March 27, 2014
  3:00—4:30 pm EST

- **Developing Technical and Past Performance Volumes in Response to RFPs**
  March 31, 2014
  1:00—4:00 pm EST

For Course Details and to Register:

There is no cost for 7(j) eligible businesses.
Workshop information: Phyllis Embree or Chris Strudthoff, sbaworkshops@stoverteam.com (770) 423-9888. To find your local SBA Office, visit: [www.sba.gov/sba-direct](http://www.sba.gov/sba-direct)