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# LA JOLLA GOVERNMENT CONTRACT CONFERENCE

May 7–11, 2012

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# INTENSIFY YOUR TRAINING IN GOVERNMENT CONTRACTING

KNOW THE RULES  
STAY CURRENT  
GET COMPLIANT  
EXPAND YOUR NETWORK  
BUILD NEW SKILLS  
PREPARE FOR SUCCESS

## A PRACTICAL GUIDE TO THE INCURRED COST SUBMISSION (ICS)

The workshop provides a detailed, step-by-step guide to the preparation and development of the Incurred Cost Submission (ICS).

**May 7–8 \$1,125**

**Faculty** *Chad T. Braley*

CLP 11, CPE 13, CLE 11

## BASICS OF GOVERNMENT CONTRACTING

Review the entire federal procurement process from start to finish in a comprehensive, practical course that emphasizes the impact of the Acquisition Streamlining Statutes and implementing regulations on procurement activities.

**May 7–9 \$1,135**

**Faculty** *Michael A. Killham*

CLP 17, CPE 19, CLE 16.5

## CHANGES AND EQUITABLE ADJUSTMENTS IN GOVERNMENT CONTRACTS

Spend two days with a leading authority on government procurement, Professor Ralph C. Nash, Jr., on this core course as you work through the definitive course book on the subject.

**May 9–10 \$1,055**

**Faculty** *Ralph C. Nash, Jr.*

CLP 11, CPE 13, CLE 11

## CONCENTRATED COURSE IN GOVERNMENT CONTRACTS

Anyone involved with government contracting will benefit from this unique, intense course that blankets the spectrum of practical topics, from contracting techniques to claims and disputes, and includes interactive exercises.

**May 7–10 \$1,280**

**Faculty** *Jack Friery, Jonathan H. Kosarin*

CLP 22, CPE 26, CLE 22



### HOW YOUR TEAM CAN SAVE

Sign up three or more employees from the same organization for the same course and get \$200 off each seminar fee. To qualify, call **1.888.494.3696**.

## DCAA CONTRACTOR BUSINESS SYSTEMS AND INTERNAL CONTROLS

Learn approaches to achieving, maintaining, and documenting internal business system controls and behaviors to comply with government contract requirements and sound business practices.

**May 9–10 \$1,055**

**Faculty** *Ki Capitano*

CLP 9, CPE 10.5, CLE 8.75

## FAR WORKSHOP

Spend two days focusing on how to understand and use the Federal Acquisition Regulation (FAR) in your daily contracting activities, including in-depth analysis of the FAR system, the key contract clauses, and contract forms.

**May 10–11 \$1,055**

**Faculty** *Steven N. Tomanelli*

CLP 11, CPE 13, CLE 11

## GOVERNMENT CONTRACT ACCOUNTING

Gain a solid, practical understanding of government contract accounting by learning about general accounting concepts related to government contracting, along with cost principles, cost accounting standards, accounting for claims, special accounting problems, and profit.

**May 9–10 \$1,055**

**Faculty** *Deborah E. Nixon*

CLP 11, CPE 13, CLE 11

### NEW IN 2012!

## GOVERNMENT CONTRACT PURCHASING AND SUBCONTRACTING

Gain a basic understanding of subcontracting, including the flow of the subcontract acquisition process, types of procurements and contracts, and how and when to perform a document price analysis and cost analysis.

**May 7–8 \$1,055**

**Faculty** *Ki Capitano*

CLP 11, CPE 13, CLE 11

## ITAR COMPLIANCE: DISCLOSURE AND AUDITS

In this participative workshop, a hypothetical case study will help you identify best practices to develop and improve your internal compliance audit strategies and procedures.

**May 10–11 \$1,055**

**Faculty** *Jack Hayes, Andrew D. Irwin, Meredith Rathbone, Robert Vander Lugt*

CLP 11, CPE 13, CLE 11

## LEGAL ETHICS FOR ATTORNEYS

This comprehensive, interactive seminar covers topics of interest to lawyers in all fields of practice and jurisdictions—an opportunity for collegial reflection that also satisfies CLE ethics requirements.

**May 9 \$125** *This is an after-hours session from 3 to 5 p.m.*

**Faculty** *Kenneth J. Allen*

CLP 2, CPE 2, CLE 2

## ORGANIZATIONAL CONFLICTS OF INTEREST (OCI)

Designed for contractors, their legal counsel, and government agency procurement officials, this course will provide an in-depth analysis of OCI theory and practice to maximize business opportunities, avoid wasting bid and proposal resources, and show how agencies can identify and resolve OCIs.

**May 10 \$615**

**Faculty** *Fred W. Geldon*

CLP, CPE, and CLE credits available

## RIGHTS IN TECHNICAL DATA AND COMPUTER SOFTWARE

This specialized program provides the most practical information possible on computer software, patents, and technical data rights from the perspectives of both the government and contractors.

**May 8–9 \$1,055**

**Faculty** *W. Jay DeVecchio, Louis D. Victorino*

CLP 8, CPE 9, CLE 8.25

## THE FISCAL LAW OF GOVERNMENT CONTRACTING

This program will cover the budgetary process and its progressive stages, including agency authority and obligations, fund commitments, congressional limitations on appropriated funds, and violations to avoid.

**May 10–11 \$1,055**

**Faculty** *Kenneth J. Allen*

CLP 11, CPE 11, CLE 11

## THE MASTERS INSTITUTE IN GOVERNMENT CONTRACT COSTS

A capstone course on costs that features updates on critical cost and Cost Accounting Standards (CAS) issues. Includes board and court decisions, Federal Acquisition Regulation (FAR) developments, and cost principles.

**May 8–10 \$1,435**

**Faculty** *Terry L. Albertson, Stephen D. Knight, Karen L. Manos, Louis I. Rosen, Michael E. Steen, James W. Thomas*

CLP 17, CPE 19, CLE 16.5

## THE MASTERS INSTITUTE IN GOVERNMENT CONTRACTING

Learn from an exceptional faculty in a unique presentation that examines critical issues, developments, and standards for experienced procurement professionals.

**May 7–11 \$1,545**

**Faculty** *W. Jay DeVecchio, W. Stanfield Johnson, Ralph C. Nash, Jr., Christopher B. Pockney, Louis I. Rosen, Timothy Sullivan*

CLP 26, CPE 30, CLE 25.25

*Tax is not included in course fees.*

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# HOTEL ACCOMMODATIONS

## JOIN US AT THE HYATT REGENCY LA JOLLA AT AVENTINE

Call **1.800.233.1234** and reference "Federal Publications" to receive the group rate of \$189/night plus taxes. The cut-off date for guest room reservations is April 16, 2012. Rooms are subject to availability.

### Guest rooms at the government per diem

Please note that we have also reserved a limited number of guest rooms at the government per diem rate. These rooms are limited to one attendee per qualifying company. Please call Michelle Penney of the Hyatt Regency La Jolla at 858.552.1234 x2204 and reference the "Federal Publications Government Room Block" to get this special rate. The cut-off date for guest room reservations is April 16, 2012. You will be required to present a valid government ID at check-in. As an added benefit, we are offering \$5 off overnight and daily self-parking rates at the Hyatt.

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# ACCREDITATION

## CONTINUING EDUCATION CREDIT

Certificates of Completion will be provided to all seminar participants who attended Federal Publications Seminars courses and seminars following the event upon request.

## CLP: CONTINUOUS LEARNING POINTS

Defense Acquisition Workforce members must acquire 80 Continuous Learning Points (CLP) every two years from the date of entry into the acquisition workforce for as long as the member remains in an acquisition position per DoD Instruction 5000.66. Members are encouraged to set a goal of achieving 40 CLPs within any 12-month period. FAC-C, FAC-COTR, or FAC-P/PM certified acquisition professionals must also accumulate CLPs every two years (number varies by certification). Federal Publications Seminars will provide participants with appropriate documentation of the points awarded for completing the event.

## **NCMA: CONTRACT MANAGER CERTIFICATION**

All Federal Publications Seminars courses are designed to meet the course requirements of the National Contract Management Association's certification programs. Federal Publications Seminars is a proud sponsor of the NCMA Contract Management Learning Center. For more information, call us at 1.800.344.8096 or visit [www.ncmahq.org](http://www.ncmahq.org).



## CPE: CONTINUING PROFESSIONAL EDUCATION

We are registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Address complaints regarding registered sponsors to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, Tennessee 37219-2417, or by visiting [www.nasba.org](http://www.nasba.org).

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