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CONTRACTING

**HILTON HEAD GOVERNMENT  
CONTRACT CONFERENCE**

The Westin Hilton Head Island  
Hilton Head, South Carolina  
July 12-16, 2010

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**NETWORK WITH PEERS  
AT THIS PREMIER EVENT**



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# NETWORK WITH CONTRACT PROFESSIONALS AS YOU LEARN FROM DISTINGUISHED FACULTY

JOIN US FOR THIS WEEKLONG IMMERSION IN GOVERNMENT CONTRACTING

July 12-14

CLE 16.5  
CPE 19

## BASICS OF GOVERNMENT CONTRACTING

This comprehensive review of the federal procurement process emphasizes the keys to success in today's contract world. The program covers wide ground in clear, concise terms you can swiftly apply to your work and highlights the impact of the Acquisition Streamlining Statutes and the implementing regulations on procurement activities. Newcomers to government contracting, specialists working in limited areas of procurement, and seasoned veterans will find this program equally valuable.

July 12-15

CLE 22  
CPE 26

## CONCENTRATED COURSE IN GOVERNMENT CONTRACTS

Anyone involved with government contracting will benefit from this unique, intense course that blankets the spectrum of practical topics. Designed for intermediate to advanced students, this learning and refresher program covers contract formation and contract administration issues emphasizing competition, commercial items, bid protests, changes, equitable adjustments, claims and disputes.

July 12-13

CLE 8.75  
CPE 10.5

## DCAA CONTRACTOR BUSINESS SYSTEMS AND INTERNAL CONTROLS

This comprehensive two-day seminar consists of an examination of the characteristics of adequate business systems relevant to compliant accounting and management systems required for government contracts. The instruction provides recommended approaches to achieving, maintaining, and documenting internal business system controls and behaviors to comply with government contract requirements, as well as sound business practices.

July 15-16

CLE 11  
CPE 13

## FAR WORKSHOP

Two concentrated days on understanding and using the Federal Acquisition Regulation (FAR), including an in-depth analysis of the FAR system, key contract clauses, and contract forms. Provides concentrated coverage of the FAR for new users and advanced treatment of specific issues for contract veterans. Practical exercises will demonstrate how to work with the FAR and apply it to virtually any acquisition situation. The FAR provides considerable flexibility in many aspects of federal procurement. Often, however, buyers and sellers are unfamiliar with the range of discretion. This course spells out which sections of the FAR are mandatory and which allow parties to structure the contract to fit the situation.

July 13-14

CLE 11  
CPE 13

## GOVERNMENT CONTRACT ACCOUNTING

Accounting in government contracting has its own unique rules, regulations, standards, and hurdles. The subject can be mystifying to accountants and contract professionals who do not concentrate in this field. This course clears up the mystery, exploring both general accounting concepts as they relate to government contracting and the specifics of cost principles, cost accounting standards, accounting for claims, special accounting problems, and profit. Ideal for both accountants and non-accountants.

July 15-16

CLE 11  
CPE 13

## ITAR COMPLIANCE AND AUDITS

ITAR compliance is a business imperative for companies in the defense industry and anyone involved in export. In this participative workshop, a hypothetical case study lays out the factual background to facilitate the discussion. A fictional company has found a potential export violation and must make immediate decisions to ensure compliance with the regulations. Participants discuss and analyze the case, identifying the best practices for improving their own internal compliance audit procedures.

"The Master's Institute was a great class. The presentations were top-notch and the topics covered were appropriate for all of the audience members. The instructors were extremely knowledgeable and their presentations skills were superb. They gave many practical examples and generated very valuable discussions."

K. Cozzens, U.S. Veterans Affairs

July 14

CLE 2  
CPE 2

## LEGAL ETHICS FOR ATTORNEYS

This comprehensive course on legal ethics is designed for lawyers in all practice areas and jurisdictions. Coverage includes the concept of legal ethics and its evolution and present legal foundations in state rule-making authorities; ABA Model Rule 1.6 on Confidentiality; a comparison of typical state rules; a comparison of the professional duty of confidentiality to the closely related topics of the attorney-client privilege and the work product doctrine; and a review exercise, intended to evoke a lively exchange of opinions.

July 13-14

CLE 8.25  
CPE 9

## LICENSING SOFTWARE AND TECHNOLOGY TO THE FEDERAL GOVERNMENT

The regulations and contract clauses pertaining to the government's rights in licensing software differ greatly from those in commercial transactions and have changed significantly. This special course offers clear, authoritative analysis on software licensing, answering vital questions and interpreting new regulations. Topics include contractor rights and product protection, types of licensing rights and methods for writing them, warning signals to watch for in solicitations, protection of proprietary source code, and much more.

July 13-15

CLE 16.5  
CPE 19

## THE MASTERS INSTITUTE IN CONSTRUCTION CONTRACTING

Concentrating on advanced construction issues, the Institute analyzes the unique problems, practices, rights, remedies, disputes, claims, and other demands faced by today's construction professionals — all presented from the specialized perspectives of owners, primes, contractors, subcontractors, legal advisors, and others. Six leading national authorities on construction contracting lead this program, which is designed for experienced construction professionals.

**July 13-15**

**CLE 16.5  
CPE 19**

## THE MASTERS INSTITUTE IN GOVERNMENT CONTRACT COSTS

This advanced course on government contract costs has been fully updated for this year's presentation with updates on critical cost issues. New developments are covered first, followed by a discussion of current trends and initiatives in auditing. FAR issues, including allowability and allocability, are analyzed along with cost principles and cost account standards. Also examined are pension cost issues, merger and acquisition issues, the impact of organizational changes, and cost accounting practices.

**July 12-16**

**CLE 25.25  
CPE 30**

## THE MASTERS INSTITUTE IN GOVERNMENT CONTRACTING

Every year since 1972, we have offered this specially conceived, advanced program in government contracting, and many of our graduates return year after year. The foundation of the Institute is its exceptional faculty, five professionals who are yours for five days. These individuals will not "teach" you government procurement. Rather, they will take you beyond, delving into areas which have not been fully explored; considering problems to which there may be no immediate, definite answers; proposing strategies than can directly affect your activities. The Institute is designed for government contract professionals who are already well experienced in procurement. Through lecture, case studies, discussion, individual questioning, and your in-depth association with other attendees, you'll find the Institute an exhilarating experience.



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- BASICS OF GOVERNMENT CONTRACTING**  
July 12-14 \$995
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- NEW!**
- DCAA CONTRACTOR BUSINESS SYSTEMS AND INTERNAL CONTROLS**  
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- FAR WORKSHOP**  
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- GOVERNMENT CONTRACT ACCOUNTING**  
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Photo courtesy of The Westin Hilton Head Island Resort & Spa

## THE WESTIN HILTON HEAD ISLAND

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