



GENERAL SERVICES ADMINISTRATION
Federal Supply Service
Authorized Federal Supply Schedule Price List

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The INTERNET address GSA Advantage! is: GSAAvantage.gov.

Professional Service Schedule

STANDARD INDUSTRY GROUP: 00CORP

SERVICE CODE: R499

Contract number: 47QREA18D000F

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov.

Contract period: March 2, 2018 through March 1, 2023

Government Training LLC
1035 Greenwillow Drive
Saint Marys, GA 31558-4147
DUNS: 964290881 CAGE Code: 5RGM5
Don W Dickson, VP
don.dickson@governmenttraininginc.com
P: 301-455-5633 F: 941-870-9651

Contractor's internet address/web site where schedule information can be found: www.governmenttraininginc.com

Business size: Small

1a. Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s).

874-4: Training Services:Instructor Led Training, Web Based Training and Education Courses, Course Development and Test Administration, Learning Management, Internships
100-01: Introduction of New Services

1b. Identification of the lowest priced model number and lowest unit price: See attached pricing..

1c. Labor Category Descriptions

Project/Program Executive

Undergraduate degree in business administration, public administration, management, or relevant technical discipline (or equivalent work experience). At least 12 years of work experience in consulting, operational management, strategic planning or performance improvement as a principal executive or senior manager. Maintains business relationships with senior-most client executives and managers. Responsible for substantive management of large projects or projects with a high degree of complexity. Oversees quality review of projects, development of methodologies and standards, and monitoring project team performance.

Project/Program Manager

Undergraduate degree in business administration, public administration, management, or relevant technical discipline (or equivalent work experience). At least 7 years of work experience in management, business improvement consulting, organizational development, operational management, strategic planning or performance improvement. Responsible for leading small or medium sized engagements including project planning and control, task scheduling and management, oversight of deliverable production, and project quality review. Oversees administrative functions including adherence to contract terms and conditions, progress reporting and project financial management.

Subject Matter Expert SME Level 3

Advanced degree in human resource development, organizational behavior, business administration, public administration, management, or relevant technical discipline (or equivalent work experience). At least 15 years of work experience working with individuals and teams at senior management and executive levels to support leadership



excellence, performance improvement, organizational development and related management objectives. Consults with client executives on the most critical substantive components of projects in areas such as organizational design, business process reengineering and related disciplines. Coaches and facilitates in skill areas such as leadership development, change management, strategic thinking, and developing high performance teams. Encourages behavioral change that allows individual and teams to have greater leadership impact on the successful performance of their organizations.

Subject Matter Expert SME Level 2

Advanced degree in management, finance, business administration, organizational development, public administration or other relevant field of study (or equivalent experience). At least 8 years of work experience in the field of discipline relevant to the client's work requirement. Provides the highest level of subject matter expertise in the business of government including financial management, acquisition and contracting, grants management, program and project management, program development, or similar disciplines. Demonstrates superior communications skills in both written and verbal presentations.

Subject Matter Expert SME Level 1

Advanced degree in management, finance, business administration, organizational development, public administration or other relevant field of study (or equivalent experience). 4-8 years work experience in the field of discipline relevant to the client's work requirement. Provides substantive expertise in the business of government including financial management, acquisition and contracting, grants management, program and project management, program development, or similar disciplines. Demonstrates strong communication skills, both written and verbal.

Business Analyst 3

Undergraduate degree with at least 7 years work experience as a business analyst in public or private sector organizations, or consulting to those organizations. Has demonstrated expertise in one or more of the following disciplines: strategic planning and analysis, organizational analysis and design, change management, program/project management, performance measurement, business process improvement/redesign, business systems requirements analysis and design, learning program development and delivery, and facilitation services design and delivery. Has experience managing medium to large teams, takes responsibility for work product delivery and quality. Demonstrates exceptional technical writing and presentation skills.

Business Analyst 2

Undergraduate degree with 3-7 years work experience as a business analyst. Has demonstrated expertise in one or more of the following disciplines: strategic planning and analysis, organizational analysis and design, change management, program/project management, performance measurement, business process improvement/redesign, business systems requirements analysis and design, learning program development and delivery, or facilitation services design and delivery. Has experience managing small to medium teams, takes responsibility for work product delivery and quality. Demonstrates strong technical writing and presentation skills.

Business Analyst 1

Undergraduate degree with 0-3 years work experience as a business analyst. Performs information gathering, analysis, and deliverable preparation under the direction of his/her immediate supervisor. Demonstrates good technical writing and verbal communication skills.

Graphic and Layout Designer

High school diploma with at least three years of work experience in graphics design, desktop publishing, and administrative software applications. Develops presentation standards for all work products. Manages the production of specialized work products including workbooks, training manuals, and automated presentation media.

Administrative Assistant 3

High School diploma with at least five years of work experience. Has formal training in word processing, spreadsheet, presentation software and related administrative tools. Provides general support to the project team including data input, word processing, copy and reproduction, proofreading and related administrative tasks as assigned.

Administrative Assistant 2

High School diploma with at least thrr years of work experience. Has formal training in word processing, spreadsheet, presentation software and related administrative tools. Provides general support to the project team including data input, word processing, copy and reproduction, proofreading and related administrative tasks as assigned.

Administrative Assistant 1

High School diploma with at least one year of work experience. Has formal training in word processing, spreadsheet,



presentation software and related administrative tools. Provides general support to the project team including data input, word processing, copy and reproduction, proofreading and related administrative tasks as assigned.

Copy Editor

Prepare, rewrite and edit copy to improve readability, or supervise others who do this work. Read copy or proof to detect and correct errors in spelling, punctuation, and syntax. Allocate print space for story text, photos, and illustrations according to space parameters and copy significance, using knowledge of layout principles. Plan the contents of publications according to the publication's style, editorial policy, and publishing requirements. Verify facts, dates, and statistics, using standard reference sources. Review and approve proofs submitted by composing room prior to publication production

Editor

Prepare, rewrite and edit copy to improve readability, or supervise others who do this work. Read copy or proof to detect and correct errors in spelling, punctuation, and syntax. Allocate print space for story text, photos, and illustrations according to space parameters and copy significance, using knowledge of layout principles. Plan the contents of publications according to the publication's style, editorial policy, and publishing requirements. Verify facts, dates, and statistics, using standard reference sources. Review and approve proofs submitted by composing room prior to publication production

2. Maximum order. \$1,000,000

3. Minimum order. \$100.00

4. Geographic coverage. 50 United States; District of Columbia; Puerto Rico

5. Point(s) of production.

1035 Greenwillow Drive
Saint Marys, GA 31558-4147

6. Discount from list prices or statement of net price. Net prices set forth in pricing tables.

7. Quantity discounts.

Labor (Services) Categories:

an additional volume discount of 1% off all orders are at or above \$100K.

Training:

an additional volume discount of 4.00% off all orders are at or above \$50,000,

an additional volume discount of 5.00% off for all orders are at or above \$100,000,

an additional volume discount of 6.00% off for all orders are at or above \$200,000,

an additional volume discount of 7.00% off for all orders are at or above \$400,000,

an additional volume discount of 8.00% off for all orders are at or above \$500,000,

an additional volume discount of 9.00% off for all orders are at or above \$900,000 and above.

8. Prompt payment terms.

0.50%-10 Days,

1.00%-20 Days

Net 30

9a. Government purchase cards are accepted at or below the micro-purchase threshold.

9b. Government purchase cards are accepted above the micro-purchase threshold.

10. Foreign items (list items by country of origin). None

11a. Time of delivery. (Contractor insert number of days.) As negotiated with ordering activity.

11b. Expedited Delivery. As negotiated with ordering activity.

11c. Overnight and 2-day delivery. As negotiated with ordering activity.

11d. Urgent Requirements. As negotiated with ordering activity.



12. F.O.B. point(s). Destination

13a. Ordering address
1035 Greenwillow Drive
Saint Marys, GA 31558-4147

13b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3.

14. Payment address
1035 Greenwillow Drive
Saint Marys, GA 31558-4147

15. Warranty provision. None

16. Export packing charges, if applicable. Not applicable.

17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level).
None

18. Terms and conditions of rental, maintenance, and repair (if applicable). Not applicable.

19. Terms and conditions of installation (if applicable). Not applicable.

20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable). Not applicable.

20a. Terms and conditions for any other services (if applicable). Not applicable.

21. List of service and distribution points (if applicable). Not applicable.

22. List of participating dealers (if applicable). Not applicable.

23. Preventive maintenance (if applicable). Not applicable.

24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants). Not applicable.

24b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location.) The EIT standards can be found at: www.Section508.gov/. www.governmenttraininginc.com

25. Data Universal Number System (DUNS) number. 964290881

26. Contractor is current at www.sam.gov.

Services Pricing

TITLE	GSA RATE
Project Executive	\$174.84
Project Manager	\$122.47
Subject Matter Expert 3	\$181.93
Subject Matter Expert 2	\$151.76
Subject Matter Expert 1	\$113.60
Business Analyst 3	\$102.95
Business Analyst 2	\$81.65
Business Analyst 1	\$64.79
Graphic and Layout Designer	\$47.04
Administrative Assistant 3	\$50.59
Administrative Assistant 2	\$43.49
Administrative Assistant 1	\$39.05
Copy Editor	\$39.94
Editor	\$85.20

Training Pricing – Open Enrollment/Contractor's Site

Course Title	Course Length (Days)	Unit of Issue	GSA Rate (including IFF)
Contracting and Acquisition Classroom Training			
Developing the Professional Acquisition Manager - 1 Day	1	Per Person	\$ 327.46
Developing the Professional Acquisition Manager - 2 Day	2	Per Person	\$ 654.91
Developing the Professional Acquisition Manager - 3 Day	3	Per Person	\$ 982.37
Developing the Professional Acquisition Manager - 4 Day	4	Per Person	\$ 1,309.82
Developing the Professional Acquisition Manager - 5 Day	5	Per Person	\$ 1,637.28
Federal Appropriations Law*InDepth™ - 8 Hours	1	Per Person	\$ 327.46
Federal Appropriations Law*InDepth™ - 16 Hours	2	Per Person	\$ 654.91
Contracting Officers Representative (COR) 1 day Managers Update	1	Per Person	\$ 327.46
Contracting Officers Representative (COR) 2 day Refresher	2	Per Person	\$ 654.91
Federal Contracting Basics for IG Investigators Auditors - 40 hours	5	Per Person	\$ 1,637.28
Overview of Federal Government Contracting - 3 Days	3	Per Person	\$ 982.37
Source Selection for Contracting & PM Staff	5	Per Person	\$ 1,637.28
Training for Inspector Generals, Auditors, Investigators			
Federal Appropriations Law for IG's, Investigators and Auditors	5	Per Person	\$ 1,637.28
Post-award Contract Administration for IG's, Investigators and Auditors	5	Per Person	\$ 1,637.28
Contract Pricing Considerations for IG's, Investigators and Auditors	5	Per Person	\$ 1,637.28
Source Selection Considerations for IG's, Investigators and Auditors	5	Per Person	\$ 1,637.28
International Contracting for IG's, Investigators and Auditors	5	Per Person	\$ 1,637.28
Contract FRAUD Prevention & Detection for IGs, Auditors and Investigators - 5 days - 40 hours	5	Per Person	\$ 1,637.28
Auditing and Investigating Service Contracts - Five Step Process - Where to Start - What to Look For - 3 days - 24 hours	5	Per Person	\$ 1,637.28
Auditing and Investigating R&D Contracts - Five Step Process - Where to Start - What to Look For - 3 days - 24 hours	5	Per Person	\$ 1,637.28
Auditing and Investigating a Major Systems Contract - Where to Start based on Contract Phase - What to Look For - 5 days - 40 hours	5	Per Person	\$ 1,637.28
Agency Business Management Training			
Developing the Professional Agency Business Manager - 1 Day	1	Per Person	\$ 327.46
Developing the Professional Agency Business Manager - 2 Day	2	Per Person	\$ 654.91
Developing the Professional Agency Business Manager - 3 Day	3	Per Person	\$ 982.37
Developing the Professional Agency Business Manager - 4 Day	4	Per Person	\$ 1,309.82
Developing the Professional Agency Business Manager - 5	5	Per Person	\$ 1,637.28

Day			
Budget Strategies in a Downsizing Environment - 3 days	3	Per Person	\$ 982.37
Budget Reviews: Presenting and Defending a Budget Request - 2 days	2	Per Person	\$ 654.91
Intro to the Federal Budget - Budget Basics Training Workshop - 2 days	2	Per Person	\$ 654.91
Organizing, Packaging, and Delivering Effective Presentations - 2 days	2	Per Person	\$ 654.91
Applying Entrepreneurial Leadership to Government Organizations	2	Per Person	\$ 654.91
Reengineering the Government Organization	2	Per Person	\$ 654.91
Strategic Planning for Organizations	2	Per Person	\$ 654.91
Training Support to Agency HR Departments			
Developing the HR Professional Manager - 1 Day	1	Per Person	\$ 327.46
Developing the HR Professional Manager - 2 Day	2	Per Person	\$ 654.91
Developing the HR Professional Manager - 3 Day	3	Per Person	\$ 982.37
Developing the HR Professional Manager - 4 Day	4	Per Person	\$ 1,309.82
Developing the HR Professional Manager - 5 Day	5	Per Person	\$ 1,637.28
Advanced Pay Setting - 2 days	2	Per Person	\$ 654.91
Basic Staffing - 3 days	3	Per Person	\$ 982.37
Basic Pay Setting - 2 days	2	Per Person	\$ 654.91
Federal Position Management - 2 days	2	Per Person	\$ 654.91
HR Flexibilities - 2 days	2	Per Person	\$ 654.91
Managing 21st Century Workforce: How to Manage Teleworkers - 2 days	2	Per Person	\$ 654.91
Moving the Organization to A Culture of Diversity - 2 days	2	Per Person	\$ 654.91
Processing Personnel Actions - 4 days	4	Per Person	\$ 1,309.82
Roles and Expectations of Managers and Supervisors - 1 day	1	Per Person	\$ 327.46
Performance Appraisal Magic: Transforming Ho-Hum Performers into Top Talent - 2 days	2	Per Person	\$ 654.91
Strategic Recruitment - 1 day	1	Per Person	\$ 327.46
So, You Want to Be Promoted: Excelling as a Public Sector Manager - 2 days	2	Per Person	\$ 654.91
Qualification Job Analysis KSA Examining - 3 days	3	Per Person	\$ 982.37
Position Classification Fundamentals (4 Days)	4	Per Person	\$ 1,309.82
Position Classification (9 days)	9	Per Person	\$ 2,947.10
Advanced Pay Setting	2	Per Person	\$ 654.91
Processing Personnel Actions	4	Per Person	\$ 1,309.82
Federal Human Resources Management	3	Per Person	\$ 982.37
Adverse and Performance-Based Actions	4	Per Person	\$ 1,309.82
Federal Workforce Analysis and Planning	2	Per Person	\$ 654.91
Federal Staffing and Placement	5	Per Person	\$ 1,637.28
Job Analysis and Competency Assessment	3	Per Person	\$ 982.37
Principles of Classification	5	Per Person	\$ 1,637.28
Federal Employee Relations	4	Per Person	\$ 1,309.82
Federal Performance Management	3	Per Person	\$ 982.37
Federal Employee Development	3	Per Person	\$ 982.37
Federal Employee Benefits	5	Per Person	\$ 1,637.28
Leave and Absence	4	Per Person	\$ 1,309.82
Federal Employee Objectives	3	Per Person	\$ 982.37

Managing Teleworkers	2	Per Person	\$ 654.91
FERS Retirement Training	2	Per Person	\$ 654.91
CSRS Retirement Planning	4	Per Person	\$ 1,309.82
Physical Security Training			
Developing the Professional Security Manager - 1 Day	1	Per Person	\$ 327.46
Developing the Professional Security Manager - 2 Day	2	Per Person	\$ 654.91
Developing the Professional Security Manager - 3 Day	3	Per Person	\$ 982.37
Developing the Professional Security Manager - 4 Day	4	Per Person	\$ 1,309.82
Developing the Professional Security Manager - 5 Day	5	Per Person	\$ 1,637.28
Continuity of Operations Planning – (COOP) - 3 days	3	Per Person	\$ 982.37
Infrastructure Risk/Vulnerability Assessment – Taking CARVER to the next level (3 day course)	5	Per Person	\$ 982.37
Predictive Profiling - 3 days	3	Per Person	\$ 982.37
Risk Management - 3 days	3	Per Person	\$ 982.37
Red Teaming - 3 days	3	Per Person	\$ 982.37
Security/Anti-terrorism Engineering Workshop 3 days	3	Per Person	\$ 982.37
Security Risk Management Workshop (3 day course)	3	Per Person	\$ 982.37
Tools of Terror: Improvised Explosive Devices (IEDs) (2 day course)	2	Per Person	\$ 654.91
Protective Services Detail (2 day course)	2	Per Person	\$ 654.91
Surveillance & Surveillance Detection (4 day course)	4	Per Person	\$ 1,309.82
Workplace Violence Prevention...it's the law! (2 day course)	2	Per Person	\$ 654.91
Workplace Violence Prevention...it's the law! (1 day course)	1	Per Person	\$ 327.46
Workplace Violence Prevention...it's the law! (1/2 day course)	0.5	Per Person	\$ 163.73
Leadership Classroom Training			
Leadership Skills and Techniques - 1 Day	1	Per Person	\$ 327.46
Leadership Skills and Techniques - 2 Day	2	Per Person	\$ 654.91
Leading Cultural Transformation - 1 Day	1	Per Person	\$ 327.46
Leading Cultural Transformation - 2 Day	2	Per Person	\$ 654.91
Leading Cultural Transformation - 3 Day	3	Per Person	\$ 982.37
Leadership Skills & Techniques - 3 days	3	Per Person	\$ 982.37
Advanced Leadership Skills & Techniques - 3 days	3	Per Person	\$ 982.37
Engaging Leadership - 2 days	2	Per Person	\$ 654.91
Emotionally Intelligent Leadership - 2 days	2	Per Person	\$ 654.91
Emotional Intelligence 360-Degree Assessment Workshop - 1 day	1	Per Person	\$ 327.46
Critical Thinking For Problem Solving - 3 days	3	Per Person	\$ 982.37
From Tactical To Strategic Thinking - 3 days	3	Per Person	\$ 982.37
Breakthrough Problem Solving 3 days	3	Per Person	\$ 982.37
Creativity And Innovation - 2 days	2	Per Person	\$ 654.91
Collaboration & Knowledge Sharing - 4 days	4	Per Person	\$ 1,309.82
Leading Cultural Transformation - 4 days	4	Per Person	\$ 1,309.82
Leading the Human Side of Change - 3 days	3	Per Person	\$ 982.37

Discovering and Applying the 4 Primary Personality Temperaments in the Government Workplace	3	Per Person	\$ 982.37
Results Oriented Leadership - Creating Value, Vision and Vitality in Government Organizations	2	Per Person	\$ 654.91
Managing Change	2	Per Person	\$ 654.91
Techniques to Design & Implement Most Efficient Organizations	2	Per Person	\$ 654.91
Developing the Supervisor in You - Management & Leadership Skills	2	Per Person	\$ 654.91
How to Improve and Lead through Teamwork	2	Per Person	\$ 654.91
Diversity & Inclusion			
Valuing Diversity On Teams - 2 days	2	Per Person	\$ 654.91
Understanding Diversity: Differentiating Between Diversity, EEO and Affirmative Action - 2 days	2	Per Person	\$ 654.91
Understanding Micro-Inequities/Micro-Agressions - 2 days	2	Per Person	\$ 654.91
Cross-Cultural Communication - 1 day	1	Per Person	\$ 327.46
Emotional Intelligence - 2 days	2	Per Person	\$ 654.91
Moving From Conflict to Collaboration - 2 days	2	Per Person	\$ 654.91
7 Habits of Highly Effective People (Diversity Version) - 2 days	2	Per Person	\$ 654.91
EEO Essentials for Federal Agencies	1	Per Person	\$ 327.46
ADR (Alternative Dispute Resolution) - 1 day	1	Per Person	\$ 327.46
Mentoring/Succession Planning - 2 days	2	Per Person	\$ 654.91
Sexual Harassment — Prevention and Awareness - 1 day	1	Per Person	\$ 327.46
Change Management Best Practices			
Managing Change - 2 Day	2	Per Person	\$ 654.91
Managing Change - 3 Day	3	Per Person	\$ 982.37
Managing Change - 4 Day	4	Per Person	\$ 1,309.82
Building and Sustaining Teams -2 Day	2	Per Person	\$ 654.91
Building and Sustaining Teams -3 Day	3	Per Person	\$ 982.37
Basic Management Techniques	2	Per Person	\$ 654.91
Managing Priorities for the Organization	2	Per Person	\$ 654.91
Managing People and Resources to a Performance Based Model	2	Per Person	\$ 654.91
Aligning Organizational Priorities	2	Per Person	\$ 654.91
Managing (Difficult) People	2	Per Person	\$ 654.91
Making Decisions & Solving Problems in Government Organizations	2	Per Person	\$ 654.91
Personal Skills Classroom Training			
Briefing and Presentation Skills that Get Results	2	Per Person	\$ 654.91
Business Writing	2	Per Person	\$ 654.91
Report Writing - 1 Day	1	Per Person	\$ 327.46
Report Writing - 2 Day	2	Per Person	\$ 654.91
Negotiation Skills - 1 Day	1	Per Person	\$ 327.46

Negotiation Skills - 2 Day	2	Per Person	\$ 654.91
Managing Multiple Priorities	1	Per Person	\$ 327.46
Managing Stress on the Job	1	Per Person	\$ 327.46
Diversity Management Training			
Diversity Management - 1 Day	1	Per Person	\$ 327.46
Diversity Management - 2 Day	2	Per Person	\$ 654.91
Diversity Management - 3 Day	3	Per Person	\$ 982.37
Diversity Management - 4 Day	4	Per Person	\$ 1,309.82
Real Property Leasing for Federal Agencies			
Real Property Leasing for Federal Space & Leasing Specialists and Contracting Officers	5	Per Person	\$ 1,637.28
Overview of Federal Property Leasing - 40 Hours (5 day course)	5	Per Person	\$ 1,637.28
Real Property Lease Law for Federal Agencies (Lease contract law for non-lawyers) 40 Hours	5	Per Person	\$ 1,637.28
Administering Federal Leases (Lease Contract Management) 40 Hours	5	Per Person	\$ 1,637.28
Cost and Price Analysis of Lease Proposals Hands-on, How to establish realistic negotiation objectives and strategies 40 Hours	5	Per Person	\$ 1,637.28
Negotiating Federal Real Property Leases	5	Per Person	\$ 1,637.28

Items INCLUDED in In-house contracts

Pre training conference with the instructor to determine priorities, special needs.

Certificate of Successful Completion for each student

Extensive hand-out materials for student use after training

Up to 25 students per course presentation (Additional students up to 30 are \$160.00 per student per training day)

On site instructor

Items NOT included in in-house training contracts price

Instructor travel related expenses - lodging

Training Room

Print copy of the FAR (for FAR training) * See SIN 100-01 Federal Acquisition Regulation (FAR) 2 Vol Printed Version - Price includes shipping.

Print copy of the Red Book (Appropriations Law) * Print copy of the FAR (for FAR training) * See SIN 100-01 Federal Appropriations Law - Red Book - 2 Vol Printed Version - Price includes shipping.

Special handout printing over and above standard handouts to accommodate special needs of students

Shipping

* Government Training Inc publishes the FAR and the Red Book and can make these available to students at a discount.

Class Schedule



Government Training, LLC™

Class Schedule is agreed between the agency and Government Training Inc.



Contract Training - Federal Government Training Site, 1 to 15 Students

Contracting and Acquisition Classroom Training	Days	Rate
Developing the Professional Acquisition Manager - 1 Day	1	\$3,350.00
Developing the Professional Acquisition Manager - 2 Day	2	\$6,700.00
Developing the Professional Acquisition Manager - 3 Day	3	\$10,050.00
Developing the Professional Acquisition Manager - 4 Day	4	\$13,400.00
Developing the Professional Acquisition Manager - 5 Day	5	\$16,750.00
Federal Appropriations Law*InDepth™ - 8 Hours	1	\$3,350.00
Federal Appropriations Law*InDepth™ - 16 Hours	2	\$6,700.00
Contracting Officers Representative (COR) 1 day Managers Update	1	\$3,350.00
Contracting Officers Representative (COR) 2 day Refresher	2	\$6,700.00
Federal Contracting Basics for IG Investigators Auditors - 40 hours	5	\$16,750.00
Overview of Federal Government Contracting - 3 Days	3	\$10,050.00
Source Selection for Contracting & PM Staff	5	\$16,750.00
Training for Inspector Generals, Auditors, Investigators		
Federal Appropriations Law for IG's, Investigators and Auditors	5	\$16,750.00
Post-award Contract Administration for IG's, Investigators and Auditors	5	\$16,750.00
Contract Pricing Considerations for IG's, Investigators and Auditors	5	\$16,750.00
Source Selection Considerations for IG's, Investigators and Auditors	5	\$16,750.00
International Contracting for IG's, Investigators and Auditors	5	\$16,750.00
Contract FRAUD Prevention & Detection for IGs, Auditors and Investigators - 5 days - 40 hours	5	\$16,750.00
Auditing and Investigating Service Contracts - Five Step Process - Where to Start - What to Look For - 3 days - 24 hours	5	\$16,750.00
Auditing and Investigating R&D Contracts - Five Step Process - Where to Start - What to Look For - 3 days - 24 hours	5	\$16,750.00
Auditing and Investigating a Major Systems Contract - Where to Start based on Contract Phase - What to Look For - 5 days - 40 hours	5	\$16,750.00
Agency Business Management Training		
Developing the Professional Agency Business Manager - 1 Day	1	\$3,350.00
Developing the Professional Agency Business Manager - 2 Day	2	\$6,700.00
Developing the Professional Agency Business Manager - 3 Day	3	\$10,050.00
Developing the Professional Agency Business Manager - 4 Day	4	\$13,400.00
Developing the Professional Agency Business Manager - 5	5	\$16,750.00



Government Training, LLC™

Day		
Budget Strategies in a Downsizing Environment - 3 days	3	\$10,050.00
Budget Reviews: Presenting and Defending a Budget Request - 2 days	2	\$6,700.00
Intro to the Federal Budget - Budget Basics Training Workshop - 2 days	2	\$6,700.00
Organizing, Packaging, and Delivering Effective Presentations - 2 days	2	\$6,700.00
Applying Entrepreneurial Leadership to Government Organizations	2	\$6,700.00
Reengineering the Government Organization	2	\$6,700.00
Strategic Planning for Organizations	2	\$6,700.00
Training Support to Agency HR Departments		
Developing the HR Professional Manager - 1 Day	1	\$3,350.00
Developing the HR Professional Manager - 2 Day	2	\$6,700.00
Developing the HR Professional Manager - 3 Day	3	\$10,050.00
Developing the HR Professional Manager - 4 Day	4	\$13,400.00
Developing the HR Professional Manager - 5 Day	5	\$16,750.00
Advanced Pay Setting - 2 days	2	\$6,700.00
Basic Staffing - 3 days	3	\$10,050.00
Basic Pay Setting - 2 days	2	\$6,700.00
Federal Position Management - 2 days	2	\$6,700.00
HR Flexibilities - 2 days	2	\$6,700.00
Managing 21st Century Workforce: How to Manage Teleworkers - 2 days	2	\$6,700.00
Moving the Organization to A Culture of Diversity - 2 days	2	\$6,700.00
Processing Personnel Actions - 4 days	4	\$13,400.00
Roles and Expectations of Managers and Supervisors - 1 day	1	\$3,350.00
Performance Appraisal Magic: Transforming Ho-Hum Performers into Top Talent - 2 days	2	\$6,700.00
Strategic Recruitment - 1 day	1	\$3,350.00
So, You Want to Be Promoted: Excelling as a Public Sector Manager - 2 days	2	\$6,700.00
Qualification Job Analysis KSA Examining - 3 days	3	\$10,050.00
Position Classification Fundamentals (4 Days)	4	\$13,400.00
Position Classification (9 days)	9	\$20,100.00
Advanced Pay Setting	2	\$6,700.00
Processing Personnel Actions	4	\$13,400.00
Federal Human Resources Management	3	\$10,050.00
Adverse and Performance-Based Actions	4	\$13,400.00
Federal Workforce Analysis and Planning	2	\$6,700.00
Federal Staffing and Placement	5	\$16,750.00
Job Analysis and Competency Assessment	3	\$10,050.00
Principles of Classification	5	\$16,750.00
Federal Employee Relations	4	\$13,400.00
Federal Performance Management	3	\$10,050.00
Federal Employee Development	3	\$10,050.00
Federal Employee Benefits	5	\$16,750.00



Government Training, LLC™

Leave and Absence	4	\$13,400.00
Federal Employee Objectives	3	\$10,050.00
Managing Teleworkers	2	\$6,700.00
FERS Retirement Training	2	\$6,700.00
CSRS Retirement Planning	4	\$13,400.00
Physical Security Training		
Developing the Professional Security Manager - 1 Day	1	\$3,350.00
Developing the Professional Security Manager - 2 Day	2	\$6,700.00
Developing the Professional Security Manager - 3 Day	3	\$10,050.00
Developing the Professional Security Manager - 4 Day	4	\$13,400.00
Developing the Professional Security Manager - 5 Day	5	\$16,750.00
Continuity of Operations Planning – (COOP) - 3 days	3	\$10,050.00
Infrastructure Risk/Vulnerability Assessment – Taking CARVER to the next level (3 day course)	3	\$10,050.00
Predictive Profiling - 3 days	3	\$10,050.00
Risk Management - 3 days	3	\$10,050.00
Red Teaming - 3 days	3	\$10,050.00
Security/Anti-terrorism Engineering Workshop 3 days	3	\$10,050.00
Security Risk Management Workshop (3 day course)	3	\$10,050.00
Tools of Terror: Improvised Explosive Devices (IEDs) (2 day course)	2	\$6,700.00
Protective Services Detail (2 day course)	2	\$6,700.00
Surveillance & Surveillance Detection (4 day course)	4	\$13,400.00
Workplace Violence Prevention...it's the law! (2 day course)	2	\$6,700.00
Workplace Violence Prevention...it's the law! (1 day course)	1	\$3,350.00
Workplace Violence Prevention...it's the law! (1/2 day course)	0.5	\$1,675.00
Leadership Classroom Training		
Leadership Skills and Techniques - 1 Day	1	\$3,350.00
Leadership Skills and Techniques - 2 Day	2	\$6,700.00
Leading Cultural Transformation - 1 Day	1	\$3,350.00
Leading Cultural Transformation - 2 Day	2	\$6,700.00
Leading Cultural Transformation - 3 Day	3	\$10,050.00
Leadership Skills & Techniques - 3 days	3	\$10,050.00
Advanced Leadership Skills & Techniques - 3 days	3	\$10,050.00
Engaging Leadership - 2 days	2	\$6,700.00
Emotionally Intelligent Leadership - 2 days	2	\$6,700.00
Emotional Intelligence 360-Degree Assessment Workshop - 1 day	1	\$3,350.00
Critical Thinking For Problem Solving - 3 days	3	\$10,050.00
From Tactical To Strategic Thinking - 3 days	3	\$10,050.00
Breakthrough Problem Solving 3 days	3	\$10,050.00
Creativity And Innovation - 2 days	2	\$6,700.00
Collaboration & Knowledge Sharing - 4 days	4	\$13,400.00
Leading Cultural Transformation - 4 days	4	\$13,400.00
Leading the Human Side of Change - 3 days	3	\$10,050.00

Discovering and Applying the 4 Primary Personality Temperaments in the Government Workplace	3	\$10,050.00
Results Oriented Leadership - Creating Value, Vision and Vitality in Government Organizations	2	\$6,700.00
Managing Change	2	\$6,700.00
Techniques to Design & Implement Most Efficient Organizations	2	\$6,700.00
Developing the Supervisor in You - Management & Leadership Skills	2	\$6,700.00
How to Improve and Lead through Teamwork	2	\$6,700.00
Diversity & Inclusion		
Valuing Diversity On Teams - 2 days	2	\$6,700.00
Understanding Diversity: Differentiating Between Diversity, EEO and Affirmative Action - 2 days	2	\$6,700.00
Understanding Micro-Inequities/Micro-Agressions - 2 days	2	\$6,700.00
Cross-Cultural Communication - 1 day	1	\$3,350.00
Emotional Intelligence - 2 days	2	\$6,700.00
Moving From Conflict to Collaboration - 2 days	2	\$6,700.00
7 Habits of Highly Effective People (Diversity Version) - 2 days	2	\$6,700.00
EEO Essentials for Federal Agencies	1	\$3,350.00
ADR (Alternative Dispute Resolution) - 1 day	1	\$3,350.00
Mentoring/Succession Planning - 2 days	2	\$6,700.00
Sexual Harassment — Prevention and Awareness - 1 day	1	\$3,350.00
Change Management Best Practices		
Managing Change - 2 Day	2	\$6,700.00
Managing Change - 3 Day	3	\$10,050.00
Managing Change - 4 Day	4	\$13,400.00
Building and Sustaining Teams -2 Day	2	\$6,700.00
Building and Sustaining Teams -3 Day	3	\$10,050.00
Basic Management Techniques	2	\$6,700.00
Managing Priorities for the Organization	2	\$6,700.00
Managing People and Resources to a Performance Based Model	2	\$6,700.00
Aligning Organizational Priorities	2	\$6,700.00
Managing (Difficult) People	2	\$6,700.00
Making Decisions & Solving Problems in Government Organizations	2	\$6,700.00
Personal Skills Classroom Training		
Briefing and Presentation Skills that Get Results	2	\$6,700.00
Business Writing	2	\$6,700.00
Report Writing - 1 Day	1	\$3,350.00
Report Writing - 2 Day	2	\$6,700.00
Negotiation Skills - 1 Day	1	\$3,350.00
Negotiation Skills - 2 Day	2	\$6,700.00
Managing Multiple Priorities	1	\$3,350.00
Managing Stress on the Job	1	\$3,350.00
Diversity Management Training		

Diversity Management - 1 Day	1	\$3,350.00
Diversity Management - 2 Day	2	\$6,700.00
Diversity Management - 3 Day	3	\$10,050.00
Diversity Management - 4 Day	4	\$13,400.00
Real Property Leasing for Federal Agencies		
Real Property Leasing for Federal Space & Leasing Specialists and Contracting Officers	5	\$16,750.00
Overview of Federal Property Leasing - 40 Hours (5 day course)	5	\$16,750.00
Real Property Lease Law for Federal Agencies (Lease contract law for non-lawyers) 40 Hours	5	\$16,750.00
Administering Federal Leases (Lease Contract Management) 40 Hours	5	\$16,750.00
Cost and Price Analysis of Lease Proposals Hands-on, How to establish realistic negotiation objectives and strategies 40 Hours	5	\$16,750.00
Negotiating Federal Real Property Leases	5	\$16,750.00

Items INCLUDED in In-house contracts

Pre training conference with the instructor to determine priorities, special needs.

Certificate of Successful Completion for each student

Extensive hand-out materials for student use after training

Up to 25 students per course presentation (Additional students up to 30 are \$160.00 per student per training day)

On site instructor

Items NOT included in in-house training contracts price

Instructor travel related expenses - lodging

Training Room

Print copy of the FAR (for FAR training) * See SIN 100-01 Federal Acquisition Regulation (FAR) 2 Vol Printed Version - Price includes shipping.

"Print copy of the Red Book (Appropriations Law) * Print copy of the FAR (for FAR training) * See SIN 100-01 Federal Appropriations Law - Red Book - 2 Vol Printed Version - Price includes shipping.

Special handout printing over and above standard handouts to accommodate special needs of students

All prices are fixed price.

Prices include the use of Government-provided training room, except the open enrollment classes.

Class Schedule

Class Schedule is agreed between the agency and Government Training Inc.



Contract Training - Federal Government Training Site, 16 to 20 Students

Contracting and Acquisition Classroom Training	Days	Rate
Developing the Professional Acquisition Manager - 1 Day	1	\$3,400.00
Developing the Professional Acquisition Manager - 2 Day	2	\$6,800.00
Developing the Professional Acquisition Manager - 3 Day	3	\$10,200.00
Developing the Professional Acquisition Manager - 4 Day	4	\$13,600.00
Developing the Professional Acquisition Manager - 5 Day	5	\$17,000.00
Federal Appropriations Law*InDepth™ - 8 Hours	1	\$3,400.00
Federal Appropriations Law*InDepth™ - 16 Hours	2	\$6,800.00
Contracting Officers Representative (COR) 1 day Managers Update	1	\$3,400.00
Contracting Officers Representative (COR) 2 day Refresher	2	\$6,800.00
Federal Contracting Basics for IG Investigators Auditors - 40 hours	5	\$17,000.00
Overview of Federal Government Contracting - 3 Days	3	\$10,200.00
Source Selection for Contracting & PM Staff	5	\$17,000.00
Training for Inspector Generals, Auditors, Investigators		
Federal Appropriations Law for IG's, Investigators and Auditors	5	\$17,000.00
Post-award Contract Administration for IG's, Investigators and Auditors	5	\$17,000.00
Contract Pricing Considerations for IG's, Investigators and Auditors	5	\$17,000.00
Source Selection Considerations for IG's, Investigators and Auditors	5	\$17,000.00
International Contracting for IG's, Investigators and Auditors	5	\$17,000.00
Contract FRAUD Prevention & Detection for IGs, Auditors and Investigators - 5 days - 40 hours	5	\$17,000.00
Auditing and Investigating Service Contracts - Five Step Process - Where to Start - What to Look For - 3 days - 24 hours	5	\$17,000.00
Auditing and Investigating R&D Contracts - Five Step Process - Where to Start - What to Look For - 3 days - 24 hours	5	\$17,000.00
Auditing and Investigating a Major Systems Contract - Where to Start based on Contract Phase - What to Look For - 5 days - 40 hours	5	\$17,000.00
Agency Business Management Training		
Developing the Professional Agency Business Manager - 1 Day	1	\$3,400.00
Developing the Professional Agency Business Manager - 2 Day	2	\$6,800.00
Developing the Professional Agency Business Manager - 3 Day	3	\$10,200.00
Developing the Professional Agency Business Manager - 4 Day	4	\$13,600.00
Developing the Professional Agency Business Manager - 5 Day	5	\$17,000.00
Budget Strategies in a Downsizing Environment - 3 days	3	\$10,200.00
Budget Reviews: Presenting and Defending a Budget Request - 2 days	2	\$6,800.00
Intro to the Federal Budget - Budget Basics Training Workshop - 2 days	2	\$6,800.00
Organizing, Packaging, and Delivering Effective Presentations - 2 days	2	\$6,800.00
Applying Entrepreneurial Leadership to Government	2	\$6,800.00

Organizations		
Reengineering the Government Organization	2	\$6,800.00
Strategic Planning for Organizations	2	\$6,800.00
Training Support to Agency HR Departments		
Developing the HR Professional Manager - 1 Day	1	\$3,400.00
Developing the HR Professional Manager - 2 Day	2	\$6,800.00
Developing the HR Professional Manager - 3 Day	3	\$10,200.00
Developing the HR Professional Manager - 4 Day	4	\$13,600.00
Developing the HR Professional Manager - 5 Day	5	\$17,000.00
Advanced Pay Setting - 2 days	2	\$6,800.00
Basic Staffing - 3 days	3	\$10,200.00
Basic Pay Setting - 2 days	2	\$6,800.00
Federal Position Management - 2 days	2	\$6,800.00
HR Flexibilities - 2 days	2	\$6,800.00
Managing 21st Century Workforce: How to Manage Teleworkers - 2 days	2	\$6,800.00
Moving the Organization to A Culture of Diversity - 2 days	2	\$6,800.00
Processing Personnel Actions - 4 days	4	\$13,600.00
Roles and Expectations of Managers and Supervisors - 1 day	1	\$3,400.00
Performance Appraisal Magic: Transforming Ho-Hum Performers into Top Talent - 2 days	2	\$6,800.00
Strategic Recruitment - 1 day	1	\$3,400.00
So, You Want to Be Promoted: Excelling as a Public Sector Manager - 2 days	2	\$6,800.00
Qualification Job Analysis KSA Examining - 3 days	3	\$10,200.00
Position Classification Fundamentals (4 Days)	4	\$13,600.00
Position Classification (9 days)	9	\$21,000.00
Advanced Pay Setting	2	\$6,800.00
Processing Personnel Actions	4	\$13,600.00
Federal Human Resources Management	3	\$10,200.00
Adverse and Performance-Based Actions	4	\$13,600.00
Federal Workforce Analysis and Planning	2	\$6,800.00
Federal Staffing and Placement	5	\$17,000.00
Job Analysis and Competency Assessment	3	\$10,200.00
Principles of Classification	5	\$17,000.00
Federal Employee Relations	4	\$13,600.00
Federal Performance Management	3	\$10,200.00
Federal Employee Development	3	\$10,200.00
Federal Employee Benefits	5	\$17,000.00
Leave and Absence	4	\$13,600.00
Federal Employee Objectives	3	\$10,200.00
Managing Teleworkers	2	\$6,800.00
FERS Retirement Training	2	\$6,800.00
CSRS Retirement Planning	4	\$13,600.00
Physical Security Training		
Developing the Professional Security Manager - 1 Day	1	\$3,400.00
Developing the Professional Security Manager - 2 Day	2	\$6,800.00
Developing the Professional Security Manager - 3 Day	3	\$10,200.00



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Developing the Professional Security Manager - 4 Day	4	\$13,600.00
Developing the Professional Security Manager - 5 Day	5	\$17,000.00
Continuity of Operations Planning – (COOP) - 3 days	3	\$10,200.00
Infrastructure Risk/Vulnerability Assessment – Taking CARVER to the next level (3 day course)	3	\$10,200.00
Predictive Profiling - 3 days	3	\$10,200.00
Risk Management - 3 days	3	\$10,200.00
Red Teaming - 3 days	3	\$10,200.00
Security/Anti-terrorism Engineering Workshop 3 days	3	\$10,200.00
Security Risk Management Workshop (3 day course)	3	\$10,200.00
Tools of Terror: Improvised Explosive Devices (IEDs) (2 day course)	2	\$6,800.00
Protective Services Detail (2 day course)	2	\$6,800.00
Surveillance & Surveillance Detection (4 day course)	4	\$13,600.00
Workplace Violence Prevention...it's the law! (2 day course)	2	\$6,800.00
Workplace Violence Prevention...it's the law! (1 day course)	1	\$3,400.00
Workplace Violence Prevention...it's the law! (1/2 day course)	0.5	\$1,700.00
Leadership Classroom Training		
Leadership Skills and Techniques - 1 Day	1	\$3,400.00
Leadership Skills and Techniques - 2 Day	2	\$6,800.00
Leading Cultural Transformation - 1 Day	1	\$3,400.00
Leading Cultural Transformation - 2 Day	2	\$6,800.00
Leading Cultural Transformation - 3 Day	3	\$10,200.00
Leadership Skills & Techniques - 3 days	3	\$10,200.00
Advanced Leadership Skills & Techniques - 3 days	3	\$10,200.00
Engaging Leadership - 2 days	2	\$6,800.00
Emotionally Intelligent Leadership - 2 days	2	\$6,800.00
Emotional Intelligence 360-Degree Assessment Workshop - 1 day	1	\$3,400.00
Critical Thinking For Problem Solving - 3 days	3	\$10,200.00
From Tactical To Strategic Thinking - 3 days	3	\$10,200.00
Breakthrough Problem Solving 3 days	3	\$10,200.00
Creativity And Innovation - 2 days	2	\$6,800.00
Collaboration & Knowledge Sharing - 4 days	4	\$13,600.00
Leading Cultural Transformation - 4 days	4	\$13,600.00
Leading the Human Side of Change - 3 days	3	\$10,200.00
Discovering and Applying the 4 Primary Personality Temperaments in the Government Workplace	3	\$10,200.00
Results Oriented Leadership - Creating Value, Vision and Vitality in Government Organizations	2	\$6,800.00
Managing Change	2	\$6,800.00
Techniques to Design & Implement Most Efficient Organizations	2	\$6,800.00
Developing the Supervisor in You - Management & Leadership Skills	2	\$6,800.00
How to Improve and Lead through Teamwork	2	\$6,800.00
Diversity & Inclusion		
Valuing Diversity On Teams - 2 days	2	\$6,800.00
Understanding Diversity: Differentiating Between Diversity,	2	\$6,800.00



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EEO and Affirmative Action - 2 days		
Understanding Micro-Inequities/Micro-Aggressions - 2 days	2	\$6,800.00
Cross-Cultural Communication - 1 day	1	\$3,400.00
Emotional Intelligence - 2 days	2	\$6,800.00
Moving From Conflict to Collaboration - 2 days	2	\$6,800.00
7 Habits of Highly Effective People (Diversity Version) - 2 days	2	\$6,800.00
EEO Essentials for Federal Agencies	1	\$3,400.00
ADR (Alternative Dispute Resolution) - 1 day	1	\$3,400.00
Mentoring/Succession Planning - 2 days	2	\$6,800.00
Sexual Harassment — Prevention and Awareness - 1 day	1	\$3,400.00
Change Management Best Practices		
Managing Change - 2 Day	2	\$6,800.00
Managing Change - 3 Day	3	\$10,200.00
Managing Change - 4 Day	4	\$13,600.00
Building and Sustaining Teams -2 Day	2	\$6,800.00
Building and Sustaining Teams -3 Day	3	\$10,200.00
Basic Management Techniques	2	\$6,800.00
Managing Priorities for the Organization	2	\$6,800.00
Managing People and Resources to a Performance Based Model	2	\$6,800.00
Aligning Organizational Priorities	2	\$6,800.00
Managing (Difficult) People	2	\$6,800.00
Making Decisions & Solving Problems in Government Organizations	2	\$6,800.00
Personal Skills Classroom Training		
Briefing and Presentation Skills that Get Results	2	\$6,800.00
Business Writing	2	\$6,800.00
Report Writing - 1 Day	1	\$3,400.00
Report Writing - 2 Day	2	\$6,800.00
Negotiation Skills - 1 Day	1	\$3,400.00
Negotiation Skills - 2 Day	2	\$6,800.00
Managing Multiple Priorities	1	\$3,400.00
Managing Stress on the Job	1	\$3,400.00
Diversity Management Training		
Diversity Management - 1 Day	1	\$3,400.00
Diversity Management - 2 Day	2	\$6,800.00
Diversity Management - 3 Day	3	\$10,200.00
Diversity Management - 4 Day	4	\$13,600.00
Real Property Leasing for Federal Agencies		
Real Property Leasing for Federal Space & Leasing Specialists and Contracting Officers	5	\$17,000.00
Overview of Federal Property Leasing - 40 Hours (5 day course)	5	\$17,000.00
Real Property Lease Law for Federal Agencies (Lease contract law for non-lawyers) 40 Hours	5	\$17,000.00
Administering Federal Leases (Lease Contract Management) 40 Hours	5	\$17,000.00
Cost and Price Analysis of Lease Proposals Hands-on, How to establish realistic negotiation objectives and strategies 40 Hours	5	\$17,000.00
Negotiating Federal Real Property Leases	5	\$17,000.00



Items INCLUDED in In-house contracts

Pre training conference with the instructor to determine priorities, special needs.

Certificate of Successful Completion for each student

Extensive hand-out materials for student use after training

Up to 25 students per course presentation (Additional students up to 30 are \$160.00 per student per training day)

On site instructor

Items NOT included in in-house training contracts price

Instructor travel related expenses - lodging

Training Room

Print copy of the FAR (for FAR training) * See SIN 100-01 Federal Acquisition Regulation (FAR) 2 Vol Printed Version - Price includes shipping.

Print copy of the Red Book (Appropriations Law) * Print copy of the FAR (for FAR training) * See SIN 100-01 Federal Appropriations Law - Red Book - 2 Vol Printed Version - Price includes shipping.

Special handout printing over and above standard handouts to accommodate special needs of students

All prices are fixed price.

Prices include the use of Government-provided training room, except the open enrollment classes.

Class Schedule

Class Schedule is agreed between the agency and Government Training Inc.



Contract Training - Federal Government Training Site, 21 to 25 Students

Contracting and Acquisition Classroom Training	Days	Rates
Developing the Professional Acquisition Manager - 1 Day	1	\$3,500.00
Developing the Professional Acquisition Manager - 2 Day	2	\$7,000.00
Developing the Professional Acquisition Manager - 3 Day	3	\$10,500.00
Developing the Professional Acquisition Manager - 4 Day	4	\$14,000.00
Developing the Professional Acquisition Manager - 5 Day	5	\$17,500.00
Federal Appropriations Law*InDepth™ - 8 Hours	1	\$3,500.00
Federal Appropriations Law*InDepth™ - 16 Hours	2	\$7,000.00
Contracting Officers Representative (COR) 1 day Managers Update	1	\$3,500.00
Contracting Officers Representative (COR) 2 day Refresher	2	\$7,000.00
Federal Contracting Basics for IG Investigators Auditors - 40 hours	5	\$17,500.00
Overview of Federal Government Contracting - 3 Days	3	\$10,500.00
Source Selection for Contracting & PM Staff	5	\$17,500.00
Training for Inspector Generals, Auditors, Investigators		
Federal Appropriations Law for IG's, Investigators and Auditors	5	\$17,500.00
Post-award Contract Administration for IG's, Investigators and Auditors	5	\$17,500.00
Contract Pricing Considerations for IG's, Investigators and Auditors	5	\$17,500.00
Source Selection Considerations for IG's, Investigators and Auditors	5	\$17,500.00
International Contracting for IG's, Investigators and Auditors	5	\$17,500.00
Contract FRAUD Prevention & Detection for IGs, Auditors and Investigators - 5 days - 40 hours	5	\$17,500.00
Auditing and Investigating Service Contracts - Five Step Process - Where to Start - What to Look For - 3 days - 24 hours	5	\$17,500.00
Auditing and Investigating R&D Contracts - Five Step Process - Where to Start - What to Look For - 3 days - 24 hours	5	\$17,500.00
Auditing and Investigating a Major Systems Contract - Where to Start based on Contract Phase - What to Look For - 5 days - 40 hours	5	\$17,500.00
Agency Business Management Training		
Developing the Professional Agency Business Manager - 1 Day	1	\$3,500.00
Developing the Professional Agency Business Manager - 2 Day	2	\$7,000.00
Developing the Professional Agency Business Manager - 3 Day	3	\$10,500.00
Developing the Professional Agency Business Manager - 4 Day	4	\$14,000.00
Developing the Professional Agency Business Manager - 5 Day	5	\$17,500.00
Budget Strategies in a Downsizing Environment - 3 days	3	\$10,500.00
Budget Reviews: Presenting and Defending a Budget Request - 2 days	2	\$7,000.00
Intro to the Federal Budget - Budget Basics Training Workshop - 2 days	2	\$7,000.00
Organizing, Packaging, and Delivering Effective Presentations - 2 days	2	\$7,000.00



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Applying Entrepreneurial Leadership to Government Organizations	2	\$7,000.00
Reengineering the Government Organization	2	\$7,000.00
Strategic Planning for Organizations	2	\$7,000.00
Training Support to Agency HR Departments		
Developing the HR Professional Manager - 1 Day	1	\$3,500.00
Developing the HR Professional Manager - 2 Day	2	\$7,000.00
Developing the HR Professional Manager - 3 Day	3	\$10,500.00
Developing the HR Professional Manager - 4 Day	4	\$14,000.00
Developing the HR Professional Manager - 5 Day	5	\$17,500.00
Advanced Pay Setting - 2 days	2	\$7,000.00
Basic Staffing - 3 days	3	\$10,500.00
Basic Pay Setting - 2 days	2	\$7,000.00
Federal Position Management - 2 days	2	\$7,000.00
HR Flexibilities - 2 days	2	\$7,000.00
Managing 21st Century Workforce: How to Manage Teleworkers - 2 days	2	\$7,000.00
Moving the Organization to A Culture of Diversity - 2 days	2	\$7,000.00
Processing Personnel Actions - 4 days	4	\$14,000.00
Roles and Expectations of Managers and Supervisors - 1 day	1	\$3,500.00
Performance Appraisal Magic: Transforming Ho-Hum Performers into Top Talent - 2 days	2	\$7,000.00
Strategic Recruitment - 1 day	1	\$3,500.00
So, You Want to Be Promoted: Excelling as a Public Sector Manager - 2 days	2	\$7,000.00
Qualification Job Analysis KSA Examining - 3 days	3	\$10,500.00
Position Classification Fundamentals (4 Days)	4	\$14,000.00
Position Classification (9 days)	9	\$23,000.00
Advanced Pay Setting	2	\$7,000.00
Processing Personnel Actions	4	\$14,000.00
Federal Human Resources Management	3	\$10,500.00
Adverse and Performance-Based Actions	4	\$14,000.00
Federal Workforce Analysis and Planning	2	\$7,000.00
Federal Staffing and Placement	5	\$17,500.00
Job Analysis and Competency Assessment	3	\$10,500.00
Principles of Classification	5	\$17,500.00
Federal Employee Relations	4	\$14,000.00
Federal Performance Management	3	\$10,500.00
Federal Employee Development	3	\$10,500.00
Federal Employee Benefits	5	\$17,500.00
Leave and Absence	4	\$14,000.00
Federal Employee Objectives	3	\$10,500.00
Managing Teleworkers	2	\$7,000.00
FERS Retirement Training	2	\$7,000.00
CSRS Retirement Planning	4	\$14,000.00
Physical Security Training		
Developing the Professional Security Manager - 1 Day	1	\$3,500.00
Developing the Professional Security Manager - 2 Day	2	\$7,000.00



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Developing the Professional Security Manager - 3 Day	3	\$10,500.00
Developing the Professional Security Manager - 4 Day	4	\$14,000.00
Developing the Professional Security Manager - 5 Day	5	\$17,500.00
Continuity of Operations Planning – (COOP) - 3 days	3	\$10,500.00
Infrastructure Risk/Vulnerability Assessment – Taking CARVER to the next level (3 day course)	3	\$10,500.00
Predictive Profiling - 3 days	3	\$10,500.00
Risk Management - 3 days	3	\$10,500.00
Red Teaming - 3 days	3	\$10,500.00
Security/Anti-terrorism Engineering Workshop 3 days	3	\$10,500.00
Security Risk Management Workshop (3 day course)	3	\$10,500.00
Tools of Terror: Improvised Explosive Devices (IEDs) (2 day course)	2	\$7,000.00
Protective Services Detail (2 day course)	2	\$7,000.00
Surveillance & Surveillance Detection (4 day course)	4	\$14,000.00
Workplace Violence Prevention...it's the law! (2 day course)	2	\$7,000.00
Workplace Violence Prevention...it's the law! (1 day course)	1	\$3,500.00
Workplace Violence Prevention...it's the law! (1/2 day course)	0.5	\$1,750.00
Leadership Classroom Training		
Leadership Skills and Techniques - 1 Day	1	\$3,500.00
Leadership Skills and Techniques - 2 Day	2	\$7,000.00
Leading Cultural Transformation - 1 Day	1	\$3,500.00
Leading Cultural Transformation - 2 Day	2	\$7,000.00
Leading Cultural Transformation - 3 Day	3	\$10,500.00
Leadership Skills & Techniques - 3 days	3	\$10,500.00
Advanced Leadership Skills & Techniques - 3 days	3	\$10,500.00
Engaging Leadership - 2 days	2	\$7,000.00
Emotionally Intelligent Leadership - 2 days	2	\$7,000.00
Emotional Intelligence 360-Degree Assessment Workshop - 1 day	1	\$3,500.00
Critical Thinking For Problem Solving - 3 days	3	\$10,500.00
From Tactical To Strategic Thinking - 3 days	3	\$10,500.00
Breakthrough Problem Solving 3 days	3	\$10,500.00
Creativity And Innovation - 2 days	2	\$7,000.00
Collaboration & Knowledge Sharing - 4 days	4	\$14,000.00
Leading Cultural Transformation - 4 days	4	\$14,000.00
Leading the Human Side of Change - 3 days	3	\$10,500.00
Discovering and Applying the 4 Primary Personality Temperaments in the Government Workplace	3	\$10,500.00
Results Oriented Leadership - Creating Value, Vision and Vitality in Government Organizations	2	\$7,000.00
Managing Change	2	\$7,000.00
Techniques to Design & Implement Most Efficient Organizations	2	\$7,000.00
Developing the Supervisor in You - Management & Leadership Skills	2	\$7,000.00
How to Improve and Lead through Teamwork	2	\$7,000.00
Diversity & Inclusion		
Valuing Diversity On Teams - 2 days	2	\$7,000.00

Understanding Diversity: Differentiating Between Diversity, EEO and Affirmative Action - 2 days	2	\$7,000.00
Understanding Micro-Inequities/Micro-Aggressions - 2 days	2	\$7,000.00
Cross-Cultural Communication - 1 day	1	\$3,500.00
Emotional Intelligence - 2 days	2	\$7,000.00
Moving From Conflict to Collaboration - 2 days	2	\$7,000.00
7 Habits of Highly Effective People (Diversity Version) - 2 days	2	\$7,000.00
EEO Essentials for Federal Agencies	1	\$3,500.00
ADR (Alternative Dispute Resolution) - 1 day	1	\$3,500.00
Mentoring/Succession Planning - 2 days	2	\$7,000.00
Sexual Harassment — Prevention and Awareness - 1 day	1	\$3,500.00
Change Management Best Practices		
Managing Change - 2 Day	2	\$7,000.00
Managing Change - 3 Day	3	\$10,500.00
Managing Change - 4 Day	4	\$14,000.00
Building and Sustaining Teams -2 Day	2	\$7,000.00
Building and Sustaining Teams -3 Day	3	\$10,500.00
Basic Management Techniques	2	\$7,000.00
Managing Priorities for the Organization	2	\$7,000.00
Managing People and Resources to a Performance Based Model	2	\$7,000.00
Aligning Organizational Priorities	2	\$7,000.00
Managing (Difficult) People	2	\$7,000.00
Making Decisions & Solving Problems in Government Organizations	2	\$7,000.00
Personal Skills Classroom Training		
Briefing and Presentation Skills that Get Results	2	\$7,000.00
Business Writing	2	\$7,000.00
Report Writing - 1 Day	1	\$3,500.00
Report Writing - 2 Day	2	\$7,000.00
Negotiation Skills - 1 Day	1	\$3,500.00
Negotiation Skills - 2 Day	2	\$7,000.00
Managing Multiple Priorities	1	\$3,500.00
Managing Stress on the Job	1	\$3,500.00
Diversity Management Training		
Diversity Management - 1 Day	1	\$3,500.00
Diversity Management - 2 Day	2	\$7,000.00
Diversity Management - 3 Day	3	\$10,500.00
Diversity Management - 4 Day	4	\$14,000.00
Real Property Leasing for Federal Agencies		
Real Property Leasing for Federal Space & Leasing Specialists and Contracting Officers	5	\$17,500.00
Overview of Federal Property Leasing - 40 Hours (5 day course)	5	\$17,500.00
Real Property Lease Law for Federal Agencies (Lease contract law for non-lawyers) 40 Hours	5	\$17,500.00
Administering Federal Leases (Lease Contract Management) 40 Hours	5	\$17,500.00



Cost and Price Analysis of Lease Proposals Hands-on, How to establish realistic negotiation objectives and strategies 40 Hours	5	\$17,500.00
Negotiating Federal Real Property Leases	5	\$17,500.00

Items INCLUDED in In-house contracts

- Pre training conference with the instructor to determine priorities, special needs.
- Certificate of Successful Completion for each student
- Extensive hand-out materials for student use after training
- Up to 25 students per course presentation (Additional students up to 30 are \$160.00 per student per training day)
- On site instructor

Items NOT included in in-house training contracts price

- Instructor travel related expenses - lodging
- Training Room
- Print copy of the FAR (for FAR training) * See SIN 100-01 Federal Acquisition Regulation (FAR) 2 Vol Printed Version - Price includes shipping.
- "Print copy of the Red Book (Appropriations Law) * Print copy of the FAR (for FAR training) * See SIN 100-01 Federal Appropriations Law - Red Book - 2 Vol Printed Version - Price includes shipping.

Special handout printing over and above standard handouts to accommodate special needs of students

All prices are fixed price.

Prices include the use of Government-provided training room, except the open enrollment classes.

Class Schedule

Class Schedule is agreed between the agency and Government Training Inc.



Government Training, LLC™

Contract Training - Federal Government Training Site, 26 to 30 Students

Contracting and Acquisition Classroom Training	Days	Rate
Developing the Professional Acquisition Manager - 1 Day	1	\$3,700.00
Developing the Professional Acquisition Manager - 2 Day	2	\$7,400.00
Developing the Professional Acquisition Manager - 3 Day	3	\$11,100.00
Developing the Professional Acquisition Manager - 4 Day	4	\$14,800.00
Developing the Professional Acquisition Manager - 5 Day	5	\$18,500.00
Federal Appropriations Law*InDepth™ - 8 Hours	1	\$3,700.00
Federal Appropriations Law*InDepth™ - 16 Hours	2	\$7,400.00
Contracting Officers Representative (COR) 1 day Managers Update	1	\$3,700.00
Contracting Officers Representative (COR) 2 day Refresher	2	\$7,400.00
Federal Contracting Basics for IG Investigators Auditors - 40 hours	5	\$18,500.00
Overview of Federal Government Contracting - 3 Days	3	\$11,100.00
Source Selection for Contracting & PM Staff	5	\$18,500.00
Training for Inspector Generals, Auditors, Investigators		
Federal Appropriations Law for IG's, Investigators and Auditors	5	\$18,500.00
Post-award Contract Administration for IG's, Investigators and Auditors	5	\$18,500.00
Contract Pricing Considerations for IG's, Investigators and Auditors	5	\$18,500.00
Source Selection Considerations for IG's, Investigators and Auditors	5	\$18,500.00
International Contracting for IG's, Investigators and Auditors	5	\$18,500.00
Contract FRAUD Prevention & Detection for IGs, Auditors and Investigators - 5 days - 40 hours	5	\$18,500.00
Auditing and Investigating Service Contracts - Five Step Process - Where to Start - What to Look For - 3 days - 24 hours	5	\$18,500.00
Auditing and Investigating R&D Contracts - Five Step Process - Where to Start - What to Look For - 3 days - 24 hours	5	\$18,500.00
Auditing and Investigating a Major Systems Contract - Where to Start based on Contract Phase - What to Look For - 5 days - 40 hours	5	\$18,500.00
Agency Business Management Training		
Developing the Professional Agency Business Manager - 1 Day	1	\$3,700.00
Developing the Professional Agency Business Manager - 2 Day	2	\$7,400.00
Developing the Professional Agency Business Manager - 3 Day	3	\$11,100.00
Developing the Professional Agency Business Manager - 4 Day	4	\$14,800.00
Developing the Professional Agency Business Manager - 5	5	\$18,500.00



Government Training, LLC™

Day		
Budget Strategies in a Downsizing Environment - 3 days	3	\$11,100.00
Budget Reviews: Presenting and Defending a Budget Request - 2 days	2	\$7,400.00
Intro to the Federal Budget - Budget Basics Training Workshop - 2 days	2	\$7,400.00
Organizing, Packaging, and Delivering Effective Presentations - 2 days	2	\$7,400.00
Applying Entrepreneurial Leadership to Government Organizations	2	\$7,400.00
Reengineering the Government Organization	2	\$7,400.00
Strategic Planning for Organizations	2	\$7,400.00
Training Support to Agency HR Departments		
Developing the HR Professional Manager - 1 Day	1	\$3,700.00
Developing the HR Professional Manager - 2 Day	2	\$7,400.00
Developing the HR Professional Manager - 3 Day	3	\$11,100.00
Developing the HR Professional Manager - 4 Day	4	\$14,800.00
Developing the HR Professional Manager - 5 Day	5	\$18,500.00
Advanced Pay Setting - 2 days	2	\$7,400.00
Basic Staffing - 3 days	3	\$11,100.00
Basic Pay Setting - 2 days	2	\$7,400.00
Federal Position Management - 2 days	2	\$7,400.00
HR Flexibilities - 2 days	2	\$7,400.00
Managing 21st Century Workforce: How to Manage Teleworkers - 2 days	2	\$7,400.00
Moving the Organization to A Culture of Diversity - 2 days	2	\$7,400.00
Processing Personnel Actions - 4 days	4	\$14,800.00
Roles and Expectations of Managers and Supervisors - 1 day	1	\$3,700.00
Performance Appraisal Magic: Transforming Ho-Hum Performers into Top Talent - 2 days	2	\$7,400.00
Strategic Recruitment - 1 day	1	\$3,700.00
So, You Want to Be Promoted: Excelling as a Public Sector Manager - 2 days	2	\$7,400.00
Qualification Job Analysis KSA Examining - 3 days	3	\$11,100.00
Position Classification Fundamentals (4 Days)	4	\$14,800.00
Position Classification (9 days)	9	\$25,000.00
Advanced Pay Setting	2	\$7,400.00
Processing Personnel Actions	4	\$14,800.00
Federal Human Resources Management	3	\$11,100.00
Adverse and Performance-Based Actions	4	\$14,800.00
Federal Workforce Analysis and Planning	2	\$7,400.00
Federal Staffing and Placement	5	\$18,500.00
Job Analysis and Competency Assessment	3	\$11,100.00
Principles of Classification	5	\$18,500.00
Federal Employee Relations	4	\$14,800.00
Federal Performance Management	3	\$11,100.00
Federal Employee Development	3	\$11,100.00
Federal Employee Benefits	5	\$18,500.00



Government Training, LLC™

Leave and Absence	4	\$14,800.00
Federal Employee Objectives	3	\$11,100.00
Managing Teleworkers	2	\$7,400.00
FERS Retirement Training	2	\$7,400.00
CSRS Retirement Planning	4	\$14,800.00
Physical Security Training		
Developing the Professional Security Manager - 1 Day	1	\$3,700.00
Developing the Professional Security Manager - 2 Day	2	\$7,400.00
Developing the Professional Security Manager - 3 Day	3	\$11,100.00
Developing the Professional Security Manager - 4 Day	4	\$14,800.00
Developing the Professional Security Manager - 5 Day	5	\$18,500.00
Continuity of Operations Planning – (COOP) - 3 days	3	\$11,100.00
Infrastructure Risk/Vulnerability Assessment – Taking CARVER to the next level (3 day course)	3	\$11,100.00
Predictive Profiling - 3 days	3	\$11,100.00
Risk Management - 3 days	3	\$11,100.00
Red Teaming - 3 days	3	\$11,100.00
Security/Anti-terrorism Engineering Workshop 3 days	3	\$11,100.00
Security Risk Management Workshop (3 day course)	3	\$11,100.00
Tools of Terror: Improvised Explosive Devices (IEDs) (2 day course)	2	\$7,400.00
Protective Services Detail (2 day course)	2	\$7,400.00
Surveillance & Surveillance Detection (4 day course)	4	\$14,800.00
Workplace Violence Prevention...it's the law! (2 day course)	2	\$7,400.00
Workplace Violence Prevention...it's the law! (1 day course)	1	\$3,700.00
Workplace Violence Prevention...it's the law! (1/2 day course)	0.5	\$1,850.00
Leadership Classroom Training		
Leadership Skills and Techniques - 1 Day	1	\$3,700.00
Leadership Skills and Techniques - 2 Day	2	\$7,400.00
Leading Cultural Transformation - 1 Day	1	\$3,700.00
Leading Cultural Transformation - 2 Day	2	\$7,400.00
Leading Cultural Transformation - 3 Day	3	\$11,100.00
Leadership Skills & Techniques - 3 days	3	\$11,100.00
Advanced Leadership Skills & Techniques - 3 days	3	\$11,100.00
Engaging Leadership - 2 days	2	\$7,400.00
Emotionally Intelligent Leadership - 2 days	2	\$7,400.00
Emotional Intelligence 360-Degree Assessment Workshop - 1 day	1	\$3,700.00
Critical Thinking For Problem Solving - 3 days	3	\$11,100.00
From Tactical To Strategic Thinking - 3 days	3	\$11,100.00
Breakthrough Problem Solving 3 days	3	\$11,100.00
Creativity And Innovation - 2 days	2	\$7,400.00
Collaboration & Knowledge Sharing - 4 days	4	\$14,800.00
Leading Cultural Transformation - 4 days	4	\$14,800.00
Leading the Human Side of Change - 3 days	3	\$11,100.00



Government Training, LLC™

Discovering and Applying the 4 Primary Personality Temperaments in the Government Workplace	3	\$11,100.00
Results Oriented Leadership - Creating Value, Vision and Vitality in Government Organizations	2	\$7,400.00
Managing Change	2	\$7,400.00
Techniques to Design & Implement Most Efficient Organizations	2	\$7,400.00
Developing the Supervisor in You - Management & Leadership Skills	2	\$7,400.00
How to Improve and Lead through Teamwork	2	\$7,400.00
Diversity & Inclusion		
Valuing Diversity On Teams - 2 days	2	\$7,400.00
Understanding Diversity: Differentiating Between Diversity, EEO and Affirmative Action - 2 days	2	\$7,400.00
Understanding Micro-Inequities/Micro-Agressions - 2 days	2	\$7,400.00
Cross-Cultural Communication - 1 day	1	\$3,700.00
Emotional Intelligence - 2 days	2	\$7,400.00
Moving From Conflict to Collaboration - 2 days	2	\$7,400.00
7 Habits of Highly Effective People (Diversity Version) - 2 days	2	\$7,400.00
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Managing (Difficult) People	2	\$7,400.00
Making Decisions & Solving Problems in Government Organizations	2	\$7,400.00
Personal Skills Classroom Training		
Briefing and Presentation Skills that Get Results	2	\$7,400.00
Business Writing	2	\$7,400.00
Report Writing - 1 Day	1	\$3,700.00
Report Writing - 2 Day	2	\$7,400.00
Negotiation Skills - 1 Day	1	\$3,700.00
Negotiation Skills - 2 Day	2	\$7,400.00
Managing Multiple Priorities	1	\$3,700.00
Managing Stress on the Job	1	\$3,700.00
Diversity Management Training		
Diversity Management - 1 Day	1	\$3,700.00



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Diversity Management - 2 Day	2	\$7,400.00
Diversity Management - 3 Day	3	\$11,100.00
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Real Property Leasing for Federal Agencies		
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Publications

Federal Acquisition Regulation (FAR) Volumes I and II	\$ 118.00
Federal Appropriations Law - Red Book	\$ 118.00

	Book Name	ISBN
Print copy of the Federal Acquisition Regulation (FAR) 2 Vol Printed Version - Price includes shipping. May be used in conjunction with FAR training courses produced by GT.	Federal Acquisition Regulation (FAR) Volumes I and II	978-0-9832361-2-2
Print copy of the Federal Appropriations Law Red Book - See SIN 100-01 Federal Appropriations Law - Red Book - 2 Vol Printed Version - Price includes shipping. May be used in conjunction with the Federal Appropriations Law training course produced by GT.	Federal Appropriations Law - Red Book	978-1-937246-91-4