

# 7(j) Management & Technical Assistance Training



U.S. Small Business Administration

## On-Line Government Contracting Training

Month of January 2021

### 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. Students receive course materials in advance, participate in real time using a broadband connection and 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 interactive exercises.

Training is FREE to 7(j) eligible small businesses

### Who can participate?

Small business owners who:

- are certified 8(a) participants
- have a HUBZone certified small business
- have an economically disadvantaged women-owned small business
- have a small business located in areas of high unemployment or low income
- have a small business owned by low income individuals



Training provided by:

Stover & Associates, Inc.



Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Please contact:

Phyllis Embree or Chris Strudthoff, (770) 423-9888

## YOU WILL LEARN:

### Contractor Teaming

January 4, 2021  
1:00—3:00 pm EST

### Marketing to the Government Buyer

January 5, 2021  
1:00—4:00 pm EST

### Internet Tools to Generate Federal Opportunities

January 5, 2021  
5:00—8:00 pm EST

### Capture Management

January 6, 2021  
1:00—4:00 pm EST

### Federal Acquisition Regulation (FAR) Primer

January 7, 2021  
1:00—5:00 pm EST

### Federal Contracting Basics

January 11, 2021  
1:00—4:00 pm EST

### Understanding the Request for Proposal (RFPs)

January 12, 2021  
1:00—3:30 pm EST

### Developing the Technical & Past Performance Proposals

January 13, 2021  
1:00—4:00 pm EST

### Developing the Cost Proposal

January 14, 2021  
1:00—4pm EST

### Tools for Construction Project Management

January 19, 2021  
5:00—8:00 pm EST

### Negotiating Government Contracts

January 20, 2021  
1:00—5:00 pm EST

### Government Contract Types

January 21, 2021  
1:00—3:00 pm EST

### Audits & Accounting Systems

January 25, 2021  
1:00—4:00 pm EST

### How to Qualify for the GSA Schedule

January 26, 2021  
1:00—3:00 pm EST

### Managing & Adminstrating Government Contracts

January 27, 2021  
1:00—4:00 pm EST

### Strategic Planning for Small Business

January 27, 2021  
1:00—2:30 pm EST

## REGISTRATION REQUIRED:

<https://sbaworkshops.stoverteam.com>

Click the "Register for Training" button on the left side navigation pane.

For more information about the 7(j) Program, please contact your SBA District Office.

[www.sba.gov/tools/local-assistance](http://www.sba.gov/tools/local-assistance)

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