

## 7(j) Management & Technical Assistance Training

### On-Line Government Contracting Training

Month of April 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



U.S. Small Business Administration



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:

- **Marketing to the Government Buyer**  
April 1, 2021  
1:00—4:00 pm EDT
- **Capture Management**  
April 5, 2021  
1:00—4:00 pm EDT
- **Federal Contracting Basics**  
April 6, 2021  
5:00—8:00 PM EDT
- **Understanding the Request for Proposals (RFPs)**  
April 7, 2021  
1:00—3:30 pm EDT
- **Developing the Technical & Past Performance Proposals**  
April 8, 2021  
1:00—4:00 pm EDT
- **Developing the Cost Proposal**  
April 12, 2020  
1:00—4:00 pm EDT
- **Managing & Adminstrating Government Contracts**  
April 13, 2020  
1:00—4:00 pm EDT
- **Negotiating Government Contracts**  
April 14, 2021  
1:00—5:00 pm EDT
- **Strategic Planning for Small Business**  
April 19, 2021  
1:00—2:30 pm EDT
- **Federal Acquisitions Regulations (FAR) Primer**  
April 20, 2021  
1:00—5:00 pm EDT
- **Construction Project Management**  
April 21, 2021  
1:00—4:00 pm EDT
- **Audits & Accounting Systems**  
April 22, 2021  
1:00—4:00 pm EDT
- **How to Qualify for the GSA Schedule**  
April 26, 2021  
1:00—3:00 pm EDT

<https://sbaworkshops.stoverteam.com>

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

#### REGISTRATION REQUIRED:

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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