

7(j) Management & Technical Assistance Training

On-Line Government Contracting Training

Month of July 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**
July 12, 2021
1:00—4:00 pm EDT
- **Capture Management**
July 13, 2021
1:00—4:00 pm EDT
- **Federal Contracting Basics**
July 14, 2021
1:00—4:00 pm EDT
- **Contractor Teaming**
July 15, 2021
1:00—3:00 pm EDT
- **Understanding the Request for Proposal**
July 19, 2021
1:00—3:30 pm EDT
- **Developing the Technical and Past Performance Proposal**
July 20, 2021
1:00—4:00 pm EDT
- **How to Qualify for the GSA Schedule**
July 21, 2021
1:00—3:00 pm EDT
- **Developing the Cost Proposal**
July 21, 2021
5:00—8:00 pm EDT
- **Government Contract Types**
July 22, 2021
1:00—3:00 pm EDT
- **Introduction to Managing Government Construction Contracts**
July 26, 2021
1:00—4:00 pm EDT
- **Strategic Planning**
July 26, 2021
5:00—6:30 pm EDT
- **Federal Acquisition Regulations (FAR) Primer**
July 27, 2021
1:00—5:00 pm EDT
- **Audits & Accounting Systems**
July 28, 2021
1:00—4:00 pm EDT
- **Managing & Adminstrating Government Contracts**
July 29, 2021
1:00—4:00 pm EDT
- **Negotiating Government Contracts**
July 29, 2021
5:00—9:00 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

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