

7(j) Management & Technical Assistance Training



U.S. Small Business Administration

On-Line Government Contracting Training

Month of January 2022

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:

- **Capture Management**
January 4, 2022
1:00—4:00 pm EST
- **Internet Tools to Generate Federal Opportunities**
January 5, 2022
1:00—4:00 pm EST
- **Government Contract Types**
January 6, 2022
1:00—3:00 pm EST
- **Strategic Planning for Small Businesses**
January 10, 2022
1:00—2:30 pm EST
- **Federal Contracting Basics**
January 11, 2022
1:00—4:00 pm EST
- **Introduction to Construction Project Management**
January 12, 2022
1:00—4:00 pm EST
- **Marketing to the Government Buyer**
January 13, 2022
5:00—8:00 pm EST
- **Understanding the Request for Proposal (RFP)**
January 18, 2022
1:00—3:30 pm EST
- **Negotiating Government Contracts**
January 19, 2022
1:00—5:00 pm EST
- **Developing the Technical & Past Performance Proposal**
January 20, 2022
1:00—4:00 pm EST
- **Developing the Cost Proposal**
January 24, 2022
1:00—4:00 pm EST
- **Audits & Accounting Systems**
January 25, 2022
1:00—4:00 pm EST
- **Managing & Adminstrating Government Contracts**
January 26, 2022
1:00—4:00 pm EST
- **Contractor Teaming**
January 27, 2022
1:00—2:00 pm EST
- **Federal Acquisition Regulation (FAR) Primer**
January 31, 2022
1:00—5:00 pm EST

<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

This activity is funded by the U.S. Small Business Administration (SBA) contract number SBAHQ-17-C-0030. SBA's funding is not an endorsement of the contractor or any products, opinions or services. All SBA Programs and services are extended to the public on a non-discriminatory basis.