



**COURSE OFFERINGS**

- Advanced Risk Management with Risk - 2 days
- Applied Earned Value Management - 2 days
- Business Planning and Strategy Development - 2 days
- Emotional Intelligence for Leaders - 2 days
- Essentials of Project Management - 3 days
- Finance for Non-Financial Managers - 2 days
- Leading Change - 2 days
- Leading Matrix Teams - 2 days
- Managing and Leading Teams - 2 days
- Managing Project Risk - 2 days
- Negotiation and Conflict Resolution - 2 days
- Project Estimating, Measures and Control - 2 days
- Project Mgmt Integration w/ Microsoft Project - 2 days
- Solving Complex Problems - 2 days
- Project Management Certification: PMP Exam Prep - 4 days

**LEGAL ASPECTS OF PROCUREMENT**

- State and Local Procurement - 1 day
- State and Local Procurement - 2 days
- Public and Private Partnerships - 1 day
- Public and Private Partnerships - 2 days
- Accounting and Auditing for Government Contracts - 2 days
- Advanced Contract Administration - 2 days
- Advanced Source Selection - 2 days
- Best Practicing in Subcontracting - 2 days
- CAS Cost Impacts - 2 days
- Contract Changes and Equitable Adjustments - 2 days
- Cost Accounting Standards - 2 days
- Cost and Price Analysis - 2 days
- FAR Part 31: Cost Principles - 1 day
- Government Contracting Fundamentals - 3 days
- GSA Schedule Contracting - 1 day
- Leading Practices in Cost Estimating and Accounting - 2 days
- Navigating the FAR - 2 days
- Negotiating Strategies and Techniques - 2 days
- Organizational Conflicts of Interest - 1 day
- Preparing Compliant Proposals - 2 days
- Protests: Process and Strategy - 1 day
- Surviving a DCAA Audit - 1 day

State of Virginia Department of General Services  
Professional Procurement Training  
Contract #e194-73092-ma2186



**BUSINESS COMPETENCIES**

- Leading for Optimal Employee Performance - 1 Day
- Building High Performance Teams - DISC Workshop - 1 day
- Influencing Others - 1 Day
- Business Case Analysis, Bid/No-Bid - 1 Day
- Business Ethics - 2 days
- Generative Action Workshop - 1 day
- Positive Leadership Certificate - (4) 1/2 days
- Coaching Your Employees - 1 day
- Communication and Interpersonal Skills for Managers - 1 day
- Effective Presentation Skills - 1 day
- The Leader's Edge: People Skills - 1 day 3.5 hrs Online
- The Writer's Edge: Strategic Proposal Writing - 1 day 3.5 hr online
- Professional Business Writing - 1/2 day 3.5 hr Online
- High Octane Writing - 3 hrs Online



**Virginia Contract #e194-73092-ma2186**

**Let us help you meet your educational goals.**

**MANY MORE COURSES AVAILABLE**



**ASK ABOUT A  
CUSTOM COURSE**

**For more information or to register please reach out**  
Michael V. Perch - mperch@roadmapc.com / 703-928-1430