

U.S. Department of Energy - Oak Ridge Office
Training and Development Group
Training Course Bulletin

Course Name: COST ANALYSIS AND NEGOTIATION SKILLS

Course Number: 002021

Session Number: 0006

Description: This is an intermediate level course designed for contract specialists who have attained Level 1 contracting certification. This course builds on the pricing skills you learned in the Level 1 contracting courses. You will be introduced to methods and techniques you need to analyze a contractor's cost proposal and develop a government negotiation objective. You will also be introduced to negotiation terminology, styles, and techniques.

Audience: DOE Federal employees

Vendor: NPI

Instructor: Walt Harsch

Date(s): October 17-21, 2011

Time: 8:00-4:30

Location: Oak Ridge Federal Office Building, Room G059

Slots: 25

Cost: Funded by HQ

To register:

Federal employees should access the TDG homepage and forward a completed electronic Training Request Form <http://www.ornl.gov/tdd/tddreq.htm>.

For additional information, call (865) 576-1082.

(Bulletin No. 0908-953)
