

## **SCHEDULE**

### **CON-270 – Intermediate Cost and Price Analysis**

This intensive 10-day course is designed to build upon the knowledge students have acquired during their Level 1 contracting courses. Students will be introduced to—as well as gain—knowledge in different quantitative techniques and tools used to make decisions concerning fair and reasonable pricing in the three segments of acquisitions: pre-award, negotiations/award, and post-award contracting actions. Training will be provided through both lecture and practical applications.

#### Day 1

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##### **Introduction**

##### **Proposal Modeling**

- Rationale for Using Modeling
- FAR Table 15-2 Required Cost Elements

##### **Review Team Project Exercise (Due in First Week)**

#### Day 2

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##### **Using Statistics**

- Central Tendency
- Dispersion
- Calculating a confidence interval

#### Day 3

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##### **Cost Estimating**

- Using Regression Analysis
- Identifying Cost Estimating Relationships (CER)
- Using Factor Analysis
- Regression Equation
- Calculating Prediction Interval
- Identify Reasonable Ranges

Day 4

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**Improvement Curve**

- Using Improvement Curve
- Developing Pre-Negotiation Positions

**Completion of Team Project (Graded)**

Day 5

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**Equitable Adjustments**

- Issues in Making Equitable Adjustments
- Recognizing Cost Issues
- Identifying Situations Requiring Adjustment
- Pricing Claims

**Exam 1 (Graded)**

Day 6

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**Cost Risk Analysis**

- Symmetric Approximation
- Simulation

**Incentive Contracting**

- Types of Incentives
- Contract Type Versus Contract Risk
- Hybrid Contract Type

Day 7

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**Incentive Contracting (Continued)**

**Incentive Exercise (Graded)**

Day 8

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**Cost Realism**

- Performing Cost Realism
- When to Perform Cost Realism

**Cost Realism Exercise (Graded)**

Day 9

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**Performance-Based Payments**

- Establishing Schedules
- Identifying Performance Milestones
- Event Values
- Differences in Progress Payments and Performance-Based Payments

**Performance-Based Group Exercise (Graded)**

Day 10

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**Review**

**Exam 2 (Graded)**

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09/13