



# CONTRACT TYPES WORKSHOP

A 1-Day Hands-On TMS Experience  
*Delivered in Live or Live Virtual Classrooms!*

## Course Description:

This one-day workshop has been created for the Acquisition Professional to gain an overview of contract types used by government agencies and how they most effectively meet specific requirements. Using discussion, demonstration and hands-on group exercises, participants explore effective strategies and considerations on when and how to use various contract types including award and incentive fee contracts. Participants will examine case studies and examples to assess the impact of contract type on contractor behavior and performance.

## Learning Objectives & Topics Covered in this Workshop:

- Have a broad knowledge of contract types used by government agencies
- Understand how contract types impact contractor performance
- Understand how to plan and apply non-monetary incentives
- Be able to distinguish when to use an incentive metrics
- Be able to demonstrate the proper use of an incentive and award fee contracts to motivate contractor performance in areas critical to program success such as technical performance, logistics support, cost and schedule.
- Understand construction of objective measurements for evaluation of otherwise judgmental and qualitative factors

**Audience:** This workshop is designed for Technical- and Subject Matter- Specialists who work with contract management.

### Toolkits:

Receive a **Student Handbook** and **Online Toolkit**, containing tools such as checklist, tips, techniques, and numerous other tools to help you use your new skills immediately.

### Additional Information:

**CPE Credits:** 7.0

**CEU Credits:** 0.6

**Suggested Program**

**Prerequisites:** None

**Advanced Preparation:** None

**NASBA Program Level:** Basic

**NASBA Field of Study:**

Specialized Knowledge

**Delivery Method:** Group Live –  
Live Virtual Classroom

