



## Source Selection Debriefing Procedures

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

### **Course Description:**

Designed solely with the government professional in mind, this workshop will provide you with detailed guidance on how to conduct a proper, fair, and effective Source Selection Process Debrief. This workshop provides tools, resources, examples, and techniques to provide timely and thorough debriefings to deter protests, increase competition, encourage offerors to continue to invest resources in the Government marketplace and enhance the government's relationship and credibility with industry.

### **Learning Objectives & Topics Covered in this Workshop:**

- Post-award debrief process
- Case studies and scenarios your team is likely to encounter
- Roles and responsibilities
- Legal issues of giving a debrief – how to avoid the common pitfalls that can lead to protest
- The regulations
- Electronic vs. phone vs. in-person debriefing techniques and considerations
- Tips and techniques to make your document easier and better
- Pre-award debriefs vs. post-award debriefs
- Receive a debriefing agenda and outline
- How to deal with successful offerors
- How to deal with unsuccessful offerors
- Answering questions from offerors
- Questions to anticipate and how to prepare for them
- What information you can not disclose

### **Audience:**

This workshop is designed for all government personnel.

### **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:** 8.0

**CEU Credits:** 0.8

**Suggested Program**

**Prerequisites:** None

**Advanced Preparation:**

None

**NASBA Program Level:**

Basic

**NASBA Field of Study:**

Specialized Knowledge

**Delivery Method:** Group Live

– Live Virtual Classroom

