



PBA Education

Course Methodology

The architecture of the course is high energy & interactive. Participation is encouraged. The course is focused on your company's goals, which will be presented by an executive in the company at the beginning of the day.

Attendees will be provided with the unique program & opportunity to see the same curriculum currently being taught to Federal Government Procurement Officers. Attendees will also be provided with guidance on applying the steps being learned by the Federal Government to their proposal process. You will learn how Federal Procurement Executives are being instructed to conduct these acquisitions, and how to map them to your own offering.

Four interactive exercises build on the concepts of the course to facilitate learning & dialogue. A luncheon speaker who is successful with government procurement will be included into the agenda. An evaluation will be expected at the end of the day for participants to give feedback on the course, and to outline what they have learned.

Time Frame and Course Preparations

The course is one full day. It is held in a venue of your company's choice; we do offer various venues in which the course could be held, or you can choose to hold it in your facility.

In an effort to exceed your company expectations, we have the following "pre" workshop activities:

Two-three weeks prior

- Executive meeting to determine corporate expectations
- Identify luncheon speaker candidates

One-two weeks prior

- Student "sampling" meeting to determine student expectations
- Confirm luncheon speakers