

Cost and Price Analysis of Lease Proposals

Course Number: 1031
Length: 5 Days
Primary Delivery Method: Instructor-led live classroom
Alternative Delivery Methods:

Course Description

Discover how to obtain the best value possible for your agency or organization when tasked with awarding federal property leases. After examining regulatory requirements, types of leases, and the phases of contract pricing, you will learn techniques and best practices to successfully negotiate real property lease proposals. Exercises built around realistic scenarios will challenge your cost analysis skills. This course is required to qualify for a leasing warrant.

Intended Audience

This training course is essential for those involved in evaluating lease proposals and those who seek a higher-level leasing warrant.

Course Learning Objectives

- Apply appropriate analysis techniques to evaluate offers and establish a prenegotiation position
- Use analysis results to achieve a fair and reasonable price during lease negotiations

Course Additional Features

- Producer Support
- Technical Support Team
- Dedicated In-House Accessibility/Section 508 Compliance
- Student Resource Guides

All details about the Additional Features are available on this page. [Click here to Explore](#)

Course Schedule

DAY ONE	
MORNING	Lesson 1: Lease Pricing
	Lesson 2: Analysis During Acquisition Planning
LUNCH	
AFTERNOON	Lesson 3: Analysis of Solicitation

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HOMEWORK	Review Lessons 1 to 3. Read Lesson 4
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DAY TWO

MORNING	Lesson 4: Price Evaluation of Initial Offers
LUNCH	
AFTERNOON	Lesson 4: continued
HOMEWORK	Read Lessons 5 and 6

DAY THREE

MORNING	Lesson 5: Technical Evaluation of Offers
	Lesson 6: Cost Analysis
LUNCH	
AFTERNOON	Lesson 6: continued
HOMEWORK	Read Lessons 7 and 8

DAY FOUR

MORNING	Lesson 6: continued
	Lesson 7: Use of Analysis in Negotiations
LUNCH	
AFTERNOON	Lesson 7: continued
	Lesson 8: Final Evaluation and Negotiation Memorandum
HOMEWORK	Read Lesson 9. Review for Final Examination

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DAY FIVE

MORNING	Lesson 9: Additional Situations for Analysis
LUNCH	
AFTERNOON	Course Evaluation and Exam

Learning Methods

Lecture, discussion, exercises, and independent readings

Credits

National Association of State Boards of Accountancy (NASBA)

- Field of Study: Finance
- Level: Intermediate
- CPEs: 40

Professional Development Units (PDUs)

- Credits: 35

Continuous Learning Points (CLPs)

- Credits: 40

Prerequisites

Mandatory

- [Lease Acquisition Training](#)

Pework

There is no prework required for this course.

Requirements for Successful Completion

Full (100%) attendance is expected and required. Successful completion of the course depends on full class attendance and active participation in individual and group exercises.

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The final exam must be completed with a grade of 80% or higher.

Follow-On Resources

- [Techniques of Negotiating Federal Real Property Leases](#)
- [Federal Real Property Lease Law](#)
- [Federal Real Property Leasing Refresher](#)

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Ready to Enroll?



See the most recent course information and scheduled classes at this link:
<https://www.managementconcepts.com/course/id/1031>



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