

Incentive Contracts

Course Number: 1127

Length: 3 Days

Primary Delivery Method: Instructor-led live classroom

Alternative Delivery Methods:

Course Description

Build a foundation of incentive contract knowledge to maximize their utility to motivate contractors to earn more by achieving better performance and controlling costs. You will study the basic principles of profit incentives, considerations in contract type selection, elements of incentive contracts, and the relationship between incentive contracts and government pricing policies.

Intended Audience

This course is designed for personnel involved in structuring incentive contracts.

Course Learning Objectives

- Determine if the use of an incentive contract is appropriate
- Select the best suited incentive contracting arrangement
- Solicit, evaluate, negotiate, and award incentive contracts
- Administer an incentive contract

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: Introduction to Incentive Contracting
LUNCH	
AFTERNOON	Lesson 2: Incentive Contract Negotiation
	Lesson 3: Cost Incentives

Incentive Contracts

HOMEWORK	Review lessons 1 to 3, read lesson 4.
----------	---------------------------------------

DAY TWO	
MORNING	Lesson 3, continued
LUNCH	
AFTERNOON	Lesson 4: Multiple Incentive Contracts
HOMEWORK	Review lessons 5 to 7.

DAY THREE	
MORNING	Lesson 5: Schedule Incentives
	Lesson 6, Contract Changes
LUNCH	
AFTERNOON	Lesson 7: Award-Fee and Award-Term Contracts

Learning Methods

Lecture, discussion, practical exercises, case studies, and independent readings.

Credits

National Association of State Boards of Accountancy (NASBA)

- Field of Study: Finance
- Level: Basic
- CPEs: 24

Professional Development Units (PDUs)

- Credits: 21

Continuous Learning Points (CLPs)

Incentive Contracts

- Credits: 24

Prerequisites

Suggested

- Level I FAC-C or DAWIA Certified
- [Introduction to Federal Contracting](#)
- [Contracting Officer's Representative Course](#)

Pework

There is no pework 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.

Follow-On Resources

- [Administration of Cost-Reimbursement Contracts](#)

Incentive Contracts

Ready to Enroll?



See the most recent course information and scheduled classes at this link:
<https://www.managementconcepts.com/course/id/1127>



DON'T MISS OUT
Management Concepts Blog
Weekly Intel for the Federal Workforce

Subscribe