

# CON 2420V: A-E Indirect Rates

**Course Number:** 1242

**Length:** 3.5 Days

**Primary Delivery Method:** Instructor-led live classroom

**Alternative Delivery Methods:** Instructor-led online (synchronous)

## Course Description

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This course dives into the elements of architect-engineer (A-E) indirect rates, including how different types of costs impact the indirect rate, how to calculate an indirect rate, the components of the indirect rate pool and base, how changing circumstances affect the indirect rate, and how to reach a negotiating position on future indirect rates. Participants will learn through discussions, examples, exercises, demonstrations, exercises in Microsoft Excel, and a final capstone exercise. There is significant work that is compliant with the *Federal Acquisition Regulation*.

## Intended Audience

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This course is intended for government construction contracting professionals, particularly: contracting officers, contract specialists, construction managers, and any technical members of the team that analyze proposals and write formal technical analysis documents. The course benefits are enhanced when the participants are composed of an even split of 1102s and technical members.

## Client-Provided Facility Requirements

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- 1 computer per student with Internet and Microsoft Office 2010
- Internet required for instructor computer

## Course Learning Objectives

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- When preparing a government estimate for architect-engineer (A-E) work or evaluating an A-E proposal, participants will be able to interpret and justify applicable cost principles specific to A-E contracting estimates or cost proposals
- Participants will be able to evaluate, from the business advisor's perspective, managerial cost accounting information to assess contractor overhead pools and develop indirect rates
- Participants will be able to interpret pertinent government regulations, processes, and contract provisions to properly advise acquisition strategy and programmatic risk
- Participants will be able to analyze a contractor's indirect rate structure (pool composition) to express effects on current and future billings should the contractor's circumstances change

## Course Additional Features

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

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

## Course Schedule

| DAY ONE   |   |
|-----------|---|
| MORNING   | Lesson 1: Indirect Rates: Basics            |
| LUNCH     |   |
| AFTERNOON | Lesson 1: Indirect Rates: Basics, continued |
|           | Lesson 2: Cost Dynamics                     |

| DAY TWO   |                                    |
|-----------|------------------------------------|
| MORNING   | Lesson 2: Cost Dynamics, continued |
| LUNCH     |                                    |
| AFTERNOON | Lesson 3: Cost and Government      |

| DAY THREE |  |
|-----------|--|
| MORNING   | Lesson 3: Cost and Government, continued |
| LUNCH     |  |
| AFTERNOON | Lesson 4: Capstone exercise              |

| DAY FOUR |  |
|----------|--|
| MORNING  | Lesson 4: Capstone exercise, continued |

## Credits

### National Association of State Boards of Accountancy (NASBA)

- Field of Study: Finance

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- Level: Intermediate
- CPEs: 28

## Professional Development Units (PDUs)

- Credits: 24.5

## Continuous Learning Points (CLPs)

- Credits: 28

## Prerequisites

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There are no prerequisites for this course.

## Pework

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There is no prework required for this course.

## Requirements for Successful Completion

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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.

Participants must achieve at least 80% (56 of 70 total points) on the following graded activities:

- Capstone exercise *Price Negotiation*: 50 points
- Class participation: 20 points

## Follow-On Resources

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- [Fundamentals of Overhead and Other Indirect Cost Rates](#)
- [CON 2450V: Construction Modification Proposal Analysis](#)
- [Cost and Price Analysis](#)

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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/1242>



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