

CON 2450V: Construction Modification Proposal Analysis

Course Number: 1245

Length: 5 Days

Primary Delivery Method: Instructor-led live classroom

Alternative Delivery Methods: Instructor-led online (synchronous)

Course Description

This is a construction-centric, case-study-based course designed to improve the participant's ability to review contractor proposals, conduct technical and cost/price analyses, and adequately document the negotiations of contract modifications. Participants are expected to perform appropriate levels of technical, cost, and price analyses; develop negotiation positions; and write up the results of their work in formal technical analysis and price negotiation memorandum formats.

Intended Audience

This course is intended for the following members of the construction contracting team: contracting officers, contract specialists, construction managers, and any other technical members of the team that analyze proposals and write formal technical analysis documents.

Client-Provided Facility Requirements

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

Course Learning Objectives

- Analyze and execute technical, cost, and price analyses and develop formally written technical analyses and price negotiation memorandums that will result in successfully negotiated modifications

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: The Technical Analysis

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LUNCH	
AFTERNOON	Lesson 1: The Technical Analysis, continued

DAY TWO

MORNING	Lesson 1: The Technical Analysis, continued
LUNCH	
AFTERNOON	Lesson 2: Cost/Price Analysis and the Price Negotiation Memorandum

DAY THREE

MORNING	Lesson 2: Cost/Price Analysis and the Price Negotiation Memorandum, continued
LUNCH	
AFTERNOON	Lesson 3: Capstone Exercise

DAY FOUR

MORNING	Lesson 3: Capstone Exercise, continued
LUNCH	
AFTERNOON	Lesson 3: Capstone Exercise, continued

DAY FIVE

MORNING	Lesson 3: Capstone Exercise, continued
LUNCH	
AFTERNOON	Lesson 3: Capstone Exercise, continued

Learning Methods

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Individual and group exercises, lecture, discussion, case study, action planning

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

There are no prerequisites for this course.

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.

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

- Capstone exercise *Fix It, LLC Case Study*: 50 points
- Class participation: 20 points

Follow-On Resources

- [CON 2420V: A-E Indirect Rates](#)
- [Developing the Independent Government Cost Estimate](#)
- [Federal Contract Negotiation Techniques](#)
- [Cost and Price Analysis](#)

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Ready to Enroll?



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<https://www.managementconcepts.com/course/id/1245>



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