

Frequently Asked Questions

Course Title: Cost and Price Analysis of Lease Proposals

Course #: 1031

Duration: 5 Days

Delivery Method: Instructor-led live classroom

1. What business or organizational need does this course address?

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.

2. Who should attend?

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

3. What will I learn how to do in this course?

- 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

4. What kinds of activities are included in this course?

Lecture, discussion, exercises, and independent readings

5. Are there prerequisites for this course?

Mandatory:

- [Lease Acquisition Training](#)

6. Do I have to complete any prework for the course?

There is no prework required for this course.

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7. Is this course applicable toward a professional certification?

No, this course is not applicable toward a professional certification. However, many Management Concepts courses do prepare you for professional certification programs. Click [here](#) to see a full list of professional certification programs that are supported by Management Concepts training courses.

8. Does this course count for credit toward a Management Concepts Certificate Program?

No, this course is not applicable toward a Management Concepts Certificate Program. However, many Management Concepts courses do count for credit toward a Management Concepts Certificate Program. Click [here](#) to see a full list of Management Concepts Certificate Programs.

9. What credits do I earn by completing this course?

The following credits are available for this course:

NASBA CPEs: 40

NASBA Field of Study: Finance

NASBA Level: Intermediate

CEUs: 3.2

PDU: 35

CLPs: 40

10. What course(s) do you recommend after I complete this course?

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

11. What are Additional Features?

Most courses and training solutions have **Additional Features** designed to help every learner master and retain the concepts explored in the course. You can see which Additional Features are added to this course on the course page under the **Learning Objectives & Additional Features** tab – and for a more detailed exploration of our Additional Features, you can visit [this web page](#).