

Frequently Asked Questions

Course Title: Incentive Contracts

Course #: 1127

Duration: 3 Days

Delivery Method: Instructor-led live classroom

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

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.

2. Who should attend?

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

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

- 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

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

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

5. Are there prerequisites for this course?

Suggested:

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

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: 24

NASBA Field of Study: Finance

NASBA Level: Basic

CEUs: 1.9

PDU: 21

CLPs: 24

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

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

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](#).