

# Frequently Asked Questions

**Course Title:** CON 2450V: Construction Modification Proposal Analysis

**Course #:** 1245

**Duration:** 5 Days

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

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

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

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.

## 2. Who should attend?

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.

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

- 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

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

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

## 5. Are there prerequisites for this course?

There are no prerequisites for this 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: 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?

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

## 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](#).