**PC 4220 - Contractor’s Perspective to Federal Government Contracting**

**1. Course (Online) Information:** PC 4220 - Contractor’s Perspective to Federal Government Contracting

* 3 undergraduate credit hours

**2. Instructor Information:** Matt Mazgajewski, [mlm4en@virginia.edu](mailto:mlm4en@virginia.edu), 850-305-9128

**3. Teaching Assistant:** Kelly Merryman, [kam9s@virginia.edu](mailto:kam9s@virginia.edu), 703-536-1133

**4. Course (Class) Dates and Times:** Online 1/27/14 to 5/10/14

**5. Course (Class) Prerequisites:** None

**6. Course (Class) Description:** This course is designed to cover the technical, business, and contractual issues surrounding federal contract management from both the buyer and seller perspectives.

**7. Course (Class) Objectives:**

**Upon completion of the course, the student will:**

* Understand the basic federal contract management theory and principles
* Understand how strategic planning and marketing sets the stage for good contracts
* Know the parts of a proposal and how they are to be completed
* Learn the steps the prime contractor and government go through as part of after proposal submission activities
* Understand how the government and prime contractor start up, perform and shut down a subcontract
* Become familiar with the stages of subcontract development and administration
* Understand program and contract management best practices, trends, and federal government considerations
* Become familiar with the ethical implications of contracting

**8. Textbooks/Readings/Other Materials:** The student can purchase the course materials from the author. Please send a check for $75, course number and your return address to:

Dr. Mary Ann Wangemann

44203 Chatham Way

Ashburn, VA 20147

**9. Course (Class) Methodology Online Courses:**

The course will be taught in an online classroom format. The course will be broken down into 14 modules each lasting at least one week. Students will be expected to read the textbook material for that module and respond to the threaded discussion questions posted each week.

There are several activities designed to meet the course objectives:

* Weekly lectures will be provided in the course materials to cover key aspects of the topic.
* Students will be assessed on mastery of the subject matter through an open book midterm and final exam.
* Students will have an opportunity to demonstrate their skills and interests in the subject matter through an individual project.