



Federal Contract NEGOTIATION

Get inside the Federal Negotiation process

July 14, 2009 - 1 pm to 4 pm

This seminar will cover:

Definition of Negotiation, arriving at a "fair and reasonable price," price and cost analysis, the steps of negotiation, and FAR (Federal Acquisition Regulation) clauses that apply.

Presented by:

**THE FEDERAL
TECHNOLOGY CENTER**
Your Link to Government

Cost:

This class is FREE. To see our complete list of free government contracting classes, go to **www.TheFTC.org**.

Location:

Lassen Career Network
1616 Chestnut Street
Susanville, CA 96130

Registration:

Pre-registration is required due to limited seating.
Register online at **www.TheFTC.org**.
For questions, call **866.382.7822** toll-free.