



NCMA NORTH TEXAS CHAPTER

Changes & Equitable Adjustments In Government Contracts

**WHEN: 13 – 14 November 2007 (7:45-8:15 AM Registration,
8:15 AM-4:30 PM Workshop each day)**

**WHERE: Garland Special Events Center, 4999 Naaman Forest Blvd,
Garland TX 75046 Phone (972) 487-4700**

FEDERAL PUBLICATIONS SEMINARS, COURSE CURRICULUM

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|---|---|
| 1. Why Changes Clauses | 12. Schedule Changes |
| 2. Changes Clause Pedigree | 13. Constructive Changes/Govt
Misrepresentations |
| 3. Basic Clause Coverage | 14. Price Adjustments |
| 4. C.O.'s Change Order Authority | 15. Pricing Change-Related Costs |
| 5. C.O. Delegations of Authority | 16. Special Equitable Adjustments |
| 6. Contract Interpretation | 17. Proving Costs |
| 7. Formal Changes Orders | 18. Cost Reimbursement Contracts |
| 8. Contractor's Duty to Proceed | 19. Value Engineering |
| 9. Constructive Changes/General | 20. Changes in Data |
| 10. Constructive Changes/Defective Specs | 21. Claims Presentation & Defense |
| 11. Constructive Changes Acceleration | |

COST: \$450.00 Members \$580.00 Non-members (may apply \$130 for NCMA Membership). Seminar includes training materials. Course earns 13.0 hours CPE credit. See web-site for directions to program.

www.specialeventscenter.com

ADVANCE RESERVATIONS REQUIRED BY November 6, 2007

(Payment must be made in advance of attendance)

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Changes & Equitable Adjustments In Government Contracts

Professor Ralph C. Nash Jr. wrote the book on **Government Contract Changes**. Here is an opportunity to spend two days with Professor Nash on this core course in Government Contracts.

With full coverage of the Changes Clause:

- What it really means
- What triggers it
- Determining its impact on profit
- Each party's rights
- Strategies for effective contract administration
- Other equitable relief
- Securing prompt & equitable payment
- Calculating the cost of the change

If you know Government contracts, you know the significance of changes. If you don't know Government contracts, but are becoming involved, you had *better* know the significance of changes. For there is no doubt that the overwhelming number of operating problems—and claims—arising out of Government contracts center around questions of actual or constructive *changes in the work*. The contractors know this . . . the Government knows this. . . attorneys, accountants and professional representatives for both camps know this. . .and you (we are sure) know this.

However, no matter how keen your sense of awareness, or how advanced your level of knowledge, Government contract changes is a subject about which you can never know enough. Because it is so active, so volatile, so prone to almost-daily development, that failure to pay it constant court can render your knowledge obsolete. Or, looking at it from the opposite angle, a dedicated effort to "keep current," without periodic reevaluations of the subject as a whole, can lead to the cliché-situation of having forgotten more than you know.

These are the reasons why Federal Publications developed this special course. These . . . plus requests by attendees at many other of our programs for "more" on changes.

Course Director – Ralph C. Nash Jr.

Nationally recognized as one of the leading and most respected authorities in Government procurement, Ralph Nash's guidance, insights and innovations have been at the forefront of the contracting profession for decades. Now a Professor Emeritus of Law at The George Washington University, Professor Nash was first appointed to the faculty of the Law School in 1960, where he immediately established and became the founding Director of the Law School's Government Contracts Program. Designed to provide a solid framework for teaching, research and writing in Government procurement, the program is a leading U.S. educational resource in Government contracting today and Professor Nash continues as a vital part of the program.

In addition to an active role in consulting for Government agencies, private corporations, industrial organizations and law firms on procurement matters, Professor Nash continues to educate the contracting community through programs sponsored by educational institutions, professional societies and professional associations. He has served as a member of the governing Council of the American Bar Association's Section of Public Contract Law and as a Judge on the Atomic Energy Commission Board of Contract Appeals. In addition, Professor Nash is a Fellow of the National Contract Management Association and serves on the NCMA's Board of Advisors.

Author of one of the most respected texts ever written on a procurement subject- *Government Contract Changes*-he has co-authored, with a fellow contracting pioneer John Cibinic, a number of the classic, most authoritative books produced on procurement matters, including: *Formation of Government Contracts, 3d ed. 1998*; *Administration of Government Contracts, 4th ed. 2006*; *Cost Reimbursement Contracting, 2nd ed. 1993*; and *Competitive Negotiation: The Source Selection Process, 2d ed. 1999*. Professor Nash is co-author, with John Cibinic, of the monthly publication, The Nash & Cibinic Report.

Professor Nash received his Bachelor of Arts degree from Princeton University and his Juris Doctor degree from The George Washington University.