



American Management
Association

American Management Association (AMA)

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Business Size: Large Business

***Training Aids, Devices & Instructor Led Training
Federal Supply Schedule Industrial Group 69
Authorized Pricelist***



**AUTHORIZED FEDERAL SUPPLY SERVICE
TRAINING AIDS, DEVICES & INSTRUCTOR LED TRAINING\
SCHEDULE PRICELIST**

General Description

American Management Association is dedicated to building the knowledge, skills and behaviors that will help business professionals and their organizations grow and prosper. Since 1923, the business community has turned to American Management Association for the practical training and business tools needed to improve personal performance and organizational success.

Today AMA, a global not-for-profit, membership-based association, provides a full range of management development and educational services to individuals, companies and government agencies throughout the world. Each year, thousands of business professionals acquire the latest business know-how, valuable insights and increased confidence at AMA seminars, conferences, briefings, and executive forums, as well as through AMA books, research, and self-study courses.

Contract Number: GS-02F-0092R

Period Covered by Contract: March 3, 2005 – March 2, 2010

For more information on ordering from Federal Supply Schedules, click on the FSS Schedules button at <http://www.fss.gsa.gov>.

**General Services Administration
Federal Supply Service**

Online access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through *GSA Advantage!*, a menu-driving s database system. Agencies can access *GSA Advantage!* via the Internet at <http://www.GSAAdvantage.gov>

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1 CUSTOMER INFORMATION

1. SPECIAL ITEM NUMBERS (SINS):

- a. Table of awarded SINS

SIN 27-400	Instructor-Led Training
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- b. Prices shown in the pricelist are net.
- c. Hourly rates not applicable.

2. MAXIMUM ORDER: Orders exceeding the maximum order threshold may be placed in accordance with clause I-FSS-125, Requirements Exceeding the Maximum Order.

- a. The Maximum Order value for the following Special Item Number is \$1,000,000.

SIN 27-400: Instructor-Led Training

3. MINIMUM ORDER:

- a. The Minimum Order for the following Special Item Number is \$100.00

SIN 27-400: Instructor-Led Training

4. GEOGRAPHIC COVERAGE: The Geographic Scope of Contract is domestic delivery only.

5. PRODUCTION POINTS: Washington, DC; Atlanta, GA; Chicago, IL; New York, NY; and San Francisco, CA

6. Prices shown are NET Prices; Basic Discounts have been deducted.

7. DISCOUNTS:

- a. Quantity -- None
- b. Dollar Volume -- None

8. PROMPT PAYMENT: 0 % 30 days from receipt of invoice or date of acceptance, whichever is later.

9. GOVERNMENT PURCHASE CARDS:

- a. Contractors are required to accept credit cards for payments equal to or less than the micro-purchase threshold for oral or written delivery orders.

- b. Credit cards will be acceptable for payment above the micro-purchase threshold. In addition, bank account information for wire transfer payments will be shown on the invoice.

10. FOREIGN ITEMS: Not applicable.

11. DELIVERY SCHEDULE:

- a. **TIME OF DELIVERY:** The Contractor shall deliver to destination within the number of calendar days after receipt of order (ARO), as set forth below:

SPECIAL ITEM NUMBERS
SIN 27-400

DELIVERY TIME (DAYS ARO)
As negotiated between AMA and
Ordering Activity

- b. **EXPEDITED DELIVERY:** As negotiated between AMA and Ordering Activity.
- c. **OVERNIGHT and TWO-DAY DELIVERY:** As negotiated between AMA and Ordering Activity.
- d. **URGENT REQUIREMENTS:** When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering activity, ordering activities are encouraged, if time permits, to contact the Contractor for the purpose of obtaining accelerated delivery. The Contractor shall reply to the inquiry within 3 workdays after receipt. (Telephonic replies shall be confirmed by the Contractor in writing.) If the Contractor offers an accelerated delivery time acceptable to the ordering activity, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract.

12. FOB: Destination

13. ORDERING INFORMATION:

- a. Agencies should address all orders to the following address:

American Management Association
1601 Broadway
New York, New York 10019

- b. For supplies and services, the order procedures, information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3.

14. PAYMENT INFORMATION:

- a. Agencies should address all payments to the following address:

American Management Association
600 AMA Way
Saranac Lake, NY 12983-5534

- b. The following telephone number(s) can be used by ordering activities to obtain technical and/or ordering assistance:

Ordering Assistance

Telephone: 212-903-8351

Fax: 212-903-8168

E-mail: wgunderman@amanet.org

Technical Assistance

Telephone: 212-903-8351

Fax: 212-903-8168

E-mail: wgunderman@amanet.org

15. WARRANTY PROVISION:

American Management Association guarantees the satisfactory completion of all services performed under the contract, and shall exercise sufficient diligence to ensure the technical correctness and accuracy of the services performed. AMA shall perform, at its sole expense, any services that are determined by the government to be deficient, in order to ensure the satisfactory completion of such service.

16. STATEMENT CONCERNING AVAILABILITY OF EXPORT PACKING:

Not applicable.

17. TERMS AND CONDITIONS OF GOVERNMENT PURCHASE CARD ACCEPTANCE ABOVE THE MICROPURCHASE THRESHOLD

552.232-77 PAYMENT BY GOVERNMENT COMMERCIAL PURCHASE CARD (MAR 2000) (ALTERNATE I—MAR 2000)

- (a) Definitions.

“*Government-wide commercial purchase card*” means a uniquely numbered credit card issued by a contractor under GSA's Government-wide Contract for Fleet, Travel, and purchase Card Services to named individual Government employees or entities to pay for official Government purchases.

“*Oral order*” means an order placed orally either in person or by telephone.

- (b) The Contractor must accept the Government-wide commercial purchase card for payments equal to or less than the micro-purchase threshold (see Federal Acquisition Regulation 2.101) for oral or written orders under this contract.
- (c) The Contractor and the ordering agency may agree to use the Government-wide commercial purchase card for dollar amounts over the micro-purchase threshold, and the Government encourages the Contractor to accept payment by the purchase card. The dollar value of a purchase card action must not exceed the ordering agency's established limit. If the Contractor will not accept payment by the purchase card for an order exceeding the micro-purchase threshold, the Contractor must so advise the ordering agency within 24 hours of receipt of the order.
- (d) The Contractor shall not process a transaction for payment through the credit card clearinghouse until the purchased supplies have been shipped or services performed. Unless the cardholder requests correction or replacement of a defective or faulty item under other contract requirements, the Contractor must immediately credit a cardholder's account for items returned as defective or faulty.
- (e) Payments made using the Government-wide commercial purchase card are not eligible for any negotiated prompt payment discount. Payment made using a Government debit card will receive the applicable prompt payment discount.

18. TERMS AND CONDITIONS OF RENTAL, MAINTENANCE, AND REPAIR: Not applicable.

19. TERMS AND CONDITIONS OF INSTALLATION: Not applicable.

20. TERMS AND CONDITIONS OF REPAIR PARTS INDICATING DATE OF PARTS PRICE LISTS AND ANY DISCOUNTS FROM LIST PRICES: Not applicable.

20a. TERMS AND CONDITIONS FOR ANY OTHER SERVICES: Not applicable.

21. SERVICE AND DISTRIBUTION POINTS: Not applicable.

22. PARTICIPATING DEALERS: Not applicable.

23. PREVENTATIVE MAINTENANCE: Not applicable.

24a. ENVIRONMENTAL ATTRIBUTES: Not applicable.

24b. SECTION 508 COMPLIANCE: Not applicable.

25. DATA UNIVERSAL NUMBERING SYSTEM (DUNS) NUMBER: 06-493-0233

26. Contractor HAS registered with the Central Contractor Registration Database.

2. INSTRUCTOR-LED TRAINING SCHEDULE PRICELIST

Seminars

Presented at AMA Conference Centers and other convenient locations, AMA's seminars are geared to every organizational level - from chief executive officers to administrative professionals, from senior executives to first-time managers. These small-group team learning experiences are dynamic and interactive and run a full spectrum of management development and business skills. Seminar leaders are active business professionals with years of hands-on experience.

SIN	CLIN	Name	GSA Price	Delivery Commence
27-400	01102	Real World Financial Decision-Making: Applying the Tools of Corporate Finance	1709.00	TBD/ Agency & Contractor
27-400	01104	AMA's Finance Workshop for Nonfinancial Executives	1880.00	TBD/ Agency & Contractor
27-400	01120	Driving Organic Growth: How to Maximize All of Your Company's Assets	1623.00	TBD/ Agency & Contractor
27-400	01201	Fundamentals of Cost Accounting	1537.00	TBD/ Agency & Contractor
27-400	01206	The Controller's Job in Today's Environment	1623.00	TBD/ Agency & Contractor
27-400	01210	Debits & Credits	1451.00	TBD/ Agency & Contractor
27-400	01215	Advanced Strategies for Controllers	1537.00	TBD/ Agency & Contractor

SIN	CLIN	Name	GSA Price	Delivery Commence
27-400	01216	AMA's Financial Workshop	1623.00	TBD/ Agency & Contractor
27-400	01224	Fixed Asset Accounting	1451.00	TBD/ Agency & Contractor
27-400	01239	Advanced Cost Accounting	1623.00	TBD/ Agency & Contractor
27-400	01267	Export/Import Procedures and Documentation	1537.00	TBD/ Agency & Contractor
27-400	01274	Corporate Cash Management	1451.00	TBD/ Agency & Contractor
27-400	01276	AMA's Financial Modeling and Forecasting Workshop	1794.00	TBD/ Agency & Contractor
27-400	01290	NEW! AMA's Insurance and Risk Management Workshop	1537.00	TBD/ Agency & Contractor
27-400	01521	AMA's Course on Mergers and Acquisitions	3250.00	TBD/ Agency & Contractor
27-400	01526	Effective Internal Auditing	1623.00	TBD/ Agency & Contractor

SIN	CLIN	Name	GSA Price	Delivery Commence
27-400	01534	Valuation of Companies: The Practical Aspects	3078.00	TBD/ Agency & Contractor
27-400	01552	AMA's Course on Financial Analysis	1794.00	TBD/ Agency & Contractor
27-400	01801	AMA's One-Day Sarbanes-Oxley Workshop	1109.00	TBD/ Agency & Contractor
27-400	02102	Storytelling: How to Lead and Inspire Through the Use of Stories	1623.00	TBD/ Agency & Contractor
27-400	02104	AMA's Advanced Executive Leadership Program	1880.00	TBD/ Agency & Contractor
27-400	02105	Leadership Smarts: Assess and Optimize the Hard-Wired Skills That Drive Success	1537.00	TBD/ Agency & Contractor
27-400	02107	AMA's Green Leadership: Implementing Sustainability Strategies	1794.00	TBD/ Agency & Contractor
27-400	02109	Developing Effective Business Conversation Skills	1451.00	TBD/ Agency & Contractor
27-400	02115	Responding to Conflict	1623.00	TBD/ Agency & Contractor

SIN	CLIN	Name	GSA Price	Delivery Commence
27-400	02119	Stepping Up to Leadership	1366.00	TBD/ Agency & Contractor
27-400	02123	Supporting Multiple Bosses: A Course for Administrative Professionals	1195.00	TBD/ Agency & Contractor
27-400	02125	Mastering Organizational Politics, Influence and Alliances	1537.00	TBD/ Agency & Contractor
27-400	02126	Mastering Challenging Management Conversations	1537.00	TBD/ Agency & Contractor
27-400	02130	The Voice of Leadership: How Leaders Inspire, Influence and Achieve Results	1794.00	TBD/ Agency & Contractor
27-400	02131	Leading Innovation: Creating and Sustaining a Climate for Growth	1708.00	TBD/ Agency & Contractor
27-400	02132	Taking on Greater Responsibility	1195.00	TBD/ Agency & Contractor
27-400	02133	AMA's Leading with Emotional Intelligence	1794.00	TBD/ Agency & Contractor
27-400	02134	Advanced Leadership Communication Strategies	1880.00	TBD/ Agency & Contractor

SIN	CLIN	Name	GSA Price	Delivery Commence
27-400	02137	AMA's Business Acumen Challenge : A Simulation Experience for Leaders	2051.00	TBD/ Agency & Contractor
27-400	02140	Confronting the Tough Stuff	1366.00	TBD/ Agency & Contractor
27-400	02144	Developing Your Emotional Intelligence	1623.00	TBD/ Agency & Contractor
27-400	02145	Get Sharp: Smarter Decision Making and Critical Thinking for Administrative Professionals	1195.00	TBD/ Agency & Contractor
27-400	02150	Business Conversation Skills When English Is a Second Language	1366.00	TBD/ Agency & Contractor
27-400	02156	Greater Productivity Through Improved Work Processes	1195.00	TBD/ Agency & Contractor
27-400	02170	PowerPoint Unplugged	938.00	TBD/ Agency & Contractor
27-400	02188	Assertiveness Training	1537.00	TBD/ Agency & Contractor
27-400	02194	Managing Chaos	1195.00	TBD/ Agency & Contractor

SIN	CLIN	Name	GSA Price	Delivery Commence
27-400	02196	Communicating with Diplomacy, Discretion and Influence	1195.00	TBD/ Agency & Contractor
27-400	02198	Successful Meeting Planning	1195.00	TBD/ Agency & Contractor
27-400	02203	Communicating Up, Down and Across the Organization	1451.00	TBD/ Agency & Contractor
27-400	02206	How to Communicate with Diplomacy, Tact and Credibility	1451.00	TBD/ Agency & Contractor
27-400	02208	Creativity and Innovation	1451.00	TBD/ Agency & Contractor
27-400	02209	Strategy Execution: Getting it Done	1794.00	TBD/ Agency & Contractor
27-400	02210	Women in Business	1537.00	TBD/ Agency & Contractor
27-400	02211	AMA's 2-Day Business Writing Workshop	1366.00	TBD/ Agency & Contractor
27-400	02216	Effective Technical Writing	1537.00	TBD/ Agency & Contractor

SIN	CLIN	Name	GSA Price	Delivery Commence
27-400	02218	Fundamentals of Finance and Accounting for Nonfinancial Managers	1623.00	TBD/ Agency & Contractor
27-400	02219	Intermediate Finance and Accounting for Nonfinancial Managers	1708.00	TBD/ Agency & Contractor
27-400	02231	Making the Transition to Management	1366.00	TBD/ Agency & Contractor
27-400	02233	Time Management	1366.00	TBD/ Agency & Contractor
27-400	02235	Building Better Work Relationships	1623.00	TBD/ Agency & Contractor
27-400	02236	The Grammar Course	1280.00	TBD/ Agency & Contractor
27-400	02238	Management Skills for New Managers	1623.00	TBD/ Agency & Contractor
27-400	02239	Leadership and Team Development for Managerial Success	1451.00	TBD/ Agency & Contractor
27-400	02242	Moving from an Operational Manager to a Strategic Thinker	1537.00	TBD/ Agency & Contractor

SIN	CLIN	Name	GSA Price	Delivery Commence
27-400	02243	Making the Transition from Staff Member to Supervisor	1280.00	TBD/ Agency & Contractor
27-400	02246	Coaching and Counseling for Outstanding Job Performance	1537.00	TBD/ Agency & Contractor
27-400	02248	Management Skills for New Supervisors	1451.00	TBD/ Agency & Contractor
27-400	02255	Moving Ahead	1451.00	TBD/ Agency & Contractor
27-400	02259	The Essentials of Budgeting	1623.00	TBD/ Agency & Contractor
27-400	02261	Managing Chaos	1366.00	TBD/ Agency & Contractor
27-400	02266	Business Writing When English Is a Second Language	1537.00	TBD/ Agency & Contractor
27-400	02268	Partnering with Your Boss	1195.00	TBD/ Agency & Contractor
27-400	02271	Dynamic Listening Skills for Successful Communication	1366.00	TBD/ Agency & Contractor

SIN	CLIN	Name	GSA Price	Delivery Commence
27-400	02274	Projecting a Positive Professional Image	1366.00	TBD/ Agency & Contractor
27-400	02280	Leading Virtual and Remote Teams	1794.00	TBD/ Agency & Contractor
27-400	02285	Managing Today's IT and Technical Professionals	1623.00	TBD/ Agency & Contractor
27-400	02286	Listening and Writing	1366.00	TBD/ Agency & Contractor
27-400	02294	Management Skills for Administrative Professionals	1366.00	TBD/ Agency & Contractor
27-400	02295	Successfully Managing People	1623.00	TBD/ Agency & Contractor
27-400	02296	Business Writing for Administrative Professionals	1366.00	TBD/ Agency & Contractor
27-400	02298	Project Management for Administrative Professionals	1366.00	TBD/ Agency & Contractor
27-400	02501	Developing Executive Leadership	1794.00	TBD/ Agency & Contractor

SIN	CLIN	Name	GSA Price	Delivery Commence
27-400	02505	Cross-Functional Communication	1623.00	TBD/ Agency & Contractor
27-400	02506	Coaching	1794.00	TBD/ Agency & Contractor
27-400	02508	Improving Your Managerial Effectiveness	1623.00	TBD/ Agency & Contractor
27-400	02513	Negotiating to Win	1623.00	TBD/ Agency & Contractor
27-400	02516	How to Sharpen Your Business Writing Skills	1708.00	TBD/ Agency & Contractor
27-400	02517	Leadership Skills for Supervisors	1537.00	TBD/ Agency & Contractor
27-400	02518	Fundamentals of Finance and Accounting for Administrative Professionals	1366.00	TBD/ Agency & Contractor
27-400	02519	Strategies for Developing Effective Presentation Skills	1537.00	TBD/ Agency & Contractor
27-400	02522	Effective Executive Speaking	1623.00	TBD/ Agency & Contractor

SIN	CLIN	Name	GSA Price	Delivery Commence
27-400	02526	Strategic Planning	1794.00	TBD/ Agency & Contractor
27-400	02527	Assertiveness Training for Managers	1623.00	TBD/ Agency & Contractor
27-400	02528	Assertiveness Training for Women in Business	1623.00	TBD/ Agency & Contractor
27-400	02532	Getting Results Without Authority	1623.00	TBD/ Agency & Contractor
27-400	02533	Critical Thinking	1623.00	TBD/ Agency & Contractor
27-400	02536	Preparing for Leadership	1537.00	TBD/ Agency & Contractor
27-400	02540	Managing Emotions in the Workplace	1451.00	TBD/ Agency & Contractor
27-400	02546	Strategic Agility and Resilience: Embracing Change to Drive Growth	1708.00	TBD/ Agency & Contractor
27-400	02561	AMA's 5-Day "MBA" Workshop	2565.00	TBD/ Agency & Contractor

SIN	CLIN	Name	GSA Price	Delivery Commence
27-400	02564	High-Impact Decision Making: Reducing Risks, Maximizing Results	1451.00	TBD/ Agency & Contractor
27-400	02565	Fundamentals of Strategic Planning	1537.00	TBD/ Agency & Contractor
27-400	02569	Leadership Skills and Team Development for IT and Technical Professionals	1623.00	TBD/ Agency & Contractor
27-400	02575	Interpersonal Skills	1623.00	TBD/ Agency & Contractor
27-400	02576	Communication and Interpersonal Skills	1623.00	TBD/ Agency & Contractor
27-400	02578	The Effective Facilitator	1623.00	TBD/ Agency & Contractor
27-400	02580	Effective Presentation Skills for IT and Technical Professionals	1537.00	TBD/ Agency & Contractor
27-400	02585	Developing and Executing a Customer-centric Strategy	1537.00	TBD/ Agency & Contractor
27-400	02589	Advanced Negotiation Strategies	1537.00	TBD/ Agency & Contractor

SIN	CLIN	Name	GSA Price	Delivery Commence
27-400	02590	What Every Manager Needs to Know	1623.00	TBD/ Agency & Contractor
27-400	02816	Leading Effective Meetings	766.00	TBD/ Agency & Contractor
27-400	02818	Standing Strong in Difficult Workplace Situations	766.00	TBD/ Agency & Contractor
27-400	02819	Delegation Bootcamp	852.00	TBD/ Agency & Contractor
27-400	02821	NEW! AMA's E-Communications Workshop	766.00	TBD/ Agency & Contractor
27-400	02825	How to Write FAST, When it's Due Yesterday	766.00	TBD/ Agency & Contractor
27-400	02901	Situational Leadership II Workshop	1537.00	TBD/ Agency & Contractor
27-400	04206	Inventory Management Techniques	1623.00	TBD/ Agency & Contractor
27-400	04251	Technical Project Management	1537.00	TBD/ Agency & Contractor

SIN	CLIN	Name	GSA Price	Delivery Commence
27-400	04259	Planning and Developing New Products	1537.00	TBD/ Agency & Contractor
27-400	04265	Fundamentals of Purchasing for the New Buyer	1623.00	TBD/ Agency & Contractor
27-400	04269	Managing Supplier Performance	1451.00	TBD/ Agency & Contractor
27-400	04503	Purchasing and Supply Management	1794.00	TBD/ Agency & Contractor
27-400	05101	Leading Extraordinary Customer Service	1451.00	TBD/ Agency & Contractor
27-400	05102	Selling Your Competitive Advantage	1451.00	TBD/ Agency & Contractor
27-400	05105	Measuring and Maximizing Marketing ROI	1537.00	TBD/ Agency & Contractor
27-400	05109	Pricing Strategies	1451.00	TBD/ Agency & Contractor
27-400	05110	Market Research	1451.00	TBD/ Agency & Contractor

SIN	CLIN	Name	GSA Price	Delivery Commence
27-400	05165	Customer Service Excellence	1280.00	TBD/ Agency & Contractor
27-400	05221	Essentials of Strategic Alliances and Partnerships	1451.00	TBD/ Agency & Contractor
27-400	05227	Fundamentals of Sales Management for the Newly Appointed Sales Manager	1708.00	TBD/ Agency & Contractor
27-400	05228	Launching and Managing Strategic Alliances and Partnerships	1537.00	TBD/ Agency & Contractor
27-400	05235	Selling to Major Accounts	1623.00	TBD/ Agency & Contractor
27-400	05239	Coaching and Motivating Your Sales Team	1537.00	TBD/ Agency & Contractor
27-400	05286	Aligning Marketing and Sales: Achieve Success Through Collaboration	1537.00	TBD/ Agency & Contractor
27-400	05289	Time and Territory Management for Salespeople	1451.00	TBD/ Agency & Contractor
27-400	05510	Fundamental Selling Techniques for the New or Prospective Salesperson	1451.00	TBD/ Agency & Contractor

SIN	CLIN	Name	GSA Price	Delivery Commence
27-400	05512	Fundamentals of Marketing	1451.00	TBD/ Agency & Contractor
27-400	05520	Principles of Professional Selling	1623.00	TBD/ Agency & Contractor
27-400	05535	Strategic Sales Negotiations	1451.00	TBD/ Agency & Contractor
27-400	05537	AMA's Advanced Course in Strategic Marketing	1623.00	TBD/ Agency & Contractor
27-400	05540	Strategies for Win-Win Sales Compensation	1537.00	TBD/ Agency & Contractor
27-400	05542	Prospecting Strategies to Build A Qualified Pipeline	1451.00	TBD/ Agency & Contractor
27-400	05590	Effective Channel Management	1537.00	TBD/ Agency & Contractor
27-400	05597	Successful Product Management	1537.00	TBD/ Agency & Contractor
27-400	05598	Advanced Sales Management	1794.00	TBD/ Agency & Contractor

SIN	CLIN	Name	GSA Price	Delivery Commence
27-400	05901	Evaluating Strategic Alliance and Partnership Success	1537.00	TBD/ Agency & Contractor
27-400	06281	Project Portfolio Management: Aligning Your Programs and Projects to Strategic Objectives	1537.00	TBD/ Agency & Contractor
27-400	06503	Improving Your Project Management Skills	1537.00	TBD/ Agency & Contractor
27-400	06504	Senior Project Management	1623.00	TBD/ Agency & Contractor
27-400	06515	Information Technology Project Management	1537.00	TBD/ Agency & Contractor
27-400	06523	Best Practices for the Multi-Project Manager	1623.00	TBD/ Agency & Contractor
27-400	06531	Process Management	1623.00	TBD/ Agency & Contractor
27-400	06541	A Six Sigma Approach to Achieving Project Management Quality	1623.00	TBD/ Agency & Contractor
27-400	06547	Managing a World-Class IT Department	1623.00	TBD/ Agency & Contractor

SIN	CLIN	Name	GSA Price	Delivery Commence
27-400	06550	Managing Projects Using Microsoft Project	1195.00	TBD/ Agency & Contractor
27-400	06552	Project Cost Management: Estimating, Budgeting and Earned Value Analysis	1451.00	TBD/ Agency & Contractor
27-400	06585	Effective Project Leadership	1623.00	TBD/ Agency & Contractor
27-400	06586	Project Scope and Requirements Management	1451.00	TBD/ Agency & Contractor
27-400	06590	AMA's PMP Exam Prep Express	1537.00	TBD/ Agency & Contractor
27-400	06595	AMA's Comprehensive Project Management Workshop	2222.00	TBD/ Agency & Contractor
27-400	08116	Talent Management	1537.00	TBD/ Agency & Contractor
27-400	08245	How to Conduct Effective Workplace Investigations	1537.00	TBD/ Agency & Contractor
27-400	08266	Recruiting, Interviewing and Selecting Employees	1623.00	TBD/ Agency & Contractor

SIN	CLIN	Name	GSA Price	Delivery Commence
27-400	08501	Internal Consulting Skills for the Homan Resources Professional	1537.00	TBD/ Agency & Contractor
27-400	08502	AMA's Employment Law Course	1451.00	TBD/ Agency & Contractor
27-400	08506	Fundamentals of Human Resources Management	1623.00	TBD/ Agency & Contractor
27-400	08507	Training the Trainer	1623.00	TBD/ Agency & Contractor
27-400	08509	Instructional Design for Trainers	1623.00	TBD/ Agency & Contractor
27-400	08516	Employee Retention Strategies	1537.00	TBD/ Agency & Contractor
27-400	08521	Human Resources Measurement and Metrics	1537.00	TBD/ Agency & Contractor
27-400	08532	Kirkpatrick's Four Level, Increasing, Training, Effectives Through Evaluation	1537.00	TBD/ Agency & Contractor
27-400	08590	Planning and Managing Organizational Change	1451.00	TBD/ Agency & Contractor

SIN	CLIN	Name	GSA Price	Delivery Commence
27-400	08591	AMA's Myers-Briggs Type Indicator (MBTI) Qualification Program	1280.00	TBD/ Agency & Contractor
27-400	08595	Best Practices for Applying the MBTI Instrument in Organizations: A Skills Building Workshop	1023.00	TBD/ Agency & Contractor
27-400	16501	AMA's Course for Presidents and CEOs	4282.00	TBD/ Agency & Contractor

Note: Travel and expenses associated with services performed at the end user's site are not included and shall be invoiced separately on an open market basis as incurred.