Professor Bingham joined the Graduate School of Business as an Adjunct Professor in 2014. He is a Vice President of The Kenrich Group LLC, with over 28 years of experience in the field of business consulting, primarily for Government and Construction Contractors. He has consulted with contractors to the U.S. government, including contractors to many different departments – Defense, Energy, State, Housing & Urban Development – as well as the National Aeronautics and Space Administration, Corp of Engineers, Department of Veterans Affairs, Agency for International Development, the General Services Administration and others. Professor Bingham is a member of the ABA Section of Public Contract Law, and is a current vice-chair of the Accounting, Cost & Pricing Committee.

For help with Blackboard:
Bbadmin@gwu.edu

For help with IT:
Division of Information Technology
Phone: 202-994-4948
ithelp@gwu.edu

For help with anything else:
Neal Couture, Director of the MSGC Program
(202) 994-2693, ncouture@law.gwu.edu
Welcome!

Pricing and Cost Issues in Government Contracts focuses on helping students develop an understanding of the fundamentals of government contracts cost and pricing. Students will learn the regulatory, accounting, estimating and financial foundations of cost and pricing, including Federal Acquisition Regulation ("FAR") Part 15, FAR Part 31, FAR Part 49 and Cost Accounting Standards ("CAS"). Topics covered will include evaluating cost and pricing of government contract proposals, negotiating fair and reasonable contract prices, evaluating requests for equitable adjustment and claims that arise in government contract performance, and settlement proposals in terminations for convenience. The topics will be evaluated from both contractor and government perspectives. Case studies will be utilized frequently to give students a chance to practice and enhance their skills based on real-world issues that arise in the cost and pricing arena.

The course is a core class in the Master of Science in Government Contracts (MSGC) program. It is taught by the GW School of Business as MKTG 6290.20 This means that your transcript will reflect a letter grade from the School of Business.

This is the first time this course is being taught online! That being so, please bear with us (and watch the Blackboard site regularly) to watch for announcements on edits and revisions to the syllabus. We appreciate your feedback as we progress through this exciting new venture!

Our best advice to you for achieving success in this course is STAY ON SCHEDULE! Do not fall behind in the lectures, readings, or assignments, as the workload does not lessen over time.

Course Description

You will learn through a variety of online activities that you complete at your own pace, but within the weekly schedule given. You will also participate in one-hour teleconferences each week – called Q&A sessions – these are for you to pose questions about readings, lectures, or assignments, and for me to otherwise check in each week with you.

The course is organized into fourteen weeks (plus a week off over spring break), matching the on-campus course timeline. There is a typical routine you will follow each week, which includes readings from the textbook, internet, or documents I provide, viewing video lectures, completing case studies on assigned topics, reviewing and providing feedback on other students’ postings, and participating in Q&A teleconferences. There will be a mid-term and a final exam that will be timed and open-book (i.e., you can use any resources such as notes or the internet).
Course Goals

This course focuses on evaluating cost and pricing and developing reasonable cost and pricing data for government contracts. The following are more detailed learning objectives for this course:

1. Understand and explain the unique cost and pricing aspects of government contracts compared with commercial contracts.

2. Understand the regulations that govern cost and pricing (e.g., FAR Parts 15 – Contracting by Negotiation, FAR Part 31 – Cost Principles, and the Cost Accounting Standards).

3. Understand the different pricing structures of government contracts (e.g., firm fixed price, cost-reimbursable, time and material) and how each type should be developed and evaluated.

4. Be able to evaluate the reasonableness of allowable costs and the estimating techniques used in the development of proposals, including proposals on new contracts, proposals relating to contract modifications (e.g., requests for equitable adjustment (“REA”)) and proposals relating to contract terminations (e.g., termination settlement proposals) in accordance with regulatory and legal guidance and guidance relating to appropriate estimating techniques and best practices.

5. Be able to develop cost or price proposal volumes relating to new contracts as well as contract modifications and terminated contracts in accordance with regulatory and legal guidance and guidance relating to appropriate estimating techniques and best practices.

6. Understand and conduct effective contract pricing negotiations.

Text & Materials

Prerequisites

There are no pre-requisites for this course.

Textbook and Other Resources:


Federal Acquisition Regulation (“FAR”), especially parts 15, 31, and 49, see http://farsite.hill.af.mil/vffara.htm

We recommend that you:

- Join our Facebook Groups: GOVERNMENT CONTRACTS AT GW LAW and MSGC AT GW - you do not need to be our “friend” to join the group.
- Join our LinkedIn Groups: GW MSGC Students and GW Law Government Procurement Community

---

Course Structure

Methods of Instruction

**Lectures:** Brief lectures (between 6 – 15 minutes each) have been recorded for specific topics, and are grouped in sessions. Students will view lectures each week; these lectures will relate to the assigned readings and other activities. Students may start and stop the videos, and return to previous videos to review them as often as you wish.

**Assignments:** You will generally have one assignment each week. Each will be assigned a specific assignment number, and be due by a specific date and time (all times are eastern time zone). Assignments will consist of reading assignments, case study video presentations, case study write-ups, and written comments on the video presentations given by other students.

- **Case Studies:** submit your case studies through Blackboard as either a video presentation or a Word, Excel or Powerpoint document attachment. The format will be communicated with each assignment. Case studies will be graded, and professors may provide constructive feedback to you privately. The case studies are generally due Sunday nights by midnight.

**Comments on other students’ case studies:** On Monday, your case studies (submitted the previous day) will be shared with the class on the discussion board. I may identify the “best case studies” so you can learn from them. In addition, in some instances, I will instruct you to review a certain minimum number of your classmates’ case studies and post substantive, meaningful, constructive feedback comments no later than Sunday at midnight. The goal is to help other students learn through your feedback, therefore, keep comments impersonal and constructive, and cite specific references or examples to illustrate your points.

**Live Q&A Sessions:** Weekly live question and answer sessions will be scheduled. This will be my primary opportunity to clarify lessons and for you to ask us specific questions. Sessions will be approximately one hour long, and be conducted using Blackboard Collaborate. If you cannot attend a Q&A session, please notify the professor.
Schedule
The course is set up to match the campus semester schedule. There are weekly tasks – lecture videos, reading, writing, tests, or other assignments – and each task has a due date and time. Generally, you will be asked to post assignments no later than midnight Sundays, and provide student feedback by Sundays at midnight.

Class Participation
Regular attendance at classes is required and is necessary for successful work. A student who is shown by the instructor to be deficient in class attendance or participation will, after the instructor first attempts to communicate with the student, have a grade of No Credit entered on the record absent an excuse. No excuse for deficient attendance or participation will be granted except by the dean of students and then only for illness or other emergency. A student whose excuse is accepted by the dean of students will be withdrawn administratively from the course.

In the online course environment, this means students check in to the Blackboard site at least once weekly (more often may be necessary), complete readings and assignments in a timely manner, and participate in discussion boards and other course activities. To succeed in this course, students must keep up with the schedule!

Assessment and Grading

Grading Schema
We reserve the right to adjust grades for class attendance, preparation, and participation. Grading will conform to GWSB grading curve practices.

<table>
<thead>
<tr>
<th>Assignment Type</th>
<th>Total % of Final Grade</th>
</tr>
</thead>
<tbody>
<tr>
<td>Biographical Form</td>
<td>5%</td>
</tr>
<tr>
<td>Mid-term Examination</td>
<td>20%</td>
</tr>
<tr>
<td>Final Examination</td>
<td>20%</td>
</tr>
<tr>
<td>Class Participation (including peer feedback)</td>
<td>15%</td>
</tr>
<tr>
<td>Case Studies</td>
<td>40%</td>
</tr>
</tbody>
</table>

Late Work Policy
Late work may be subject to penalty at the discretion of the professors.
Technical Skills Required

In order to function at full capacity in this course, students should be able to:

- Use a digital camera or scanner
- Use your computer to upload recordings and images to your computer
- Be open to learning and register for new technologies
- Be flexible when technological glitches happen (which is a given)
- Seek technological help when necessary by calling Student Technology Services

University Policies

Netiquette

Most colleges and universities have a policy regarding the use of computers and networks owned by the institution or used by its employees. The George Washington University has such a policy, which you can read by clicking here. Beyond that policy however, is the idea of network etiquette, or netiquette, which is a less formal, less legally focused idea of courtesy among users of online communication systems. Some of what is covered by Netiquette guidelines may seem self-explanatory, others, less so, but the important aspect of these rules is the need to create a respectful learning environment for all students in the virtual classroom. Below is a set of such guidelines. Feel free to use this text as is, or customize it for your class and needs.

Please observe the following rules of Netiquette when submitting posts:

- Remain professional, respectful, and courteous at all times.
- Remember that a real human being wrote each post and will read what you write in response. It is easy to misinterpret discussion posts. Let’s give the benefit of the doubt.
- If you have a strong opinion on a topic it is acceptable to express it as long as it is not phrased as an attack. Please be gracious with differing opinions.
- When upset, wait a day or two prior to posting. Messages posted (or e-mailed) in anger are often regretted later.
- Proofread and use the spell check tool when you type a post. It makes the post easier to read and helps your readers understand what you are saying. If you discover a mistake after publishing the post you can reopen and correct it.

The instructor reserves the right to delete any post that is deemed inappropriate for this discussion forum without prior notification to the student. This will include any post containing language that is offensive, rude, profane, racist, or hateful.

Posts that are seriously off topic or serve no purpose other to vent frustration will also be removed.
Academic Integrity

Please review the University’s and the Law School’s policies on academic integrity. All graded work must be completed in accordance with these policies.

Academic dishonesty is defined as cheating of any kind, including misrepresenting one’s own work, taking credit for the work of others without crediting them and without appropriate authorization, and the fabrication of information. Common examples of academically dishonest behavior include, but are not limited to, the following: Cheating; Fabrication; Plagiarism; Falsification and forgery of University academic documents; Facilitating academic dishonesty.

Students with Disabilities

If you feel you may need an accommodation based on the impact of a disability, please contact me privately to discuss specific needs. Please contact the Disability Support Services Office at 202.994.8250, Suite 242 Marvin Center, http://gwired.gwu.edu/dss, to establish eligibility and to coordinate reasonable accommodations.

University Counseling Center (UCC)

Phone Number: (202) 994- 5300
The University Counseling Center (UCC) offers 24/7 assistance and referral to address students’ personal, social, career, and study skills problems. Services for students include:

- Crisis and emergency mental health consultations
- Confidential assessment, counseling services (individual and small group), and referrals