

Procurement U 2016 Course Offerings

A complete course description, syllabus and course resources for each offering will be available during the registration period. Once a web-based course is launched, it is available at any time and will not close except during the refreshment cycle. Registration and web-based trainings are available through the Procurement U Online Learning Management System.

Web-based Course Offerings	Level	Estimated Course Hours	Delivery Method	2016 Launch Month
Introduction to Market Research The purpose of this course is to define market research and how it influences decision making in public procurement. Market research provides important information to identify and analyze the market need, market conditions, suppliers and competition.	102	2	Web-based training	February
Market Research Strategies The purpose of this course is to analyze market research strategies.	200	1	Web-based training	February
Applications of Market Research The purpose of this course is to development application methods for market research.	300	2	Web-based training	March
Introduction to Request for Proposal (RFP). The purpose of this course is to outline the basic steps for requesting proposals (RFP).	100	1	Web-based training	April
Introduction to Negotiations The purpose of this course is to identify the foundational components of negotiations.	100	1	Web-based training	May
Introduction to Cost Price Analysis The purpose of this course is to define cost price analysis.	100	1	Web-based training	June
Introduction to Terms and Conditions The purpose of this course is to describe the fundamentals of terms and conditions.	100	1	Web-based training	July
Introduction to Contract Management The purpose of this course is to define contract management and identify best practices.	100	1	Web-based training	September
Introduction to Statewide Contracts The purpose of this course is to explain the basics of statewide contracts.	100	1	Web-based training	October
Introduction to Service Contracts The purpose of this course is to explore the foundational elements of service contracts.	100	1	Web-based training	November

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NASPO Conferences	Level	Estimated Course Hours	Delivery Method	Launch Month(s)
State Training Coordinators Conference The draft agenda for this in-person conference will be available in March. The conference will be held at the same location and prior to the Southern Regional Conference. Each state is invited to send two central procurement office staff members identified by the Chief Procurement Official as the main points of contact for procurement training.	TBA	TBA	Hybrid - instructor-led and web-based training	May
Regional Post-Con Training Topics TBA.	200 or 300	5	Hybrid - instructor-led and web-based training	May, July, November
Annual Pre-Con Training Topics TBA.	300 or 400	5	Hybrid - In-person, instructor-led and web-based training	September

UPPCC Exam Prep	Certification	Estimated Course Hours	Delivery Method	Launch Month
UPPCC Exam Prep Course	CPPB	12	Procurement U Online Learning Management System.	August
UPPCC Exam Prep Course	CPPO	12	Procurement U Online Learning Management System.	August