

CURRENTLY OFFERED COURSES

001 Introduction to Government and Corporate Procurement (P)

002 Business Plan Development (P)
003 Business Plan Development (W)

004 Digital Social Media Marketing (P)
005 Digital Social Media Marketing (W)

006 Marketing to Corporate and Government Clients (P)

007 Affinity Group Strategies (P)

- Black Business Owner
- LGBT Business Owner
- Woman Business Owner

008 Capabilities Statement (P)
009 Capabilities Statement (W)

010 Finding Opportunities (P)
011 Finding Opportunities (W)

012 Leveraging Certifications (P)
Certification Specific Workshops

013 Federal (W) Sam.gov
014 California (W) Caleprocure.ca.gov
015 CA Utilities (W) CPUC
016 Caltrans (W) CUCP
017 LA County (W)

018 Identifying Opportunities That Fit (P)

019 Responding to Solicitations (P)
020 Responding to Solicitations (O)

021 Contracting as a 2nd Language (M)

022 Business Marketing Strategies (P)

023 Learning to Work with Prime Contractors (P)

024 Preparing for Government and Corporate Contracts (P)

025 Corporate Procurement (M)
026 The Procurement Process
027 Foundation for Success
028 Marketing
029 Proposals

030 How to Do Business with Caltrans (P)

(P) = Presentation (W) = Workshop
(O) = One-on-One Advising (M) = Multi Course Structure