

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 To Corporate client

029 Corporate Proposals

030 How to Do Business with Caltrans (P)

031 Deep Dive into Caltrans Solicitation (P)

032 Bonding and Insurance Requirements for Public Works (P)

033 Subcontracting Strategy and Opportunities (P)

034 Building Teaming Agreements (P)

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

