Proposal Development Workshop

Wednesday, December 7, 2016
8:30 A.M. – 1:00 P.M.
Troy University Dothan Campus
Harrison Room (124), Malone Hall
Dothan, Alabama

Course Overview: This instruction is a scenario-oriented hands-on challenge whereby the participants will work in small groups to develop an actual federal contracting proposal. This is not a technical writing course, but an overall proposal development procedure course designed to engage the participants in real world efforts necessary to coordinate and complete all aspects of a government proposal.

Topics Covered:

- Breaking Down the Solicitation
- Developing a Proposal Preparation Outline
- Coordinating Proposal Subparts for Completion
  - Writing the Technical Volume
  - Writing the Past Performance Volume
  - Completing the Costing Volume
  - Pulling the Proposal Together
- Reviewing and Discussing the Final Product

Bring your laptop or you may share with someone else. *We will work straight through so lunch will be provided.*

Registration is $35.00 for this workshop. To register go to [http://bit.ly/PropDev](http://bit.ly/PropDev).

Speaker: Jerry Ellison, Program Manager, Alabama Procurement Technical Assistance Center (PTAC) program with years of experience in winning and managing federal government contracts.

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