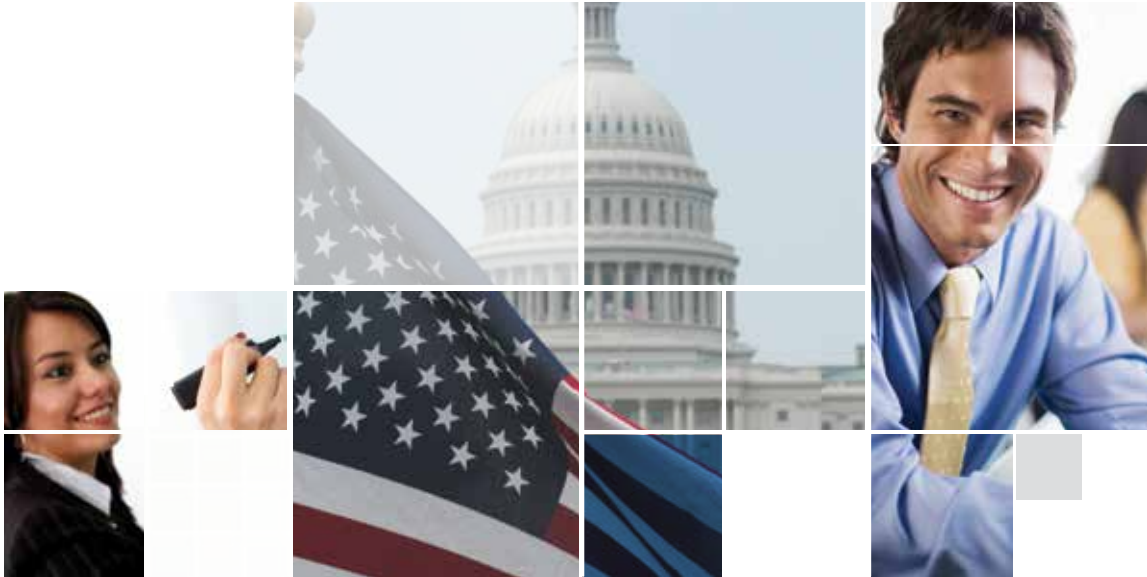


GSA SCHEDULE TERMS AND PRICING



Corporate Education Group
OPTIMIZING PERFORMANCE

**MOBIS CONTRACT
GS-02F-146AA**

**PROJECT
MANAGEMENT**

**BUSINESS
ANALYSIS**

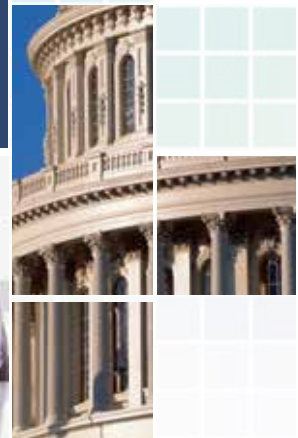
**BUSINESS
PROCESS
MANAGEMENT**

**MANAGEMENT
AND
LEADERSHIP**

Featuring Certificate
Programs Delivered
Through Our Alliance With

Duke
UNIVERSITY
MANAGEMENT TRAINING

**CORPORATE TRAINING
CONSULTING SERVICES
COACHING SOLUTIONS**





GENERAL SERVICES ADMINISTRATION FEDERAL SUPPLY AND SERVICE AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST

Online access to contract ordering information, terms and conditions, up-to-date pricing and the option to create an electronic delivery order are available through GSA Advantage!™, a menu-driven database system. The web address for GSA Advantage! is: GSAAdvantage.gov.

Mission Oriented Business Integrated Services (MOBIS) Federal Supply Group: 874
Special Item Number: 874-1 (Consulting Services) and 874-4 (Training Services)
Contract Number: GS-02F-146AA

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov.

Contract Period – 05/10/2013 thru 05/09/2018
Contractor Name: Corporate Education Group
1 Executive Drive, Suite 301
Chelmsford, MA 01824
Telephone: 800-288-7246 Fax: 978-649-2453
Company website: www.corpedgroup.com
Business Size: Large Business

Corporate Education Group (CEG) trains, consults and coaches individuals and teams to help organizations unlock business value by optimizing individual and organizational performance. All of CEG's project management, business analysis, business process management, and management and leadership training programs and consulting services are available through GSA MOBIS, including certificate programs offered through its alliance with Duke University Management Training.



INFORMATION FOR ORDERING ACTIVITIES:

1. Awarded Special Item Number:
 - (A) 874-1 Consulting Services
 - (B) 874-4 Training Services: Instructor-Led, Web-Based and Education Courses
2. Maximum Order: N/A
3. Minimum Order: N/A
4. Geographic Coverage: The 48 Contiguous States and the District of Colombia, Alaska, Hawaii, Puerto Rico
5. Points of Production: N/A
6. GSA Discount: 10 – 25% for all courses; 15% for consulting services
7. Quantity Discounts: N/A
8. Prompt Payment Terms: N/A
9. Government purchase cards are accepted below and above the micro-purchase threshold. YES
10. Foreign Item: N/A
11. Delivery Time: Within 30 days after receipt of order (ARO)
12. FOB Points: N/A
13. Ordering Address:

Corporate Education Group
1 Executive Drive, Suite 301
Chelmsford, MA 01824
TAX ID # 49-0918652
14. Payment Address:

Corporate Education Group
1 Executive Drive, Suite 301
Chelmsford, MA 01824
15. Warranty Provisions: N/A
16. Export Packaging: N/A
17. Terms and conditions of Gov't Credit Cards: Cards accepted; no additional terms and conditions. See Item 9.
18. Empty Toner Recycle Program and other Applicable Recycle Programs: N/A
19. Terms and Conditions of Installation N/A
20. Terms and Conditions of repair parts, if applicable N/A
21. List of Service and Distribution Points N/A
22. List of Participating Dealers N/A
23. Preventive Maintenance, if applicable N/A
24. Special attributes (i.e. environmental) N/A
25. DUNS #: 606046308
26. Central Contractor Registration: Current CAGE/NCAGE Code: 3SCJ2

| Project Management Courses (SIN 874-4) | | | On-Site Pricing | | | | | Open-Enrollment Pricing | |
|--|---|--------------------------------------|----------------------|---|--------------------------------|------------------------------|--|--------------------------------|------------------------------|
| COURSE CODE (classroom/virtual) | COURSE TITLE | COURSE LENGTH (classroom/virtual) | MINIMUM PARTICIPANTS | MAXIMUM PARTICIPANTS (classroom/virtual) | GSA PRICE PER COURSE CLASSROOM | GSA PRICE PER COURSE VIRTUAL | ADDITIONAL PER STUDENT FEE ABOVE MAXIMUM | GSA PRICE PER PERSON CLASSROOM | GSA PRICE PER PERSON VIRTUAL |
| MDI123 | Project Management Fundamentals | 2 days | 6 | 18 | \$10,982.05 | N/A | \$300.00 | \$1,205.04 | N/A |
| MDI191 | Effective Program Management | 3 days | 6 | 18 | \$14,629.72 | N/A | \$450.00 | N/A | N/A |
| MDP105A | Concepts of Project Management | 2 days | 6 | 18 | \$9,533.26 | N/A | \$300.00 | \$1,253.50 | N/A |
| MDP111A | Strategic Alignment of the Project Portfolio | 2 days | 6 | 18 | \$9,050.92 | N/A | \$300.00 | \$1,253.50 | N/A |
| MDP115 | Business Management Skills for Project Managers | 2 days | 6 | 18 | \$9,127.53 | N/A | \$300.00 | \$1,253.50 | N/A |
| MDP116 | Accelerating Product Development Using Project Management | 2 days | 6 | 18 | \$9,170.09 | N/A | \$300.00 | \$1,253.50 | N/A |
| MDP117A | Program Management: Managing in the Complex Multiple Project Environment | 3 days | 6 | 18 | \$14,629.72 | N/A | \$450.00 | \$1,649.59 | N/A |
| MDP118 | Developing a Project Management Office | 2 days | 6 | 18 | \$8,866.50 | N/A | \$150.00 | \$1,253.50 | N/A |
| MDP169a /MDV169a | Project Management Fast Track | 5 days/30 hours | 6 | 18/18 | \$22,833.01 | \$21,503.03 | \$750.00 | \$2,199.72 | \$1,725.04 |
| MDP189a | Project Scope Management | 2 days | 6 | 18 | \$12,413.10 | N/A | \$300.00 | \$1,253.50 | N/A |
| MDP254 | Project Management for Everyone (A non-technical approach) | 2 days | 6 | 18 | \$9,753.15 | N/A | \$300.00 | \$1,253.50 | N/A |
| MDP255 | Effective Project Leadership | 2 days | 6 | 18 | \$10,008.50 | N/A | \$300.00 | \$1,253.50 | N/A |
| MDP256A | Project Management Earned Value Management Systems & Methods (EVMS) | 2 days | 6 | 18 | \$9,753.15 | N/A | \$300.00 | \$1,253.50 | N/A |
| MDP259 | Project Management for Everyone II: Interpersonal Effectiveness for Project Success | 2 days | 6 | 18 | \$10,008.50 | N/A | \$300.00 | \$1,253.50 | N/A |
| MDP268a | Project Human Resource Management | 2 days | 6 | 18 | \$9,753.15 | N/A | \$300.00 | \$1,253.50 | N/A |
| MDP269a | Project Time Management | 2 days | 6 | 18 | \$9,753.15 | N/A | \$300.00 | \$1,253.50 | N/A |
| MDP270a | Project Cost Management | 2 days | 6 | 18 | \$9,753.15 | N/A | \$300.00 | \$1,253.50 | N/A |
| MDP271a | Project Quality Management | 2 days | 6 | 18 | \$9,753.15 | N/A | \$300.00 | \$1,253.50 | N/A |
| MDP272a | Project Communications Management | 2 days | 6 | 18 | \$9,753.15 | N/A | \$300.00 | \$1,253.50 | N/A |
| MDP273a /MDV273a | Project Risk Management | 2 days/12 hours | 6 | 18/18 | \$9,753.15 | \$8,334.51 | \$300.00 | \$1,253.50 | \$781.96 |
| MDP274a | Project Procurement Management | 2 days | 6 | 18 | \$9,753.15 | N/A | \$300.00 | \$1,253.50 | N/A |
| MDP325 | Scheduling Success: An In-Depth Analysis of Project Scheduling | 2 days | 6 | 18 | \$9,753.15 | N/A | \$300.00 | N/A | N/A |
| MDP334 | PRINCE2® Foundation | 3 days | 6 | 18 | \$17,878.41 | N/A | \$925.00 | \$1,607.15 | N/A |

| Project Management Courses (SIN 874-4) | | | On-Site Pricing | | | | | Open-Enrollment Pricing | |
|--|--|--------------------------------------|----------------------|---|--------------------------------|------------------------------|--|--------------------------------|------------------------------|
| COURSE CODE (classroom/virtual) | COURSE TITLE | COURSE LENGTH (classroom/virtual) | MINIMUM PARTICIPANTS | MAXIMUM PARTICIPANTS (classroom/virtual) | GSA PRICE PER COURSE CLASSROOM | GSA PRICE PER COURSE VIRTUAL | ADDITIONAL PER STUDENT FEE ABOVE MAXIMUM | GSA PRICE PER PERSON CLASSROOM | GSA PRICE PER PERSON VIRTUAL |
| MDP335 | PRINCE2® Practitioner | 2 days | 6 | 18 | \$13,469.98 | N/A | \$710.00 | \$1,646.45 | N/A |
| MDP389 | Manage Agile Projects Using Scrum | 2 days | 6 | 18 | \$9,753.15 | N/A | \$300.00 | \$1,253.50 | N/A |
| MDP390 | Advanced Project Risk Management | 3 days | 6 | 18 | \$14,629.72 | N/A | \$450.00 | \$1,649.59 | N/A |
| MDP407a/MDV407a | Principles & Techniques of Project Management | 3 days/18 hours | 6 | 18/18 | \$15,296.48 | \$13,168.52 | \$450.00 | \$1,649.59 | \$1,017.73 |
| MDP451a | Project Framework and Integration Management | 2 days | 6 | 18 | \$10,419.91 | N/A | \$300.00 | \$1,253.50 | N/A |
| MDP454 | Leadership and Communication Skills for Project Managers | 1 day | 6 | 18 | \$4,876.57 | N/A | \$150.00 | \$664.08 | N/A |
| MDP455 | Facilitation Skills for Project Managers | 1 day | 6 | 18 | \$4,876.57 | N/A | \$150.00 | \$664.08 | N/A |
| MDP456 | Working in a Matrix Organization: Techniques for Project Managers | 1 day | 6 | 18 | \$4,876.57 | N/A | \$150.00 | \$664.08 | N/A |
| MDP457 | Coaching Skills for Project Managers | 1 day | 6 | 18 | \$4,876.57 | N/A | \$150.00 | \$664.08 | N/A |
| MDP460A | Simulation of Real World Project Management | 3 days | 6 | 18 | \$17,644.33 | N/A | \$450.00 | \$1,649.59 | N/A |
| MDP515 | Advanced Project Planning and Control | 3 days | 6 | 18 | \$14,629.72 | N/A | \$450.00 | \$1,649.59 | N/A |
| MDP636E | Microsoft Project 2007, Exploring the Power | 2 days | 6 | 18 | \$9,753.15 | N/A | \$300.00 | \$1,253.50 | N/A |
| MDP707 | Principles and Techniques of Project Management for Pharmaceutical and Biotech Professionals | 3 days | 6 | 18 | \$15,296.48 | N/A | \$450.00 | \$1,649.59 | N/A |
| MDP780 | PMP® Exam Prep Express | 2 days | 6 | 18 | \$10,419.91 | N/A | \$300.00 | \$1,253.50 | N/A |
| MDP782 | Project-based Cost Benefit Analysis and ROI | 1 day | 6 | 18 | \$4,876.57 | N/A | \$150.00 | \$824.40 | N/A |
| MDP880 | PMI® - Scheduling Professional (PMI-SP®) Certification Exam Prep | 3 days | 6 | 18 | \$14,629.72 | N/A | \$450.00 | \$1,649.59 | N/A |
| MDP975/MDV975 | Managing Your Project and Its Stakeholders | 3 days/18 hours | 6 | 18/16 | \$15,296.48 | \$13,434.52 | \$450.00 | \$1,649.59 | \$1,017.73 |
| MDP976/MDV976 | Planning Project Scope and Schedule | 2 days/12 hours | 6 | 18/16 | \$9,753.15 | \$8,511.84 | \$300.00 | \$1,253.50 | \$781.96 |
| MDP977/MDV977 | Managing Project Resources, Cost, and Quality | 3 days/18 hours | 6 | 18/16 | \$14,629.72 | \$12,767.76 | \$450.00 | \$1,649.59 | \$1,017.73 |
| MDP978/MDV978 | Controlling Project Change and Risk | 2 days/12 hours | 6 | 18/16 | \$9,753.15 | \$8,511.84 | \$300.00 | \$1,253.50 | \$781.96 |
| MDP783 | Accelerated PMP® Exam Prep | 4 days | 10 | 20 | \$2,10.23* | N/A | \$300.00 | \$1,253.50 | N/A |

*Per-student Pricing

| Project Management Certificate Programs (SIN 874-4) | | | Open-Enrollment Pricing | |
|---|---|--------------------------------------|--------------------------------------|------------------------------------|
| COURSE CODE (classroom/virtual) | COURSE TITLE | COURSE LENGTH (classroom/virtual) | GSA PRICE PER PERSON CLASSROOM | GSA PRICE PER PERSON VIRTUAL |
| MDP600 | Certificate in Applied Project Management (Evenings) | 24 sessions | \$4,711.44 | N/A |
| MDP700 | Certificate in Applied Project Management (Days) | 12 days | \$4,711.44 | N/A |
| MDP904/MDV904 | Project Management Certificate Program | 10 days/60 hours | \$4,353.85 | \$2,699.55 |
| MDP904D/MDV904D | CEG/Duke University Management Training Project Management Certificate Program | 10 days/60 hours | \$5,010.08 | \$3,241.81 |
| MDP908 | Advanced Project Management Certificate Program | 9 days | \$4,318.49 | N/A |
| MDP908D | CEG/Duke University Management Training Advanced Project Management Certificate Program | 9 days | \$5,010.08 | N/A |

| Project Management On-Demand Courses and Certificate Programs (SIN 874-4) | | | |
|---|--|--------------------------------------|-------------------------|
| COURSE CODE (self-paced online) | COURSE TITLE | COURSE LENGTH (classroom/virtual) | GSA PRICE PER PERSON |
| MDO189a | Online Project Scope Management | 20 hours | \$374.06 |
| MDO225b | Online Preparing for the PMP® Exam | 20 hours | \$374.06 |
| MDO268a | Online Project Human Resource Management | 20 hours | \$374.06 |
| MDO269a | Online Project Time Management | 20 hours | \$374.06 |
| MDO270a | Online Project Cost Management | 20 hours | \$374.06 |
| MDO271a | Online Project Quality Management | 20 hours | \$374.06 |
| MDO272a | Online Project Communications Management | 20 hours | \$374.06 |
| MDO273a | Online Project Risk Management | 20 hours | \$374.06 |
| MDO274a | Online Project Procurement Management | 20 hours | \$374.06 |
| MDO451a | Online Project Framework and Integration Management | 20 hours | \$374.06 |
| MDB507D | CEG/Duke University Management Training On-Demand Project Management Certificate Program | 180 hours | \$3,037.03 |

| Business Analysis Courses (SIN 874-4) | | | On-Site Pricing | | | | | Open-Enrollment Pricing | |
|---------------------------------------|--|--------------------------------------|----------------------|---|--------------------------------|------------------------------|--|--------------------------------|------------------------------|
| COURSE CODE (classroom/virtual) | COURSE TITLE | COURSE LENGTH (classroom/virtual) | MINIMUM PARTICIPANTS | MAXIMUM PARTICIPANTS (classroom/virtual) | GSA PRICE PER COURSE CLASSROOM | GSA PRICE PER COURSE VIRTUAL | ADDITIONAL PER STUDENT FEE ABOVE MAXIMUM | GSA PRICE PER PERSON CLASSROOM | GSA PRICE PER PERSON VIRTUAL |
| BA111/BAV111 | Core Competencies for the Business Analyst | 2 days/12 hours | 6 | 18/16 | \$10,207.11 | \$8,788.47 | \$300.00 | \$1,253.50 | \$781.96 |
| BA112/BAV112 | Plan, Manage, and Communicate Requirements | 2 days/12 hours | 6 | 18/16 | \$9,753.15 | \$8,334.51 | \$300.00 | \$1,253.50 | \$781.96 |
| BA113/BAV113 | Collaborate with Stakeholders to Elicit Requirements | 3 days/18 hours | 6 | 18/16 | \$14,629.72 | \$12,501.76 | \$450.00 | \$1,649.59 | \$1,017.73 |
| BA114/BAV114 | Model and Document Your Project Requirements | 3 days/18 hours | 6 | 18/16 | \$14,629.72 | \$12,501.76 | \$450.00 | \$1,649.59 | \$1,017.73 |
| BA115a/BAV115a | Enterprise Analysis for Your Organization | 2 days/12 hours | 6 | 18/16 | \$9,753.15 | \$9,753.15 | \$300.00 | \$1,253.50 | \$781.96 |
| BA117/BAV117 | Apply Business Analysis to Iterative Projects | 2 days/12 hours | 6 | 18/16 | \$9,753.15 | \$8,334.51 | \$300.00 | \$1,253.50 | \$781.96 |
| BA118a/BAV118a | Advanced Use Case Modeling | 2 days/12 hours | 6 | 18/16 | \$9,753.15 | \$8,334.51 | \$300.00 | \$1,253.50 | \$781.96 |
| BA121 | UML for the Business Analyst | 2 days | 6 | 16 | \$9,753.15 | N/A | \$300.00 | \$1,253.50 | N/A |
| BA122 | Agile Business Analysis Practices | 2 days | 6 | 18 | \$8,644.84 | N/A | \$300.00 | N/A | N/A |
| BA214/BAV214 | Preparation for the CBAP® Exam | 2 days/12 hours | 6 | 18/16 | \$9,753.15 | \$9,753.15 | \$300.00 | \$1,253.50 | \$781.96 |
| BA400 | Facilitation Skills for the Business Analyst | 2 days | 6 | 18 | \$9,753.15 | N/A | \$300.00 | \$1,253.50 | N/A |

| Business Analysis Certificate Programs (SIN 874-4) | | | Open-Enrollment Pricing | |
|--|--|--------------------------------------|--------------------------------|------------------------------|
| COURSE CODE (classroom/virtual) | COURSE TITLE | COURSE LENGTH (classroom/virtual) | GSA PRICE PER PERSON CLASSROOM | GSA PRICE PER PERSON VIRTUAL |
| BA212 | Certificate in Applied Business Analysis (Saturdays) | 10 days | \$4,554.26 | N/A |
| BA212D | CEG/Duke University Management Training Certificate in Applied Business Analysis (Saturdays) | 10 days | \$5,237.20 | N/A |
| BA904 /BAV905 | Business Analysis Certificate Program | 10 days/60 hours | \$4,353.85 | \$2,699.55 |
| BA904D/BAV905D | CEG/Duke University Management Training Business Analysis Certificate Program | 10 days/60 hours | \$5,010.08 | \$3,241.81 |
| BA906/BAV907 | Advanced Business Analysis Certificate Program | 6 days/36 hours | \$3,061.06 | \$1,960.81 |
| BA906D/BAV907D | CEG/Duke University Management Training Advanced Business Analysis Certificate Program | 6 days/36 hours | \$3,532.59 | \$2,275.16 |

| Business Process Management Courses (SIN 874-4) | | | On-Site Pricing | | | | | Open-Enrollment Pricing | |
|---|--|--------------------------------------|----------------------|---|--------------------------------|------------------------------|--|--------------------------------|------------------------------|
| COURSE CODE (classroom/virtual) | COURSE TITLE | COURSE LENGTH (classroom/virtual) | MINIMUM PARTICIPANTS | MAXIMUM PARTICIPANTS (classroom/virtual) | GSA PRICE PER COURSE CLASSROOM | GSA PRICE PER COURSE VIRTUAL | ADDITIONAL PER STUDENT FEE ABOVE MAXIMUM | GSA PRICE PER PERSON CLASSROOM | GSA PRICE PER PERSON VIRTUAL |
| MDP178A | Information Gathering and Facilitation for Business Processes | 1 day | 6 | 18 | \$6,347.61 | N/A | \$300.00 | \$922.92 | N/A |
| MDP183 | Advanced Techniques for Modeling, Analysis and Design | 3 days | 6 | 18 | \$19,042.82 | N/A | \$900.00 | \$1,812.80 | N/A |
| MDP243 | Seven Steps to Improved Work Flows | 3 days | 6 | 18 | \$15,959.70 | N/A | \$450.00 | \$1,410.68 | N/A |
| MDP260 | Principles of Business Process Management | 1 day | 6 | 18 | \$7,322.31 | N/A | \$300.00 | \$922.92 | N/A |
| MDP262B | Introduction to Business Process Modeling, Analysis and Design | 3 days | 6 | 18 | \$19,042.82 | N/A | \$900.00 | \$1,812.80 | N/A |
| MDP263 | Managing a Business Process Project | 2 days | 6 | 18 | \$12,695.21 | N/A | \$600.00 | \$1,527.46 | N/A |
| MDP346 | Introduction to Business Process Management for Project Managers | 1 day | 6 | 18 | \$6,347.61 | N/A | \$150.00 | \$922.92 | N/A |

| Business Process Management Certificate Programs (SIN 874-4) | | | Open-Enrollment Pricing | |
|--|---|--------------------------------------|--------------------------------|------------------------------|
| COURSE CODE (classroom/virtual) | COURSE TITLE | COURSE LENGTH (classroom/virtual) | GSA PRICE PER PERSON CLASSROOM | GSA PRICE PER PERSON VIRTUAL |
| MDP909 | Business Process Management Professional Certificate Program | 5 days | \$3,647.36 | N/A |
| MDP909D | CEG/Duke University Management Training Business Process Management Professional Certificate Program | 5 days | \$4,251.89 | N/A |
| MDP910 | Business Process Management Advanced Certificate Program | 5 days | \$3,647.36 | N/A |
| MDP910D | CEG/Duke University Management Training Business Process Management Advanced Certificate Program | 5 days | \$4,251.89 | N/A |

| Management and Leadership Courses (SIN 874-4) | | | On-Site Pricing | | | | | Open-Enrollment Pricing | |
|---|--|--------------------------------------|----------------------|---|--------------------------------|------------------------------|--|--------------------------------|------------------------------|
| COURSE CODE (classroom/virtual) | COURSE TITLE | COURSE LENGTH (classroom/virtual) | MINIMUM PARTICIPANTS | MAXIMUM PARTICIPANTS (classroom/virtual) | GSA PRICE PER COURSE CLASSROOM | GSA PRICE PER COURSE VIRTUAL | ADDITIONAL PER STUDENT FEE ABOVE MAXIMUM | GSA PRICE PER PERSON CLASSROOM | GSA PRICE PER PERSON VIRTUAL |
| MDI1013 | Becoming an Effective Coach: Building Relationship That Support Professional Development | 1 day | 6 | 18 | \$3,989.92 | N/A | \$150.00 | N/A | N/A |
| MDI103b | The Power to Wow! Techniques for Successful Presentations | 2 days | 6 | 18 | \$8,161.61 | N/A | \$300.00 | N/A | N/A |
| MDI103b-1 | The Power to Wow! Techniques for Successful Presentations | 1 day | 6 | 18 | \$4,125.14 | N/A | \$150.00 | N/A | N/A |
| MDI116 | Influencing: How to Achieve Results | 2 days | 6 | 18 | \$7,979.85 | N/A | N/A | \$1,325.54 | N/A |
| MDI133 | Managing Effective Meetings: Face-to-Face and Virtual | 1 day | 6 | 18 | \$3,989.92 | N/A | \$150.00 | N/A | N/A |
| MDI192 | Collaborative Program Leadership and Team Management | 2 days | 6 | 18 | \$9,753.15 | N/A | \$300.00 | N/A | N/A |
| MDI221 | Developing Supervisory & Management Skills | 2 days | 6 | 18 | \$7,979.85 | N/A | \$300.00 | N/A | N/A |
| MDI241B | Collaborating for Success | 1 day | 6 | 18 | \$3,989.92 | N/A | \$150.00 | N/A | N/A |
| MDI316 | Working with Clients: A Consultative Approach | 2 days | 6 | 18 | \$8,334.51 | N/A | \$300.00 | N/A | N/A |
| MDI319 | Conflict Resolution | 2 days | 6 | 18 | \$8,235.20 | N/A | \$300.00 | N/A | N/A |
| MDI327 | Choice and Control: A Positive Approach to Conflict | 2 days | 6 | 18 | \$8,201.16 | N/A | \$300.00 | N/A | N/A |
| MDI349 | Focused Problem Solving | 1 day | 6 | 18 | \$4,953.18 | N/A | \$150.00 | N/A | N/A |
| MDI351 | Communication Counts | 1 day | 6 | 18 | \$3,989.92 | N/A | \$150.00 | N/A | N/A |
| MDI357 | Critical Communications: What You Want, How You Feel, What You Say | 2 days | 6 | 18 | \$8,293.37 | N/A | \$300.00 | N/A | N/A |
| MDI359 | Creating a Collaborative Culture | 2 days | 6 | 18 | \$7,979.85 | N/A | \$300.00 | N/A | N/A |
| MDI371-1 | Building Cultural Intelligence - China | 1 day | 6 | 18 | \$3,989.92 | N/A | \$150.00 | N/A | N/A |
| MDI391 | Interpersonal Effectiveness | 1 day | 6 | 18 | \$3,989.92 | N/A | \$150.00 | N/A | N/A |
| MDI548 | Meeting Facilitation Skills | 1 day | 6 | 18 | \$3,989.92 | N/A | \$150.00 | N/A | N/A |
| MDI575 | Leadership Success: Foundation Skills and Tools | 1 day | 6 | 18 | \$4,876.57 | N/A | \$150.00 | N/A | N/A |
| MDI576 | Leadership Success: Part II | 1 day | 6 | 18 | \$4,876.57 | N/A | \$150.00 | N/A | N/A |
| MDI668 | Write it Right | 1 day | 6 | 18 | \$4,202.72 | N/A | \$150.00 | N/A | N/A |
| MDI792 | Lessons of Leadership: Managing a High-Performance Culture | 1 day | 6 | 18 | \$4,876.57 | N/A | \$150.00 | N/A | N/A |
| MDP1001 | Virtual Success: Working with Offsite People & Global Teams | 2 days | 6 | 18 | \$7,979.85 | N/A | \$300.00 | \$1,253.50 | N/A |

| Management and Leadership Courses (SIN 874-4) | | | On-Site Pricing | | | | | Open-Enrollment Pricing | |
|---|---|--------------------------------------|----------------------|---|--------------------------------|------------------------------|--|--------------------------------|------------------------------|
| COURSE CODE (classroom/virtual) | COURSE TITLE | COURSE LENGTH (classroom/virtual) | MINIMUM PARTICIPANTS | MAXIMUM PARTICIPANTS (classroom/virtual) | GSA PRICE PER COURSE CLASSROOM | GSA PRICE PER COURSE VIRTUAL | ADDITIONAL PER STUDENT FEE ABOVE MAXIMUM | GSA PRICE PER PERSON CLASSROOM | GSA PRICE PER PERSON VIRTUAL |
| MDP1006 | Effective Peer Mentoring: Building Collaborative Learning Relationships | 1 day | 6 | 18 | \$4,245.28 | N/A | \$150.00 | \$664.08 | N/A |
| MDP1008 | Emotional Intelligence | 1 day | 6 | 18 | \$3,989.92 | N/A | \$150.00 | \$664.08 | N/A |
| MDP101 | Newly Appointed Managers: Realities and Resources | 2 days | 6 | 18 | \$7,979.85 | N/A | \$300.00 | \$1,253.50 | N/A |
| MDP106 | Improving Your Presentation Skills | 2 days | 6 | 18 | \$7,979.85 | N/A | \$300.00 | \$1,174.91 | N/A |
| MDP114B | Business Writing for Results | 1 day | 6 | 18 | \$3,989.92 | N/A | \$150.00 | \$664.08 | N/A |
| MDP131B | Time Management Survival Skills | 1 day | 6 | 18 | \$3,989.92 | N/A | \$150.00 | \$664.08 | N/A |
| MDP201B | Finance & Accounting for Non-Financial Managers | 2 days | 6 | 18 | \$7,979.85 | N/A | \$300.00 | \$1,174.91 | N/A |
| MDP223 | Managing Employee Performance Effectively | 2 days | 6 | 18 | \$7,979.85 | N/A | \$300.00 | \$1,174.91 | N/A |
| MDP241A | Collaborative Capacity: Increasing Team, Department, and Organization Effectiveness | 2 days | 6 | 18 | \$7,979.85 | N/A | \$300.00 | N/A | N/A |
| MDP307 | Strategic Marketing: Concepts & Strategies | 2 days | 6 | 18 | \$7,979.85 | N/A | \$300.00 | \$1,253.50 | N/A |
| MDP323A | Situational Leadership®: The Core | 1 day | 6 | 18 | \$6,805.92 | N/A | \$150.00 | \$860.55 | N/A |
| MDP324 | Situational Leadership — Twelve O’Clock High | 1 day | 6 | 18 | \$5,897.99 | N/A | \$150.00 | \$821.26 | N/A |
| MDP325 | Scheduling Success: An In-Depth Analysis of Project Scheduling | 2 days | N/A | N/A | N/A | N/A | N/A | \$1,253.50 | N/A |
| MDP330A | Developing Into a Powerful Leader | 2 days | 6 | 18 | \$7,979.85 | N/A | \$300.00 | \$1,253.50 | N/A |
| MDV351 | Communication Counts: Develop Individual and Group Potential | 6 hours | 6 | 18 | N/A | \$3,989.92 | \$150.00 | N/A | \$467.61 |
| MDP356 | Difficult Performance Discussions Made Easier | 1 day | 6 | 18 | \$3,989.92 | N/A | \$150.00 | \$664.08 | N/A |
| MDP370A | Strategic Success: New Approaches, Methods, and Techniques for Planning Effective Processes | 2 days | 6 | 18 | \$7,979.85 | N/A | \$300.00 | \$1,174.91 | N/A |
| MDP395 | Critical Communications | 2 days | 6 | 18 | \$7,979.85 | N/A | \$300.00 | N/A | N/A |
| MDP409a | Consulting Inside Your Organization | 2 days | 6 | 18 | \$8,075.18 | N/A | \$300.00 | N/A | N/A |
| MDP423 | Strategies for Managing Change: Managing People in a Changing Environment | 2 days | 6 | 18 | \$8,075.18 | N/A | \$300.00 | \$1,174.91 | N/A |
| MDP429 | Managing Successful Negotiations | 2 days | 6 | 18 | \$8,243.72 | N/A | \$300.00 | \$1,253.50 | N/A |

| Management and Leadership Courses (SIN 874-4) | | | On-Site Pricing | | | | | Open-Enrollment Pricing | |
|---|--|--------------------------------------|----------------------|---|--------------------------------|------------------------------|--|--------------------------------|------------------------------|
| COURSE CODE (classroom/virtual) | COURSE TITLE | COURSE LENGTH (classroom/virtual) | MINIMUM PARTICIPANTS | MAXIMUM PARTICIPANTS (classroom/virtual) | GSA PRICE PER COURSE CLASSROOM | GSA PRICE PER COURSE VIRTUAL | ADDITIONAL PER STUDENT FEE ABOVE MAXIMUM | GSA PRICE PER PERSON CLASSROOM | GSA PRICE PER PERSON VIRTUAL |
| MDV548 | Managing Effective Meetings — Best Practices for Face-to-Face and Remote — Virtual | 6 hours | 6 | 18 | N/A | \$3,989.92 | \$150.00 | N/A | \$467.61 |
| MDP645/MDV645 | Leading and Developing High Performance Teams | 2 days/12 hours | 6 | 18/18 | \$7,979.85 | \$7,979.85 | \$300.00 | \$1,253.50 | \$781.96 |
| MDP646 | Working Successfully with Others: Managing Conflict in the Workplace | 2 days | 6 | 18 | \$7,979.85 | N/A | \$300.00 | \$1,253.50 | N/A |
| MDP647 | Effective Communication and Influencing Skills | 2 days | 6 | 18 | \$8,078.44 | N/A | \$300.00 | \$1,253.50 | N/A |
| MDP795 | Executive Presence for Results | 1 day | 6 | 18 | \$4,876.57 | N/A | \$150.00 | \$821.26 | N/A |
| MDP821 | Strategic Decision Making | 2 days | 6 | 18 | \$10,107.81 | N/A | \$300.00 | \$1,253.50 | N/A |
| MDP850 | Managing Talent and Performance | 1 day | 6 | 18 | \$4,876.57 | N/A | \$150.00 | \$821.26 | N/A |
| MDP851 | Empowering and Motivating Employees | 1 day | 6 | 18 | \$4,876.57 | N/A | \$150.00 | \$821.26 | N/A |
| MDP852 | Foundations of Leadership | 1 day | 6 | 18 | \$4,876.57 | N/A | \$150.00 | \$821.26 | N/A |
| MDP853 | Managers and Leaders as Coaches | 1 day | 6 | 18 | \$4,876.57 | N/A | \$150.00 | \$821.26 | N/A |
| MDP854/MDV854 | Challenging Leadership Communications | 1 day/6 hours | 6 | 18/18 | \$4,876.57 | \$4,876.57 | \$150.00 | \$821.26 | \$467.61 |
| MDP950 | Improvitational Leadership — Maximizing Productivity and Morale on the Fly | 2 days | 6 | 18 | \$9,753.15 | N/A | \$300.00 | \$1,174.91 | N/A |

| Management and Leadership Certificate Programs (SIN 874-4) | | | Open-Enrollment Pricing | |
|--|---|--------------------------------------|--------------------------------------|------------------------------------|
| COURSE CODE (classroom/virtual) | COURSE TITLE | COURSE LENGTH (classroom/virtual) | GSA PRICE PER PERSON CLASSROOM | GSA PRICE PER PERSON VIRTUAL |
| MDP900 | Management Certificate Program | 7 days | \$3,477.58 | N/A |
| MDP900D | CEG/Duke University Management Training Management Certificate Program | 7 days | \$4,082.72 | N/A |
| MDP901 | Certificate in Leadership Program | 7 days | \$3,634.76 | N/A |
| MDP901D | CEG/Duke University Management Training Leadership Certificate Program | 7 days | \$4,224.18 | N/A |
| MDP902 | Advanced Leadership Certificate Program | 5 days | \$2,785.99 | N/A |
| MDP902D | CEG/Duke University Management Training Advanced Leadership Certificate Program | 5 days | \$3,296.83 | N/A |
| MDP903 | Advanced Management Certificate Program | 5 days | \$2,974.61 | N/A |
| MDP903D | CEG/Duke University Management Training Advanced Management Certificate Program | 5 days | \$3,438.29 | N/A |

Consulting

| SIN | SERVICE PROPOSED | UNIT OF ISSUE | PRICE OFFERED TO GSA |
|----------------|-------------------------------------|---------------|----------------------|
| 874-1 | Lead Consultant | Per Day | \$2,740.55 |
| 874-1 | Subject Matter Expert | Per Day | \$2,312.34 |
| 874-1 | Senior Consultant | Per Day | \$2,141.06 |
| 874-1 | Consultant | Per Day | \$1,798.49 |
| 874-1 | Product Development Project Manager | Per Day | \$1,027.71 |
| 874-1 | Focus Group Co-Facilitator | Per Day | \$942.07 |
| 874-1 | Senior Engagement Manager | Per Day | \$856.42 |
| 874-1 | Engagement Coordinator | Per Day | \$599.50 |
| 874-1 874-4 | Senior Instructional Designer | Per Day | \$1,284.63 |
| 874-1 874-4 | Instructional Designer | Per Day | \$942.07 |



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