CONTRACT MANAGEMENT
(CTM)

CTM 3350 - Contract Administration and Monitoring
Credit(s): 3 Credits
Managing a contract is much like managing your own business. Like a business owner, as a contract professional you are ultimately responsible for a contracts profit or loss or the successful on-time, at or under budget completion. This means you have to understand the financial nuances of a contract from how estimating and pricing were done to timely accurate billing to close out. Applicable sections of the Federal Acquisition Regulation (FAR) will be reviewed. Students will be introduced to the basic techniques and applications of Earned Value Management (EVM). The roles of the government oversight organizations (DCAA and DCMA) will also be explored.
Prerequisite(s): CTM 3000
Restrictions: Enrollment limited to students in the Schl for Professional Studies college.
Attributes: Prof. Studies Students Only

CTM 3930 - Special Topics
Credit(s): 3 Credits (Repeatable for credit)

CTM 3980 - Independent Study
Credit(s): 1 or 3 Credits (Repeatable for credit)

CTM 4000 - Intellectual Property Protection
Credit(s): 3 Credits
In the 20th century our nation’s economy evolved from being manufacturing based to service based. The 21st century is seeing it adapt again to one based on information and knowledge. For many companies intellectual property has become their most critical asset, one which must be protected from domestic and foreign competitors. This course will examine ways to protect company property and gain a competitive advantage, with emphasis on obtaining, maintaining and enforcing intellectual property rights under United States and foreign law. Patents, trademarks, copyrights, trade secrets, protection of computer software and biotechnology, and international protection will be discussed.
Prerequisite(s): CTM 3000
Restrictions: Enrollment limited to students in the Schl for Professional Studies college.
Attributes: Prof. Studies Students Only

CTM 4150 - Contract Acquisition: Process and Negotiation
Credit(s): 3 Credits
In this course, students will study the contract award process through the following steps: identification of need, preparation of the solicitation, development of the proposal, source selection, negotiations and contract award. Students will also learn how to use “best practices” in regard to negotiation strategies and tactics.
Prerequisite(s): CTM 3000
Restrictions: Enrollment limited to students in the Schl for Professional Studies college.
Attributes: Prof. Studies Students Only

CTM 4250 - Contracting in the Global Marketplace
Credit(s): 3 Credits
Today there is little doubt that we have a global economy in which we must compete. In this course, students will learn how to procure and develop international contracts. The history of global trade and the complex legal and cultural environments of international trade will be explored. Students will learn about the various international bodies and conventions that apply to international contracting. Students will also gain an appreciation for the financial implications and learn methods they can use to assess the risk involved as well as resolve international trade conflicts.
Prerequisite(s): CTM 3000
Restrictions: Enrollment limited to students in the Schl for Professional Studies college.
Attributes: Prof. Studies Students Only

CTM 4930 - Special Topics
Credit(s): 3 Credits (Repeatable for credit)

CTM 4980 - Independent Study
Credit(s): 1-3 Credits (Repeatable for credit)
Attributes: Prof. Studies Students Only