

## One High-Value Event – One Very Low-Priced Tuition – One Unusual Guarantee!

*If you plan to use “projects” anywhere in your business,  
if you have been tapped to serve as a Project Manager,  
if you need to be successful in your R&D efforts,  
if you plan to enter the federal contracting arena,  
then you/your organization simply cannot afford to miss this session!*

**Maryland PTAC** (Procurement Technical Assistance Center) will sponsor this **professionally-lead** workshop for those who need to successfully (on time, under budget with performance goals met) manage projects of all kinds.

**PROJECTS:** Projects are defined as “discrete work packages with set goals, specific periods of performance and limited budgets.” Often these occur as a result of a special need that does not fit neatly into an organization’s mainline structure, or as the result of receiving a contract from an outside funding source, or other reasons. Whatever the genesis of the project, the need for proper planning, cost estimating and control are universal. In this seminar one will learn how to plan, set up and manage for cost, schedule and technical performance using locally-controllable (by the project manager) tools to establish a successful project culture.

**VALUE PROPOSITION:** Similar training is often presented for well in excess of \$500 per seat; but this event is set up with, and prices controlled by, the state’s PTAC, a non-profit economic development organization interested in holding the prices down to fit these troubled times. By contracting with an outside, experienced professional who consults on and teaches project related events to appreciative all across the country, the quality of this event is assured. In fact, at these prices, the instructor (see below) has agreed to guarantee **your 100% satisfaction with the seminar’s value**, or he will personally refund your tuition. OK. Let’s think for a moment: **high-value course, half-price tuition, professional & highly-acclaimed instructor, guaranteed satisfaction** – can you really afford not to attend?

**ORGANIZATION SIZE:** This event is designed for Project Managers from firms and projects of ALL sizes – even suitable for CPMs (it’s a question we’re often asked).

**INSTRUCTOR:** John Davis serves as the CEO and General Manager of JADE Research Corporation, He leads more than 20 PM-relevant workshops every year and is widely recognized as a leading national authority on the subject of R&D projects. Davis is currently writing a book on “Project and Proposal Management in Multi-Dimensional Cultures” and is a much-published author, a popular lecturer and an often invited speaker on Developing Federal Proposals and on R&D Project Planning & Management. Davis brings over thirty years of progressive, hands-on experience as a Research Scientist, Project Manager, Proposal Manager, Marketing Director, entrepreneur and C-level executive in leading technology firms. See what past workshop attendees and sponsors have to say about this instructor at <http://sbir.us/course/workquot.html>. Contact instructor at 410-315-8101/[SBIR@sbir.us](mailto:SBIR@sbir.us).

**WHEN:** Mid-April 2012 from 9:00 AM to 1:00 PM

**WHERE:** Maryland SBDC Center, 7100 Baltimore Avenue, Suite 402  
College Park, MD 20740, SBDC phone: (301) 403-2740

**TUITION:** \$225 (\$185 if UMD or MD PTAP affiliate/client)  
(add \$25 if registered after 24 August)

*VISA, Master Card, P.O. or checks accepted*

**REGISTRATION:** <https://host.securelook.com/sec4Dir/orderform.html>

**ALSO: 15 March as part of Virginia’s 2012 Advanced SBIR Conference**

(see <http://cit.org/node/283>) for info / to register.