

# CONTRACT MANAGEMENT

# 2020 EDITORIAL CALENDAR

Each issue of Contract Management features a number of articles focusing on the issue's topic, as well as other articles on a variety of aspects of contract management.

\*Topics subject to change.

**01 JAN** **PROFESSIONAL DEVELOPMENT**

Start the New Year off right by planning for professional development—for yourself and for your organization's workforce. Topical coverage:

- Current and future resources to gain knowledge and competence in contract management and related areas (such as program management, business, and leadership).
- Career paths and career management.
- Mentoring.
- Types of contracting jobs.
- Training and knowledge gathering.
- How to effectively use NCMA's CMST<sup>™</sup> and CMBOK<sup>®</sup>.

**02 FEB** **CONTRACT MANAGERS: OUR MISSION**

Spotlighting the varied and important missions contract managers help make happen. Topical coverage:

- How contract managers are the linchpin to any product or service important to our nation's success.
- Negotiation.
- Sound business judgment.
- What contract managers buy/sell (and why that's important).
- The roles contract managers play in successful mission completion.
- Increasing agility and "speed to need."

**03 MAR** **INTERNATIONAL CONTRACTING**

Buying or selling internationally involves an entirely different set of rules, as well as a different set of concerns and issues that may come into play—and even more so when the U.S. government buys internationally. Topical coverage:

- Supply chain integrity and security.
- IP protection.
- Shipping/logistics.
- The Buy American statute.
- Trade agreements.
- Foreign Military Sales.
- The Government Performance and Results Act.
- Understanding, planning for, and monitoring compliance with the unique rules governing international transactions.

**04 APR** **SUBCONTRACT MANAGEMENT**

(Distributed at SubCon Training Workshops 2020.) All things related to buying, selling, and administering subcontracts within the supply chain. Topical coverage:

- Subcontract proposal support.
- Ethics and compliance.
- Sourcing.
- Teaming.
- Flowdown of terms and conditions.
- Subcontracting plans.
- IP protection.
- Privity of contract.

**05 MAY** **THE FUTURE OF CONTRACT MANAGEMENT**

Envisioning the future of the business of contracting—as well as the contract management profession. Topical coverage:

- What "contract" work will be needed in the future, and will contract managers do this work or others?
- How will we be ready?
- X-as-a-service.
- AI and bots.
- Blockchain.
- Cybersecurity.
- Nontraditional contracting methods (e.g., other transactions and smart contracts).

**06 JUN** **SUPPLY CHAIN MANAGEMENT**

Issues and policies relating to the entire network of entities through which an item of supply flows from its raw form to the finished product delivered to the ultimate end user/customer. Topical coverage:

- Compliance with new rules and standards.
- Cybersecurity.
- Sourcing.
- Category management.
- Reverse auctions.
- Counterfeit parts/products.
- Contractor Purchasing System Reviews (CPSRs).
- Legal issues.

**07 JUL** **AGILE AND RESPONSIVE CONTRACTING**

(Distributed at World Congress 2020.) What makes procurement and acquisition in today's contracting environment so "rigid"? What can be done (and what is currently being done) to make the relevant processes more agile and responsive? Topical coverage:

- Pushing boundaries.
- Innovative contracting.
- Process analysis.
- Acquisition streamlining.
- Current (and potential) re-training.
- Corporate/agency culture.
- Believable, achievable, and effective goals for change.
- What works—specific examples.
- World Congress 2020-related content.

**08 AUG** **LEADERSHIP**

Effective leadership strategies and advice for emerging leaders on the qualities of great leadership. Topical coverage:

- Best practices.
- Lessons learned from leaders in the profession.
- Team-building.
- Leadership transition planning.
- Communication.
- Generational issues.
- Insights from Contract Management Leadership Development Program (CMLDP) coaches and instructors.
- Organizational structures, processes, and tools.

**09 SEP** **SMALL BUSINESS**

Analysis of the issues affecting small businesses and small business contracting. Topical coverage:

- Federal small business goals.
- Proposal development.
- Winning government contracts.
- Doing business with the government.
- Serving as a subcontractor.
- Government-unique requirements and compliance.
- SBA size standards and other policies.
- Teaming arrangements.

**10 OCT** **COMMERCIAL CONTRACTING**

Analyzing the unique aspects of the commercial side of contracts, transactions, and other for-profit/nongovernmental business activities. Topical coverage:

- Buying and selling in commercial markets.
- The Uniform Commercial Code (UCC).
- U.S. State-specific laws and rules.
- Best practices.
- How the U.S. government can become more "commercial"-like.
- FAR Part 12 buying.
- "Commercial item" purchasing.

**11 NOV** **COST AND PRICING**

Analysis of the process of cost analysis and its relationship with pricing and price analysis. Topical coverage:

- Cost Accounting Standards (CAS).
- Cost analysis.
- Price analysis.
- Audits.
- Price evaluation.
- Negotiation.
- Best value.
- Trade-off evaluation.

**12 DEC** **YEAR IN REVIEW: LAW, RULE, AND POLICY CHANGES**

(Distributed at the Government Contract Management Symposium 2020.) A review of the major changes in legislation, regulation, and case law affecting contract managers now and in the future. Topical coverage:

- Legislative and regulatory updates.
- NDAA and other funding authorization and appropriation bills.
- Major FAR, DFARS, and other acquisition regulations and policy updates.
- Major additions to the body of case law governing contracting.
- Important Court and Board of Contract Appeals decisions.
- Recommendations for law/policy changes.
- Congressional testimony on acquisition/contracting issues.

## ARTICLE/CONTENT SUBMISSION DEADLINES

ISSUE MONTH	ARTICLES/CONTENT DUE
March 2020	January 6, 2020
April 2020	February 3, 2020
May 2020	March 2, 2020
June 2020	April 1, 2020
July 2020	May 1, 2020

ISSUE MONTH	ARTICLES/CONTENT DUE
August 2020	June 1, 2020
September 2020	July 1, 2020
October 2020	August 3, 2020
November 2020	September 1, 2020
December 2020	October 1, 2020