



2019 Technical Training Classroom

Governor's Coordinating Offices
100 Community Place
1st Floor Training Room
Crownsville, MD 21032

The Governor's Office of Small, Minority & Women Business Affairs is pleased to host the 2019 Technical Training Classroom.

This series of FREE classes cover a broad range of topics designed to help small, minority, women, and veteran business owners improve managerial efficiency and gain an insightful understanding of the government contracting arena.

Maryland is OPEN for Business and we're excited to offer the Technical Training Classroom in collaboration with state agencies, business resource organizations, and small business entrepreneurs.

All sessions are held on the 4th Tuesday of each month at the Governor's Coordinating Offices in Crownsville, Maryland. Registration and parking are free. Seating is limited and advance registration is preferred.

Topics are subject to change. Please visit the Technical Training Classroom page of our website for the most current listing.

January 22, 2019

10 am – *Navigating eMarylandMarketplace*
2 pm – *State Procurement 101*

February 26, 2019

10 am – *Proposal Writing Basics*
2 pm – *MBE Rights & Responsibilities*

March 26, 2019

10 am – *State Procurement 101*
2 pm – *Contract Cost & Price Analysis*

April 23, 2019

10 am – *Understanding Prevailing & Living Wage Laws*
2 pm – *Cash Flow Management*

May 28, 2019

10 am – *Federal Contracting 101*
2 pm – *Negotiation Strategies & Closing Techniques*

June 25, 2019

10 am – *Building Financial Capacity*
2 pm – *Write Emails that Get Read & Get Results*

July 23, 2019

10 am – *Contract Cost & Price Analysis*
2 pm – *Proposal Writing Basics*

August 27, 2019

10 am – *Conducting Free Marketing Research with Census Business Builder*
2 pm – *MBE Rights & Responsibilities*

September 24, 2019

10 am – *Small Business Emergency Preparedness*
2 pm – *Negotiation Strategies & Closing Techniques*

October 22, 2019

10 am – *Small Business Marketing Techniques*
2 pm – *Understanding Prevailing & Living Wage Laws*

November 26, 2019

10 am – *State Procurement 101*
2 pm – *Federal Contracting 101*