

In a first of its kind program, you'll get an insider's view of **how procurement policy and laws are shaped and appropriations made**. This program will provide you invaluable understanding of the **players, institutions, and dynamics** of how the legislative system really works. Program speakers with a broad spectrum of interests and expertise will present **practical guidance** on how your clients can utilize legislative tools to best advantage or prevent them from damaging your clients' business. Representatives from **Congressional Committees, Executive Branch, Industry Associations, Law Firms and Companies** will offer insights on:

- How you can best use your **elected officials** to assist your clients.
- How to identify when you need help and where you can find the help you need.
- How **industry association lobbying** fits with an overall lobbying strategy.
- How you know if your clients' money is getting well spent.
- How **small companies** can protect themselves and legitimately get full advantage out of the legislative system.
- How this legislative dynamic works at the **state level**.
- How **Congressional oversight** works and how it can affect your clients' programs.
- How your clients' concerns can be heard by the Executive and Legislative branches without running afoul of statutory restrictions.

An **optional Thursday evening practicum** will review **State and Local Political and Lobbying Issues in the Procurement Process**.

Among the practical legislative issues that will be addressed during the **Friday program** are:

- **The Players and the Rules**
A **review of the legislative process** as it pertains to government procurement, the players and their roles, and the role of industry associations.
- **Purchasing Goods and Services and Setting Policy**
The **fundamentals of the Authorization and Appropriations** process, along with their purpose and inter-relationships.

- **Congressional Control over the Procurement Process**

The historical role of **oversight**, what is required by law, limits on the process, the proper level of oversight, and special problems that are created for agencies and contractors.

- **Socio-economic Legislation**

Problems created by special requirements and **social engineering by Congress**, with a focus on the Buy American Act, Berry Amendment, and foreign outsourcing restrictions.

- **Life after Druryun**

A review of **restrictions on lobbying** the Executive and Legislative branches as well as **post-employment restrictions** on former government officials and potential employers in the wake of the Darleen Druryun scandal.

Prepared with both **novices and experienced practitioners and procurement professionals** in mind, this program will offer the opportunity to learn both **how the legislative system works** and **how to work within the system**.