



**Improve  
BD Process  
& People**

## **Business Development Training**

**Business Development Training (BD Training)** is a comprehensive service offering specifically designed to help government contractors win more federal business. Centurion's BD subject matter experts conduct training workshops and individual coaching sessions that are tailored to client's needs, objectives and corporate culture. This offering will guide your team with business development strategy and real-life experience on how to achieve desired business growth within the federal marketplace. BD Training will also provide insight into government contracting, business development process and capture efficiency.

### **BD Training Topics:**

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|---|---------------------------|
| 1. Government Market Overview             | 7. Bid Decision Making    |
| 2. Government Market Strategic Planning   | 8. Project Management     |
| 3. Business Development (for Sales Staff) | 9. Risk Management        |
| 4. Business Development (for Managers)    | 10. Customer Satisfaction |
| 5. Capture Management                     | 11. Recompete Strategies  |
| 6. Proposal Development                   | 12. Teaming Fundamentals  |

**Instructors:** Centurion's Business Development subject matter experts help clients accelerate the growth of their federal business by assessing BD process maturity, sharing industry best practices and offering advice on projects/programs. Each of our experts have over 30-years of experience operating within the federal marketplace.

**On-site Training Workshops:** Centurion conducts one-day workshops at client locations within the greater Washington D.C. and Seattle geographic regions. These training workshops are customized using surveys which highlight areas of weakness and/or areas that need improvement.

**Online Training Workshops:** These trainings are tailored to a client's specific needs and are conducted online via webinar at set times/dates arranged by the client.

**Individual Coaching Sessions:** Our experts will meet one-on-one with staff who are involved with capturing federal business. Coaching is as specific as the client requests and can be scheduled at set times/dates arranged by the client.

**BD Process Improvement:** Pursuing federal opportunities requires the right process and the right people. Centurion's Business Development Training will help your company become confident in your BD processes, personnel and overall capture strategy.