

# Government Contracting and Procurement - Summer Term 2018 - Registration Form

Name: \_\_\_\_\_ UD Student Number: \_\_\_\_\_

**Instructions: Please mark which Summer courses you wish to be enrolled. Also, please mark either online or on-campus. Sign, date and return to: Paul Schlottman [pschlottman1@udayton.edu](mailto:pschlottman1@udayton.edu)**

Note: If you choose to take off the summer term, this may delay degree completion and you may have to wait for classes to be offered again.

## Mondays

\_\_\_ **Introduction to Business Law Course #: Law 2000 Credits: 3 Online? \_\_\_ or, On-campus? \_\_\_**

**Instructor: Lynn Reynolds Class Time: Mondays from 6:00 PM to 9:30 PM**

This course provides a basic survey of business law. It will introduce students to the basic structure of the United States legal system and sources of law. Additionally, this course will provide a basic introduction to legal method to enable students to understand how lawyers structure a legal analysis so that students may effectively interact with them. With this background, the remainder of the course integrates units on basic business law, including contracts, agency, partnerships, and business organizations, introducing key laws, systems, institutions, processes, and business entities most relevant to the procurement profession so that the students will be able to both anticipate and navigate related courses of action.

## Tuesdays

\_\_\_ **Program Project Management Course #: Law 2002 Credits: 4 Online? \_\_\_ or, On-campus? \_\_\_**

**Instructor: Col. James Schepley (see bio) Class Time: Tuesdays from 6:00 PM to 9:30 PM**

This course is designed for contract specialists and will provide an overview of how contracts are translated into action by program managers through the various and often complex strategic project actions, metrics, processes, and consequences each contract mandates. This course explores all aspects of project management, from drafting to implementing with a focus on soft and hard skills for managing complexity and aligning an organization's project and program objectives with strategic objectives; how to overcome key leadership challenges when leading an organizational change effort; portfolio program and project implementation; and frameworks and critical practices for successful program management.

## Wednesdays

\_\_\_ **Business Ethics Course #: Law 2005 Credits: 3 Online? \_\_\_ or, On-campus? \_\_\_**

**Instructor: Robert Klees (see bio) Class Time: Wednesdays from 6:00 PM to 9:30 PM**

This course introduces students to the various ethical issues associated with military and government contracting. The ethical topics will be explored through simulation exercises.

## Thursdays

\_\_\_ **Contracts 1: Intro to Contracts Course #: Law 2001 Credits: 3 Online? \_\_\_ or, On-campus? \_\_\_**

**Instructor: Matt Walker Class Time: Thursdays from 6:00 PM to 9:30 PM**

This course introduces students to basic contract principles and issues. Focus is on contract law formation processes including capacity to contract, offer, acceptance, and consideration; breach of contracts, enforcement limits; issues excusing contractual performance; remedies for breaches; third party ability to enforce contracts; and court interpretations.

## Coming Fall 2018

**Business Finance Course #: Law 2004 Credits: 4 Instructor: William Kugel (see bio)**

**Contracts II: Government Contracting Course #: Law 2003 Credits: 3 Instructor: Matt Walker**

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

## **Col. JAMES B. SCHEPLEY (ret.)**

### CAREER SUMMARY

CONTRACTS DIRECTOR, CONTRACT OPERATIONS General Atomics ASI - Aug 2013 – Present  
CONTRACTS DIRECTOR Raytheon Company – Integrated Defense Systems (IDS) Jan 2011 – Nov 2013  
PROGRAM MGMT SR DIRECTOR Raytheon Company – Patriot Operations, Huntsville, Nov 2008 – Jan 2011  
CONTRACTS / PROGRAM MGMT Raytheon Company Evaluation Team – Vice President Jan 2007 – Nov 2008  
CONTRACTS VICE PRESIDENT Raytheon Company – Vice President, IIS Contracts Nov 2002 – Dec 2006  
CONTRACTS DIRECTOR Raytheon Company – Senior Director, Contract Policy Dec 2000 – Nov 2002  
PROGRAM MGMT DIRECTOR U. S. Air Force – Director/C-17 Aircraft Development 1999 - Dec 2000  
SENIOR STAFF DIRECTOR U.S. Air Force – Director/Classified Programs Oversight 1997 - 1999  
SYSTEMS ACQUISITION U.S. Air Force – Director/Information Handling Systems 1994 - 1997  
NATIONAL DEFENSE FELLOW Hoover Institution/Stanford University 1993 - 1994  
CORPORATE BUDGET STAFF OFFICER U. S. Air Force - Financial Officer, Pentagon 1990 - 1991  
CONTRACTING OFFICER U. S. Air Force – Deputy Director of Contracting 1987 – 1989  
ACQUISITION CONSULTANT U.S. Air Force - Contracting Analyst 1985 – 1987  
CONTRACT NEGOTIATOR U. S. Air Force – Buyer 1982 – 1985  
TRAINING WITH INDUSTRY U. S. Air Force – Exchange Officer, United Technologies Corp. 1981 – 1982  
AIR FORCE OPERATIONS U. S. Air Force – Missile Launch Officer 1977 - 1981

### EDUCATION

Post Graduate – Raytheon Business Leadership Development Program – University of Chicago Business School  
National Defense Fellow, Hoover Institution, Stanford University  
Master’s Degree of Business Administration (MBA) - University of Wyoming  
Graduate - Defense Systems Management College  
Bachelors Degree of Business Administration (BBA) - University of Notre Dame

### PERSONAL

Vice President, (emeritus) Board of Managers, National Museum of the US Air Force Foundation  
Retired U. S. Air Force Colonel, Retired Vice President, Raytheon Corporation, Current Top Secret Security Clearance

## **Robert E. Klees**

### CAREER SUMMARY

Associate Director / Chief Procurement Officer Wright Brothers Institute (WBI) 8/2017 – Present  
Director of Contracting Universal Technology Corporation (UTC) 1/2015 – 8/2017  
Director, Materials and Manufacturing Directorate Contracting USAF/AFMC, AFRL/RQKM 3/2012 to 1/2015  
Director, 711 Human Performance Wing (HPW) Contracting USAF/AFMC, Det 1 AFRL 12-2007 to 3/2012  
Chief, Warfighter Bioeffects Branch USAF/AFMC, Det 1 AFRL 10-2004 to 12-2007  
Senior Contracting Officer USAF/AFMC, Det 1 AFRL 12/2003-10/2004  
Senior Contracting Officer USAF/AFMC, AFRL INFORMATION DIRECTORATE (IF), ROME, NY 5/2001-11/2003  
Contract Negotiator USAF/AFMC, AFRL INFORMATION DIRECTORATE (IF), ROME, NY 10/1990-5/2001

### EDUCATION

Master of Business Administration (MBA), Rensselaer Polytechnic Institute, Troy, NY. 1994  
Bachelor of Science in Business Administration, Bowling Green State University, Bowling Green, OH 1990  
Dual Major: Procurement Management and Production Management

### PROFESSIONAL CERTIFICATIONS

Certified Professional Contracts Manager (CPCM)  
Acquisition Professional Development Program (ADPD) Level III – Contracting Certification.  
SECURITY CLEARANCE – Secret

## **William H. Kugel**

### CAREER SUMMARY

United States Air Force Wright-Patterson Air Force Base, Dayton, Ohio 15 May 1979-Present

FINANCIAL MANAGEMENT CONSULTANT

CHIEF, FINANCIAL OPERATIONS DIVISION (GS-501-15)

CHIEF, ACQUISITION COST ANALYSIS DIVISION (GS-501-15)

CHIEF, FINANCIAL MANAGEMENT SENIOR POLICY ADVISOR (GS-501-15)

DEPUTY COMPTROLLER, 88th AIR BASE WING (GS-501-14)

COST ANALYST, COST DIRECTORATE (GS-501-14)

CHIEF, COST BRANCH, PROPULSION SPO (GS-501-13)

CHIEF FINANCIAL OFFICER, T-46 AIRCRAFT (GS-501-12)

FINANCIAL SPECIALIST, HOME OFFICE DIVISION (GS-501-12)

FINANCIAL SPECIALIST, BUDGET DIVISION (GS-501-12)

COST ANALYST, COST DIVISION (GS-501-07/12)

CONTRACT NEGOTIATOR (GS-1102-05/07)

### EDUCATION

Master of Business Administration University of Dayton Concentration: Quantitative Analysis

Bachelor of Business Administration University of Cincinnati Double Major: Finance and Management

Executive Scholar in Leadership and Management

Kellogg School of Management Northwestern University

### AWARDS

Meritorious Civilian Service Medal, Exemplary Civilian Service Medal, Outstanding Civilian Career Service Award, Charles W. Adams Award for Outstanding Contributions to Financial Management, 2010

James E. Short Award for Outstanding Contributions to FM Career Development, 2015 and 2009

International Personnel Management Association, Dayton Chapter, Human Resource Manager of the Year, 2004

### PROFESSIONAL CERTIFICATIONS

Acquisition Professional Developmental Program, Level III, Financial Management, 1992

DoD Financial Management Certification, Level III, 2016

Certified Cost and Price Analyst, 1983