

FIGURE III
MASTER DEVELOPMENT PLAN

	Business Analyst GS-101	Procurement and Production GS-102	Contract Administration GS-102	Price Cost Analyst GS-102	Industrial Property GS-103	Industrial Specialist GS-102
59. Planning and Control of Business Management						
58. Work Improvement Principles and Practices						
57. Communication Techniques for Managers						
56. Problem in Supervision						
55. Advance Seminar for Federal Executives						
54. Personnel Management						
53. Statistical Control in Business						
52. Organization and Management Theory						
51. Industrial College of the Armed Forces (Resident)						
50. Emergency Management of the National Economy (Correspondence Course)						
49. Human Relations Workshops and Seminars or Trends in						
48. Personnel Management (10 weeks)						
47. Personnel Management for Executives (4-day Conference)						
46. Personnel Planning						
45. Effective Staff Communication						
44. Defense Material Management						
43. Top Management Seminar						
42. Defense Management Systems (Budgeting, Programming, Analysis)						
41. Technical, Analytical, and Systems Courses for Managers (Varying)						
40. Defense Procurement Executive Refresher Course (1 week)						
39. Managing the Value Engineering Program						
38. Administrative Analysis and Research (Varying)						
37. Work Planning and Control (3 weeks)						
36. Statistical Quality Control (1 week)						
35. Statistical Quality Control (1 week)						
34. Principles of Industrial Management (1 Semester)						
33. Fundamentals of Management (Varying)						
32. Work Simplification (Varying)						
31. Conference Leadership (Varying)						
30. Quality Assurance Administration (1 week)						
29. Quality Assurance Administration (1 week)						
28. Evaluating Contractors' Rating Systems						
27. Legal Analysis for Business Managers (Varying)						
26. Operations Research (1 week)						
25. Statistical Quality Control I (2 weeks)						
24. Technical, Analytical, and Systems Oriented Courses (Varying)						
23. Management for Military (2 weeks)						
22. Management for Military (2 weeks)						
21. Introduction to Supervision (5-12 hours)						
20. Defense Advanced Procurement Management (3 weeks)						
19. PMT/Cont (1 week)						
18. Advanced Contract Administration (3 weeks)						
17. Advanced Systems Buying (2 weeks)						
16. Advanced Contract Administration (1 week)						
15. Principles and Application of Value Engineering (2 weeks)						
14. Cost Reimbursement Incentive Contracting (2 weeks)						
13. Quality Control Management (2 weeks)						
12. Defense Advanced Incentive Contracting Workshop (1 week)						
11. Termination Settlement and Negotiation (8 Days)						
10. Contract Administration (ASPA Sect. IV: 1 week)						
9. Contract Administration (ASPA Sect. IV: 1 week)						
8. Contract Law (2 weeks)						
7. Advanced Production Management (4 weeks)						
6. Cost and Price Analysis and Negotiation Techniques (Part I - 2 weeks; Part II - 1 week)						
5. Defense Small Purchases (1 week)						
4. Defense Small Purchases (1 week)						
3. Industrial Property Administration (3 weeks)						
2. Contract Administration (5 weeks)						
1. Defense Procurement Management (5 weeks)						

LEGEND:

*Mandatory

#Mandatory, if required by the mission

NOTE: Courses (or equivalent as determined by established tests or by the OSD(I&L) Coordinator for Defense Management and Education) identified by * or # must be completed within 12 months of the date of promotion to the next level or in the senior level to the next grade.

May 1966