



# DEFENSE ACQUISITION UNIVERSITY

## CON 100 – Shaping Smart Business Arrangements

130314

***Course Learning/Performance Objectives followed by its enabling learning objectives on separate lines if specified.***

1	<p>Given acquisition scenarios, identify both the past and present acquisition environment to be able to understand the evolution of contracting so that smart business decisions can be made by an informed workforce.</p> <p>Identify the similarities and differences between the private and public sector acquisitions.</p> <p>Identify the differences and relationships of the acquisition, technology and logistics missions.</p> <p>Identify influences and historical perspectives that shaped how the Government conducts business with the private sector and how those characteristics have evolved over time.</p>
2	<p>Given acquisition situations, identify the various mission areas of the military departments and defense agencies, and the contracting support that these mission areas require, so that you will be able to support the development of business strategies.</p> <p>Identify the DoD contracting mission.</p> <p>Identify the variety of customer mission areas and the corresponding market segments that contracting professionals support.</p>
3	<p>Given various situations, identify the benefits and principles of building and sustaining successful teams so that you will be able to use business knowledge, analysis, and strategies efficiently as an active participant on the Acquisition Team.</p> <p>Identify the Acquisition Team and their roles, focusing specifically on the role of the contracting professional.</p> <p>Identify why teamwork is important within DoD.</p> <p>Identify the key success factors for effective team building.</p> <p>Identify various styles that may be encountered when interacting in a team environment.</p> <p>Identify the characteristics of effective communication.</p>
4	<p>Given a contracting scenario, identify a business solution based upon application of the six-step problem solving model and four other decision making tools.</p> <p>Identify how effective problem solving assists the acquisition community in making good business decisions that support the DoD mission.</p> <p>Identify the six-step problem solving model to identify the problem, facts, assumptions, alternatives, and recommended solution(s).</p> <p>Identify the five tools available for acquisition problem solving.</p>
5	<p>Given the eleven principles of leadership, identify leadership actions necessary to implement sound business decisions for contracting.</p> <p>Identify the eleven principles of leadership.</p> <p>Identify the keys to success for leading change in the contracting workforce.</p>
6	<p>Correctly identify the information contained in the Federal Acquisition Regulations (FAR) and the Defense Federal Acquisition Regulation Supplement (DFARS).</p> <p>Recognize the Constitutional and Statutory Authority for Procurement</p> <p>Identify how the FAR and DFARS are organized, administered and updated.</p> <p>Identify the agency supplements to the FAR and DFARS.</p> <p>Explain the FAR conventions, including the basic tenets of Statutory and Regulatory Construction.</p> <p>Identify additional sources of procurement policy within the Federal Government.</p>
7	<p>Given choices, identify the critical need for all parties involved in procurement business to reflect the highest standards of integrity and ethical behavior.</p> <p>Identify standards of conduct and ethical principles that apply to procurement decisions.</p> <p>Identify the Joint Ethics Regulation Ethical Values and Decision-Making Plan.</p> <p>Recognize actions to avoid fraud, waste and abuse.</p> <p>Identify acquisition oversight provided by the Government Accountability Office and the Department of Defense Inspector General.</p>
8	<p>Given acquisition situations, determine the relationship between the financial and acquisition communities and how fundamental financial principles and requirements are important factors to consider so that you will be able to develop a smart business arrangement.</p> <p>Identify the different types of appropriations including their purpose and time period in which funds must be obligated.</p> <p>Identify violations of the Anti-Deficiency Act, Appropriations Act, and Bona-fide Need Rule.</p> <p>Identify the acquisition financial management process and the key players involved.</p>
9	<p>Identify basic laws and legal processes that govern federal contracting so that smart business decisions can be made by an informed workforce.</p>



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	Identify the fundamentals of the legal process.
	Identify the role of contract law in federal government.
	Identify the sources of procurement law.
	Identify Contracting Authority
	Identify the elements of a contract.
	Identify the contract protest process.
	Identify three possible contract law issues during contract performance.
<b>10</b>	<b>Given acquisition scenarios, identify how e-business initiatives facilitate the efficiency of the acquisition process.</b>
	Identify e-business, e-government, and DOD Business Enterprise.
	Identify the role and function of e-business integrated systems used in the procurement process.
	Identify the Federal Integrated Acquisition Environment (IAE).
	Identify the benefits and challenges of technology in supporting business functions.
<b>11</b>	<b>Given acquisition scenarios, identify the requirements of market research in identifying the best business arrangement to meet mission requirements.</b>
	Identify the preferred approach to meeting customer needs.
	Recognize the benefits and challenges of procuring commercial items, modified commercial items, nondevelopmental items, and government unique items.
	Identify market research, benefits and uses.
<b>12</b>	<b>Given acquisition cases and the customer's definition of value, determine the appropriate business alternative so the customer's need is met.</b>
	Identify mission support areas for business alternatives other than initiating a new contract.
	Identify procedures for various business alternatives other than initiating a new contract.
<b>13</b>	<b>Given the contracting process, identify the best business advice to provide to the Acquisition Team to best address the customers' concerns and mission needs.</b>
	Identify factors that influence the initiation of a contract.
	Identify the methods of procurement.
	Identify contract types.
	Identify the phases involved when initiating a new contract: planning, execution, and assessment.
<b>14</b>	<b>Given acquisition situations, identify the interaction and interdependence of the contractor, the government, and the taxpayer while efficiently managing taxpayers' dollars and developing smart business arrangements.</b>
	Identify the Win <sup>3</sup> outcome and its benefits to the government, taxpayer, and contractor.
	Identify what motivates the contractors and government to do business with each other.
	Identify competing factors that influence acquisition goals and objectives.
	Identify business strategies and conditions to manage risk.
<b>15</b>	<b>Given available career resources, identify various career opportunities available for contracting professionals.</b>
	Identify DAWIA certification and continuous learning requirements available to the acquisition, technology and logistics (AT&L) workforce.
	Identify the professional and technical competencies required for the contracting workforce series.
	Identify the contracting career field opportunities and other career opportunities in the acquisition arena.
	Identify individual development plan (IDP) requirements and its impact on your career development.