



DEFENSE ACQUISITION UNIVERSITY

CON 124 - Contract Execution

121220

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

1	<p>Given a procurement request (PR) package, determine if the purchase request package can be accepted and processed.</p> <p>Examine a purchase request package to verify it contains the required elements.</p> <p>Determine the adequacy of funding in the purchase request package.</p> <p>Determine the reasonableness of the Independent Government Estimate (IGE).</p> <p>Examine supporting documents in a purchase request package for adequacy.</p>
2	<p>Given a requirement, determine the applicable methods for exchanging information with the vendor.</p> <p>Explain the characteristics of early exchanges with industry.</p> <p>Choose the appropriate methods and tools for publicizing information on proposed contract actions.</p> <p>Explain the procedures to conduct a pre-quote, pre-bid, pre-proposal conference.</p> <p>Determine appropriate response to an inquiry from the general public about a solicitation received prior to contract award.</p>
3	<p>Given the specifics of the requirement, determine the components and procedures for preparing an oral or written solicitation.</p> <p>Identify the different types of solicitations.</p> <p>Explain the characteristics of commercial solicitations.</p> <p>Explain the characteristics of noncommercial solicitations.</p> <p>Determine price and non-price related factors for incorporation in the solicitation.</p> <p>Choose the method of evaluation for the solicitation.</p> <p>Determine if contract financing is appropriate</p> <p>Determine if an amendment or cancellation is appropriate for a solicitation.</p> <p>Explain the requirements for conducting oral presentations.</p>
4	<p>Given a solicitation, determine the procedures for processing solicitation responses.</p> <p>Explain the procedures for safeguarding quotes and proposals.</p> <p>Apply the procedures for processing timely and late offers.</p>
5	<p>Given responses to a solicitation, determine the analytical techniques that will be used to evaluate contractors' proposals to ensure that both the Government and contractor get a fair and reasonable price.</p> <p>Explain the purpose of conducting an analysis of a contractor's price proposal.</p> <p>List the factors that affect price analysis considerations.</p> <p>List the factors that affect cost analysis and cost realism analysis considerations.</p> <p>Determine whether to use price analysis or cost analysis to evaluate the contractor's proposal.</p> <p>Explain the preferred price analysis techniques to review a contractor's proposal.</p> <p>Determine other information that may be used in support of price analysis.</p>
6	<p>Given responses to a solicitation, complete a price analysis of a contractor's proposal in order to establish price objective for negotiation</p> <p>Determine factors that affect price comparability.</p> <p>Select a price evaluation technique to review a contractor's proposal.</p> <p>Determine the government's pre-negotiation objective.</p> <p>Determine the appropriate rationale to support the government's price objective.</p>
7	<p>Given the results of an evaluation, determine the elements of a negotiation strategy.</p> <p>Define the process in preparing for a negotiation.</p> <p>Explain how to determine the competitive range.</p> <p>Determine appropriate type of exchange with offerors.</p>
8	<p>Given results of the evaluation process, determine the procedure taken for contract award.</p> <p>Identify the conditions that may require bid rejection and cancellation or bid rejection and re-solicitation.</p> <p>Explain how to review contractor past performance information.</p> <p>Identify the processes in preparing award documents using simplified acquisition procedures (SAP).</p>



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	Describe the processes in preparing award documents using other than simplified acquisition procedures.
	Describe the procedures for pre- and post-award debriefings.
	Determine the appropriate actions to resolve protests.