



# DEFENSE ACQUISITION UNIVERSITY

## CON 200 - Business Decisions For Contracting

150817

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

1	<p>Given an acquisition, determine how to develop good business relationships (internal and external) without violating applicable laws, regulations, and/or policies.</p> <p>Identify the characteristics of a strong business relationship.</p> <p>Recognize strategies for developing effective business relationships within the Acquisition Integrated Product Team (IPT) and among identified stakeholders.</p> <p>Recognize how buying practices and contract strategies can affect your business relationships.</p> <p>Given a scenario that includes various laws, regulations, and/or policies, apply the best course of action and determine the impact on the government-contractor relationship.</p>
2	<p>Given an acquisition environment defined by budget cuts and increased scrutiny of government contracting, identify how strategic sourcing can improve the <b>quality and cost related to the purchase of goods and services.</b></p> <p>Define strategic sourcing.</p> <p>Identify the key objectives and benefits of strategic sourcing.</p>
3	<p>Given a complex requirement, apply the techniques that a contracting officer can use to manage risk on an acquisition project</p> <p>Identify program cost, schedule, and performance risk events.</p> <p>Identify the role that risk management plays in successful contract completion.</p> <p>Given an acquisition scenario, apply the key steps of the Risk Management Process.</p> <p>Recognize how risk management is integrated with other program management tools and processes.</p>
4	<p>Given a complex service requirement, identify the principles of services acquisition that will apply to it.</p> <p>Identify the elements of performance-based acquisition.</p> <p>Identify the elements of performance-based acquisition.</p> <p>Identify the phases of the Services Acquisition process.</p>
5	<p>Given information on small business programs and a complex acquisition with subcontracting possibilities, determine the impact on acquisition and contracting <b>decisions.</b></p> <p>Identify the elements of the DoD Small Business Program for defense acquisitions.</p> <p>Identify the role of the contract specialist and small business professional on the Acquisition Team and the benefits of early involvement by the small business professional in acquisition planning and market research.</p> <p>Explain the different types of small business set-asides, the Rule of Two, and the eligibility rules that firms follow to be eligible for a particular small business set-aside.</p> <p>Determine the requirements for a subcontracting plan.</p> <p>Compare and contrast subcontracting plans and small business participation plans and the elements of each in the source selection evaluation process.</p> <p>Recognize when monetary incentives may be appropriate in the solicitation and contract.</p> <p>Determine the need for subcontract consent.</p> <p>Identify subcontract management requirements.</p> <p>Identify key components of various other small business programs and issues that could impact an acquisition.</p>
6	<p>Given a complex competitive negotiated acquisition, determine the source selection methodology and contractor responsibility so that contract award can be <b>made.</b></p> <p>Identify the roles and responsibilities of each source selection participant.</p> <p>Identify the key elements of a source selection plan.</p> <p>Identify the key procedures for conducting a source selection.</p> <p>Identify the standards of contractor responsibility.</p> <p>Identify the procedures to determine contractor responsibility.</p>
7	<p>Given an acquisition strategy that includes providing contract financing, determine the impact of this decision on the acquisition process.</p> <p>Identify the criteria for providing contract financing.</p> <p>Identify the types of contract financing applicable in non-commercial acquisitions.</p> <p>Identify the conditions for using performance-based payments and progress payments.</p> <p>Select the appropriate non-commercial contract financing terms and conditions for a given contract (performance-based payments and progress payments).</p> <p>Calculate the appropriate contract financing payment amount for performance-based payments and progress payments.</p> <p>Identify the conditions for using loan guarantees, advance payments, and interim vouchers.</p>
8	<p>Given a complex acquisition situation, determine the appropriate contractual arrangement.</p> <p>Contrast the key characteristics of the various types of incentive contracts.</p> <p>Determine what type of incentive contract is appropriate in a given situation.</p> <p>Recognize concerns that affect the use of incentive contracts.</p>



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	Identify the key characteristics of an undefinitized contract action (UCA).
	Determine when the use of an undefinitized contract action is appropriate.
	Recognize concerns that affect the use of undefinitized contract actions.
9.1	<b>Given a scenario where a complex acquisition requirement exists, determine the appropriate acquisition planning required such that smart business decisions can be made.</b>
	Recognize conditions under which a written Acquisition Plan is required.
	Given an acquisition scenario, determine the roles and responsibilities of all personnel responsible for significant aspects of the Acquisition Plan.
	Recognize circumstances under which the planner must coordinate the Acquisition Plan or strategy with the cognizant small business professional
	Identify the steps in the Acquisition Planning Process.
	Identify the key factors that must be considered when determining the depth and breadth of acquisition planning a requirement will demand.
9.2	<b>Determine whether to authorize government property (GP) during acquisition planning</b>
	Identify the impact of the government's policy on providing government property (GP) during acquisition planning.
	Identify when the inclusion of government property (GP) is justified in a contract.
	Identify how the inclusion of government property in a contract impacts the administration of that contract.