



DEFENSE ACQUISITION UNIVERSITY
CON 260A - The Small Business Program, Part A

100708

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

1	<p>Given an overview and historical perspective of the small business program, identify those factors that shaped and govern the SB program.</p> <p>-----</p> <p>Identify the major laws that define the small business program.</p> <p>-----</p> <p>Identify the major regulations and other policies that govern the small business program</p>
2	<p>Using applicable government regulations and guidance, identify the various duties and responsibilities of the small business specialist in implementing the SB program.</p> <p>-----</p> <p>Identify the SBS' role in goal/target development and implementation process</p> <p>-----</p> <p>Identify the SBS' role in developing outreach program</p> <p>-----</p> <p>Identify the SBS' advocacy role throughout the acquisition process</p> <p>-----</p> <p>Identify the SBS' role in conducting the training program for internal and external stakeholders</p>
3	<p>Given a specific requirement, determine if a business is small as defined by federal law.</p> <p>-----</p> <p>Identify the criteria that define a small business</p> <p>-----</p> <p>Identify the size standard for a specific requirement</p>
4	<p>Given a requirement, conduct market research to the extent needed to maximize small business participation at the prime and subcontracting levels.</p> <p>-----</p> <p>Identify methods for effective market research</p>
5	<p>Given a proposed acquisition and market research results, select the appropriate acquisition strategy that maximizes small business participation at the prime and subcontracting levels.</p> <p>-----</p> <p>Identify SDB and Small Business Administration Section 8(a) Authority programs</p> <p>-----</p> <p>Identify the Historically Underutilized Business Zone (HUBZone) programs</p> <p>-----</p> <p>Identify the Service-Disabled Veteran-Owned Small Business (SDVOSB) programs</p> <p>-----</p> <p>Identify the Historically Black Colleges and Universities and Minority Institutions (HBCU/MI) programs</p> <p>-----</p> <p>Identify the small business set-aside procedures</p>
6	<p>Given the need to develop small businesses, identify the applicable small business special programs/ initiatives.</p> <p>-----</p> <p>Identify the Indian Incentive program</p> <p>-----</p> <p>Identify the DoD Mentor-Protégé Program</p> <p>-----</p> <p>Identify the SBIR/STTR program</p>
7	<p>Given responses to a solicitation, describe the SBA's role in the award decision making process.</p> <p>-----</p> <p>Identify the Procurement Center Representative (PCR), Commercial Market Representative (CMR), and Certificate of Competency (COC) Specialist's responsibilities.</p> <p>-----</p>