



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

130823

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

1	Given an overview and historical perspective of the small business program, recognize those factors that shaped and govern the SB program.
	Identify the major laws, Executive Orders, and other policies that define the small business program.
	Identify the major regulations and other policies that govern the small business program.
2	Using applicable government regulations and guidance, recognize the various duties and responsibilities of the small business professional in implementing the SB program.
	Identify the Small Business Professional's role in goal development.
	Identify the Small Business Professional's role in developing outreach programs.
	Identify the Small Business Professional's advocacy role throughout the acquisition process.
3	Given a specific requirement, determine if a business is small as defined by federal law.
	Identify the criteria that define a small business
	Identify the different categories of small businesses
	Describe the laws, policy, and directives that govern implementation of the small business programs in the acquisition process
	Identify industry requirements in six status certifications in accordance with FAR 19.302
	Identify procedures in protesting a small business' size representation
	Define SBA small business size standards
	Identify the size standard for a specific requirement
	Identify the NAICS code appeals process
Describe the effect of teaming arrangements on size standard determinations	
4	Given a requirement, determine market research to the extent needed to maximize small business participation at the prime and subcontracting levels.
	Define market research
	Describe the 2 types of market research
	Identify methods for effective market research.
5	Given a proposed acquisition and market research results, select the appropriate acquisition strategy that maximizes small business participation at the prime and subcontracting levels.
	Explain Small Disadvantaged Business (SDB) and Small Business Administration (SBA) Section 8(a) Authority and procedures.
	Explain the HUBZone procedures.
	Explain the SDVOSB procedures.
	Explain the WOSB procedures
6	Given the need to develop small businesses, identify the applicable small business special programs/ initiatives.
	Identify the Indian Incentive Program.
	Identify the Department of Defense's Mentor-Protégé Program.
7	Given responses to a solicitation, describe the Small Business Administration's (SBA's) role in the award decision-making process
	Identify the roles and responsibilities of the SBA's Procurement Center Representatives (PCR).
	Identify the roles and responsibilities of the SBA's Commercial Market Representatives (CMR).
	Describe the SBA's COC procedures.