



**DEFENSE ACQUISITION UNIVERSITY**  
**CON 360 - Contracting for Decision Makers**

161130

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

1	The student, while serving in the role of a contracting leader, will apply critical thinking skills to a contracting related problem.
	Define Critical Thinking
	Identify the core critical thinking skills
	Apply critical thinking skills to a current contracting dilemma occurring at students workplace
2	The student, while serving in the role of a contracting leader, will determine problem solving methods to use in a contracting related problem.
	Identify various problem solving methods
	Analyze the complexities of the problem to help determine the problem solving methodology to use
	Solve a contracting dilemma using the Rational Problem Solving Model
3	The student, while serving in the role of a contracting leader, will determine risk mitigation techniques to use in a contracting related problem.
	Identify the reasons for the presence of risk
	Analyze risk handling techniques as stated in the DoD Risk, Issues and Opportunities Guide, June 2015 in a contracting issue
4	The student, while serving in the role of a contracting leader, will make a decision on a contracting dilemma that complies with rules of ethics in contracting.
	Apply mitigation of obstacles to ethical decision making
	Given choices of behavior in a contracting dilemma, determine the ethical course of action
	List the core ethical principles of the Josephson Principled Decision Making Model
5	The student, while serving in the role of a contracting leader, will determine leadership skills to use in a complex contracting issue.
	Analyze alternative solutions to a complex contracting issue
	Recommend solutions to a complex contracting issue
	Demonstrate and defend leadership skills, by presenting the decision making process and solutions of your workgroup
6	The student, while serving in the role of a contracting leader, in a collaborative environment, will produce timely written and verbal feedback to team members and the class.
	Compose a self assessment of individual strengths and weaknesses to supporting team success
	Apply teaming building processes and techniques
	Put into action a formal feedback process in order to provide and receive feedback with team members
7	The student, while serving in the role of contracting supervisor, will successfully identify various methods of motivating and alleviating employee stress for individuals who are dealing with constant change in the contracting work environment.
	Identify the significant emotional events associated with change
	Identify how to deal with stress and change and help your employees do the same.
8	The student, while serving in the role of a contracting leader, will suppose the perspective of an industry and senior Government contracting leader to an assigned contracting policy issue.
	Identify how Industry plays as a collaborative partner
	Identify industry risk factors during the contracting process
	Using knowledge of industry risk and personal perspective, formulate viable solutions to a contracting dilemma
9	The student, while serving in the role of a contracting leader, will compile information and knowledge for currency in acquisition and contracting.
	Locate common on-line web sites that address current topics in government acquisition and contracting
	Analyze current issues in contracting using online and paper-based resources.
	Apply research skills to an assigned contracting policy/legislative or court decision topic



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Prepare an information brief on an assigned contracting policy/legislation or court decision topic
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