



DEFENSE ACQUISITION UNIVERSITY
SBP 101 Introduction to Small Business Programs, Part A

151223

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

1	Describe the strategic role of the Office of Small Business Programs and the Small Business Professional in DoD acquisitions
	Identify key players in small business acquisitions and their unique interests
	Identify the strategic role that small businesses play in DoD acquisitions
	Identify what Small Business Professionals must do in order to be successful in their careers
2	Reference current legislation, regulations, and policies that affect small business participation in the acquisition process
	Identify the governance framework that affects what Small Business Professionals can and cannot do in their jobs
	Search applicable legislation, regulations, and/or policies to answer questions about small business acquisition
	Identify how to stay up-to-date with recent regulatory and policy changes and proposed changes
3	Identify systems that support the work of Small Business Professionals
	Given an acquisition situation, identify the most appropriate system(s) to which a Small Business Professional should refer
4	Describe the types of small business programs
	Given an acquisition scenario, identify an appropriate small business or socio-economic program to maximize opportunities for small businesses
	Choose the best small business program for a given situation
5	Identify sources and methods for gathering data about small business capabilities for both strategic and tactical uses
	Identify requirements for market research throughout the acquisition process
	Identify the types of market research that Small Business Professionals will participate in
	Identify tools and sources for conducting market research
	Select the appropriate NAICS code and size standard for an acquisition
6	Identify how Small Business Professionals will participate in the acquisition process
	Identify the steps in DoD's contracting process for acquisitions and the Small Business Professional's role in each step
	Identify how to complete key activities during the pre-solicitation phase of an acquisition
	Identify how to complete key activities during the solicitation and award phase of an acquisition
	Identify how to complete key activities during the post-award phase of an acquisition