



DEFENSE ACQUISITION UNIVERSITY

SBP 102 Introduction to Small Business Programs, Part B

160225

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

1	<p>Demonstrate foundational knowledge of small business programs.</p> <p>Describe the strategic role of the Office of Small Business Programs and the Small Business Professional in DoD acquisitions.</p> <p>Reference current legislation, regulations, and policies that affect small business participation in the acquisition process.</p> <p>Identify systems that support the work of Small Business Professionals.</p> <p>Describe the types of small business programs.</p> <p>Identify sources and methods for gathering data about small business capabilities for both strategic and tactical uses.</p> <p>Identify how Small Business Professionals will participate in the acquisition process.</p>
2	<p>Work with the acquisition team and participate in market research to learn about small businesses capabilities for both tactical and strategic purposes.</p> <p>Demonstrate foundational knowledge of market research.</p> <p>Identify requirements for market research throughout the acquisition process.</p> <p>Identify the types of market research in which Small Business Professionals will participate.</p> <p>Identify tools and resources for conducting market research.</p> <p>Use market research tools and resources to gain an overall understanding of the marketplace and available capable small business sources for a given service or commodity.</p> <p>Given a scenario, use market research results to provide input for an acquisition strategy.</p>
3	<p>Advise the acquisition team on how small businesses can help strategically in meeting DoD's acquisition needs and building the industrial base.</p> <p>Demonstrate foundational knowledge of advising the acquisition team in the use of small businesses.</p> <p>Prepare a business case presentation to support an acquisition strategy recommendation during an acquisition team meeting.</p> <p>Deliver the acquisition strategy recommendation to the acquisition team.</p> <p>Address various issues related to procurement requirements and small business utilization.</p>
4	<p>Apply relevant regulation and policy to the solicitation and award processes to ensure that they incorporate small business utilization to the maximum practicable extent.</p> <p>Demonstrate foundational knowledge of activities associated with solicitation development, proposal evaluation, and post-award monitoring.</p> <p>Given a scenario, review solicitation language and recommend changes to maximize small business utilization in acquisitions.</p> <p>Given a scenario, review the acquisition strategy summary on the DD Form 2579 and its supporting documents and ensure that it supports small business utilization to the maximum practicable extent.</p> <p>Given a scenario, evaluate offeror submissions for how effectively they address small business evaluation criteria stated in the solicitation.</p>
5	<p>Post-award, assist and advise the Contracting Office as needed in monitoring contractor small business performance in accordance with contract terms and conditions.</p> <p>Given a scenario, assist the Contracting Officer in monitoring contractor small business performance in accordance with the terms and conditions of the contract.</p>
6	<p>Plan activities and create resources to educate both internal and external customers about small business programs, doing business with DoD, and the role of the Small Business Professional.</p> <p>Demonstrate foundational knowledge of small business outreach for both internal and external customers.</p> <p>Identify the types of information to share with internal customers.</p> <p>Develop a presentation to educate internal customers about small business programs.</p> <p>Identify the types of information to share with small businesses.</p> <p>Develop a presentation to educate small businesses about doing business with DoD.</p> <p>Identify tools and resources to counsel a small business.</p> <p>Plan an outreach event for small businesses.</p>
7	<p>Review the Small Business Professional's role in each phase of the contracting process for acquisitions.</p> <p>Describe the Small Business Professional's role and responsibilities during pre-solicitation, solicitation and award, and post-award phases of the contracting process for acquisitions.</p> <p>Explain key insights about the role and responsibilities of Small Business Professionals.</p>