



DEFENSE ACQUISITION UNIVERSITY
SBP 201 Intermediate Small Business Programs, Part A

161205

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

1	Describe the importance of small business to the industrial base.
	Identify the purpose behind small business programs.
	Identify statutes, regulations, and policies that can impact small business programs.
	Identify how Small Business Administration programs and policies impact the roles and responsibilities of the acquisition team
2	Apply the appropriate small business programs and initiatives to support the decision making process.
	Identify the policies and procedures concerning the Small Business Innovation Research / Small Business Technology.
	Describe the requirements for participation in small business special programs
3	Summarize the various duties and responsibilities of the Small Business Professional in implementing the Small Business Program.
	Identify the roles and responsibilities of a Small Business Professional during the Acquisition Process
	Identify the professional competencies for the Small Business Professional that increase opportunities for success
4	Demonstrate key Small Business Professional activities during the acquisition planning phase.
	Describe the critical elements for analyzing market research.
	Define the requirements that guide the acquisition planning process.
5	Advise the acquisition team of small business elements of the solicitation.
	Recognize key elements in solicitations that are essential to maximizing small business participation
	Apply standards of conduct and procurement integrity during the solicitation phase of the acquisition process.
6	Demonstrate Small Business Professional activities during the evaluation and the source selection process.
	Describe the source selection process.
	Identify the roles and responsibilities of the Small Business Professional during source selection.
7	Determine methods for addressing Post-award small business issues.
	Recognize methods to address small business issues during negotiation and award.
	Recognize methods to address small business issues during Post-award.