



DEFENSE ACQUISITION UNIVERSITY

CON 111 - Mission Strategy Execution

090210

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

1	Given a procurement request (PR) package, determine if the purchase request package can be accepted and processed. Identify the elements of the purchase request package Identify factors to consider when determine the adequacy of funding in the purchase request package Determine the reasonableness of the Independent Government Estimate (IGE); Identify factors to consider when determining the adequacy of supporting documents
2	Given a requirement, select the applicable methods for exchanging information with the vendor. Identify when early exchanges with industry are appropriate Determine the need and the methods and tools for publicizing information on proposed contract actions Identify the procedures to conduct a pre-quote, pre-bid, or pre-proposal conference when appropriate Identify methods for responding to an inquiry from the general public about a solicitation received prior to contract award
3	Given the specifics of the requirement, identify the components and procedures for preparing an oral or written solicitation. Identify the different types of solicitations Identify the characteristics of commercial solicitations Identify the characteristics of non-commercial solicitations Identify price and non-price related factors for incorporation in the solicitation Identify the methods of evaluation Identify the criteria and procedures for providing contract financing in the solicitation Identify when an amendment or cancellation is appropriate for a solicitation
4	Given a solicitation, identify the procedures for processing solicitation responses. List the procedures for safeguarding quotes and proposals. List the procedures for processing timely and late offers. Identify the requirements for conducting oral presentations.
5	Given responses to a solicitation, determine the analytical techniques that will be used to evaluate contractors' proposals to ensure that both the Government and contractor get a fair and reasonable price. Identify other information that may be used in support of price analysis. Identify the preferred price analysis techniques to review a contractor's proposal. Determine whether to use price analysis or cost analysis to evaluate the contractor's proposal. Identify the factors that affect cost analysis and cost realism analysis considerations Identify the factors that affect price analysis analysis considerations Identify the purpose of conducting an analysis of a contractors price proposal.
6	Given responses to a solicitation, complete a price analysis of a contractor's proposal in order to establish price objective for negotiation. Identify factors that affect price comparability. Select a price evaluation technique to review a contractor's proposal. Select the Government's pre-negotiation objective. Choose the appropriate rationale to support the Government price objective.
7	Given the results of an evaluation, identify the elements of a negotiation strategy. Identify negotiation topics. Identify price related information that influences the competitive range. Identify the types of exchanges.
8	Given results of the evaluation process, identify contract award procedures Identify the conditions that may require the rejection and cancellation or rejection and re-solicitation. Identify the responsibility of a contractor to include past performance information. Identify the steps to prepare award documents using Simplified Acquisition Procedures (SAP).



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	Identify the steps to prepare award documents using other than Simplified Acquisition Procedures
	Identify the procedures for debriefing.
	Identify appropriate actions to resolve protests.
	Identify the conditions that may require the rejection and cancellation or rejection and re-solicitation.