



DEFENSE ACQUISITION UNIVERSITY
CON 120 - Mission-Focused Contracting

100204

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

1	<p>Complete a Market Research report</p> <p>Perform Strategic and Tactical market Research</p> <p>Identify Socio-economic factors</p> <p>Develop approach for shaping the contract requirement</p>
2	<p>Given a procurement package, develop a solicitation written IAW contracting laws and regulations to meet the customer's needs</p> <p>Review the documents for adequacy</p> <p>Determine the appropriate contract type</p> <p>Determine the need to publicize the requirement</p> <p>Explain the process of selecting clauses and terms and conditions for a definite acquisition</p> <p>Complete a solicitation</p> <p>Given inquiries to a solicitation scenario, provide recommendations on appropriate contractual actions</p>
3	<p>Given a solicitation and contractor responses, award a contract IAW contracting laws and regulations</p> <p>Calculate the Government's price objective using Price Index Numbers</p> <p>Calculate the Government's price objective using Cost-Volume Analysis</p> <p>Given a contracting scenario, justify a decision on whether or not to award on initial responses</p> <p>Given a contracting scenario, conduct discussions</p> <p>Given a contracting scenario, determine price reasonableness</p> <p>Determine the basis for comparison when performing price analysis</p> <p>Given a contracting scenario, explain the requirements for contract award</p> <p>Prepare award document</p> <p>Explain the appropriate business actions for debriefing IAW the FAR</p> <p>Given a Letter of Protest and contract, prepare an appropriate Government response</p>
4	<p>Given a contracting scenario and performance metrics, justify actions for monitoring a contractor's performance</p> <p>Given a contracting scenario, prepare a plan for conducting a post award orientation conference</p> <p>Given a contracting scenario, select a surveillance method for assessing a contractor's performance that includes all business factors</p> <p>Given a contracting scenario on a contractor's performance, justify an acceptable Government remedy</p> <p>Discuss the characteristics of three types of Government contract terminations: convenience, cause and default</p> <p>Discuss characteristics and impacts of payments to contractor</p>
5	<p>Given a contract and contracting scenario, justify appropriate business actions (i.e. modification, termination, or ratification) IAW the FAR, DFARs, laws and guidance on Government contracting</p> <p>Given potential modification scenario letters, determine methods to resolve (i.e. supplemental agreement, change order, constructive change, and ratification)</p> <p>Exercise an option</p> <p>Given a post-award contracting scenario, conduct negotiations</p>
6	<p>Given a contracting scenario, explain how to close out a contract</p> <p>Discuss the conditions under which different types of procedures may be used to facilitate contract closeout</p> <p>Discuss the requirements that must be considered in preparation for closeout</p> <p>Given a contracting scenario, determine which steps that must be taken to close a specific contract using an appropriate closeout form</p>
7	<p>Given a scenario, award and administer a task order against an existing General Service Agency or Federal Supply Schedules</p> <p>Explain the purpose and procedures for performance-based acquisition</p> <p>Justify the selected best approach and procurement method for a defined requirement</p> <p>Discuss the pros and cons of using Government-Wide Acquisition Contracts</p> <p>Describe the process of soliciting and evaluating proposals to include past performance, cost/price, quality, and risk</p> <p>Explain the purpose and structure of contract modifications and options for task orders against a Federal Supply Schedule</p>