



**DEFENSE ACQUISITION UNIVERSITY**  
**CON 214 - Business Decisions for Contracting**

090210

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

1	<p><b>As a business advisor identify how business relationships affect customer support.</b></p> <p>Identify the characteristics of a strong business relationship</p> <p>Recognize strategies for building effective business relationships</p> <p>Recognize how buying practices and contract strategies can affect your business relationships</p> <p>Recognize the impact various laws, regulations, and policies have on Government business relationships</p>
2	<p><b>Identify the requirements for establishing a strategic sourcing program</b></p> <p>Identify the key objectives and benefits of Strategic Sourcing</p> <p>Identify the steps and procedures for conducting a Strategic Sourcing analysis</p>
3	<p><b>Identify contract risks and appropriate management strategies</b></p> <p>Identify program cost, schedule, and performance risk events</p> <p>Recognize the implications that risk management plays in successful contract completion</p>
4	<p><b>Select the appropriate contract financing terms and/or conditions for a given contract</b></p> <p>Identify the criteria for providing financing</p> <p>Identify the types of contract financing applicable in commercial and non-commercial acquisitions</p> <p>Identify the conditions for using each type of contract financing</p> <p>Identify the conditions and steps for using each type of contract financing</p> <p>Select the appropriate contract financing terms and conditions for a given contract</p> <p>Calculate the appropriate contract financing payment amount.</p>
5	<p><b>Determine subcontract requirements</b></p> <p>Identify the effects of the Make-or-Buy Program</p> <p>Determine the requirement for a subcontracting plan</p> <p>Identify subcontract management requirements</p> <p>Determine the need for subcontract consent</p> <p>Determine the appropriate subcontract requirements</p>
6	<p><b>Identify the source selection processes and procedures.</b></p> <p>Identify the different roles and responsibilities of each source selection participant</p> <p>Identify the key elements of a source selection plan</p> <p>Identify the procedures for conducting a source selection</p>
7	<p><b>Determine if a contractor is responsible</b></p> <p>Identify the standards of responsibility</p> <p>Identify the procedures to determine responsibility</p>