



DEFENSE ACQUISITION UNIVERSITY

CON 215 - Intermediate Contracting for Mission Support

110722

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

1	Explain why effective communications are important to contracting process
2	Interpret the stakeholder's mission statement
3	Assess customer needs and objectives
4	Conduct a spend analysis of customer contract actions
5	Identify the best recommendation resulting from a spend analysis.
6	Develop a business strategy incorporating market research results
7	Provide business and contracting advice on performance outcomes for the acquisition.
8	Identify risk and mitigation strategies.
9	Select the appropriate acquisition method
10	Evaluate socio-economic program impact on the acquisition (HUB Zones, Veterans, SDBs, etc.)
11	Select an appropriate contract type and incentive arrangement based on stakeholder needs and the marketplace.
12	Justify the appropriate pricing arrangement, including incentives, for a given acquisition
13	Determine applicable subcontract management requirements
14	Determine if contract action is subject to CAS
15	Select the appropriate contract financing terms and/or conditions for a given contract
16	Select the source selection process to be used (LPTA, Trade-off)
17	Develop a proactive business strategy based on the acquisition plan and market research results that will meet customers evolving requirements in a changing environment
18	Develop source selection plan and associated documents (COI, Technical Eval Forms, approvals, etc.)
19	Incorporate applicable socio-economic program requirements into the acquisition.
20	Obtain required solicitation reviews and approvals, i.e., SADB, Competition Advocate, applicable policy and legal review.
21	Conduct the appropriate type of exchanges with a contractor
22	Establish a competitive range
23	Select the appropriate cost and price analysis techniques
24	Conduct source selection evaluations
25	Develop a negotiation strategy for the competitive discussion
26	Conduct a competitive discussion session
27	Conduct source selection evaluations
28	Determine if a contractor is responsible
29	Prepare & Brief source selection decision package
30	Award a delivery/task order contract