



## Objectives Sheet

### ACQ 305 - Services Acquisition Management Office

#### *Course Learning/Performance Objectives followed by enabling learning objectives*

<b>ACQ 305.U01.01</b>	<b>Given a services acquisition scenario involving contractor performance issues, propose a plan to improve performance in accordance with the established rubric.</b>
ACQ 305.U01.01.01	Given a contractor performance issue, determine the root cause of the issue.
ACQ 305.U01.01.02	Given a contractor performance issue, evaluate courses of action to correct the issue.
<b>ACQ 305.U02.01</b>	<b>Given a services acquisition scenario involving planning for a follow-on contract, create a plan to overcome challenges associated with establishing and leading effective multifunctional teams (MFTs) in accordance with the established rubric.</b>
ACQ 305.U02.01.01	Given a services acquisition scenario involving planning for a follow-on contract, evaluate the effectiveness of a multifunctional team's (MFT's) membership composition (membership, skills, expertise, and experience).
ACQ 305.U02.01.02	Given a services acquisition scenario involving planning for a follow-on contract, evaluate the effectiveness of multifunctional team (MFT)-related documents (e.g., team charter) in supporting the achievement of the team's established success criteria.
ACQ 305.U02.01.03	Given a services acquisition scenario involving planning for a follow-on contract, develop appropriate performance metrics for a multifunctional team (MFT).
<b>ACQ 305.U03.01</b>	<b>Given a services acquisition scenario involving an existing contract, evaluate the effectiveness of the current acquisition strategy in accordance with the established rubric.</b>
ACQ 305.U03.01.01	Given a services acquisition scenario involving an existing contract, analyze the risks, issues, and opportunities associated with current contract execution.
ACQ 305.U03.01.02	Given a services acquisition scenario involving an existing contract, create stakeholder interview questions.
<b>ACQ 305.U04.01</b>	<b>Given a services acquisition scenario involving planning for a follow-on contract, improve the market research strategy in accordance with the established rubric.</b>
ACQ 305.U04.01.01	Given a services acquisition scenario, evaluate the previous market research strategy.
ACQ 305.U04.01.02	Given a services acquisition scenario, integrate relevant emerging requirements into a market research strategy in development.
ACQ 305.U04.01.03	Given a services acquisition scenario involving planning for a follow-on contract, conduct a contract efficiency assessment (CEA) should-cost analysis.
<b>ACQ 305.U05.01</b>	<b>Given a services acquisition scenario involving planning for a follow-on contract, prepare requirements documentation for a draft request for proposal (RFP) in accordance with the established rubric.</b>
ACQ 305.U05.01.01	Given a services acquisition scenario with an acquisition requirements roadmap, update the Performance Work Statement (PWS) or Statement of Objectives (SOO).
ACQ 305.U05.01.02	Given a services acquisition scenario with a requirements roadmap, define the requirements in the Performance Requirements Summary (PRS).
<b>ACQ 305.U06.01</b>	<b>Given a services acquisition scenario involving planning for a follow-on contract, evaluate the development of the acquisition strategy in accordance with the established rubric.</b>
ACQ 305.U06.01.01	Given a services acquisition scenario, revise the acquisition strategy to reflect the results of the current strategy review, market research, and requirements definition.
ACQ 305.U06.01.02	Given a services acquisition scenario, decide which contract type and what, if any, incentives are best suited to successfully execute the acquisition strategy.
ACQ 305.U06.01.03	Given a services acquisition scenario, update a draft Request for Proposal (RFP) in preparation for source selection.
ACQ 305.U06.01.04	Given a services acquisition scenario, develop appropriate evaluation criteria for a draft RFP.
<b>ACQ 305.U07.01</b>	<b>Given a services acquisition scenario involving a source selection, defend the rationale for the selection of the proposal that represents the best value to the Government in accordance with the established rubric.</b>
ACQ 305.U07.01.01	Given a services acquisition scenario, conduct a technical evaluation of offerors' proposals using the evaluation criteria provided.
ACQ 305.U07.01.02	Given a services acquisition scenario, rank proposals based on technical and price evaluations.