



Objectives Sheet

CON 121 - Contract Planning

Course Learning/Performance Objectives followed by enabling learning objectives

CON 121.U01.01	Given a customer need, reinforce areas of mutual interest within an acquisition environment (requiring activity, contractor, contracting office, others).
CON 121.U01.01.01	Identify the factors in development of your mission support strategy.
CON 121.U01.01.02	Select the key characteristics for successful customer relationships.
CON 121.U01.01.03	Choose the elements of the Seven-step Path to Better Decision Making.
CON 121.U01.02	Using the Federal Acquisition Regulation (FAR) and Defense Federal Acquisition Regulation Supplement (DFARS), locate required information.
CON 121.U01.02.01	Identify how the FAR is organized, administered and updated.
CON 121.U01.02.02	Identify how the DFARS is organized, administered and updated.
CON 121.U01.03	Given a provided mission support area, describe strategic or tactical methods of market research.
CON 121.U01.03.01	Describe the characteristics of strategic and tactical market research.
CON 121.U01.03.02	Explain the benefits of conducting a market research.
CON 121.U01.03.03	Identify required sources for a supply or service.
CON 121.U01.03.04	Describe the procedures for using a qualified bidders list (QBL), qualified manufacturers list (QML), or qualified products list (QPL).
CON 121.U01.03.05	Locate potential sources of information.
CON 121.U01.03.06	Distinguish the importance of acquisition resources and market research information.
CON 121.U01.03.07	Describe aspects of the performance assessment methods.
CON 121.U01.03.08	Explain the requirements for using the Economy Act.
CON 121.U01.04	Given a customer need, identify all issues related to developing the applicable requirements documents for an acquisition.
CON 121.U01.04.01	Identify the various issues and elements considered when developing requirements documents.
CON 121.U01.04.02	Describe the elements a requirements document for acquisitions for services, construction, Architect-engineer services.
CON 121.U02.01	Given a customer requirement, determine the laws applicable (labor, environment, socioeconomic, and foreign acquisition requirements) to that requirement.
CON 121.U02.01.01	Describe the characteristics of a socioeconomic program(s).
CON 121.U02.01.02	Describe the procedures for setting aside an acquisition under the Small Business Act.
CON 121.U02.01.03	Identify requirements applicable to acquisitions to including foreign acquisition, labor, and environmental issues.
CON 121.U02.02	Given the customer requirement, select the appropriate contract type.
CON 121.U02.02.01	Describe the simplified acquisition methods.
CON 121.U02.02.02	Describe methods of acquisition for other than simplified acquisition procedures.
CON 121.U02.02.03	Identify the basic types of contracts and agreements.
CON 121.U02.02.04	Explain the methods of providing for recurring requirements.
CON 121.U02.03	Given a customer requirement, choose applicable competition requirements.
CON 121.U02.03.01	Summarize competition requirements using Simplified Acquisition Procedures (SAP).
CON 121.U02.03.02	Summarize competition requirements that exceed the Simplified Acquisition Threshold (SAT).
CON 121.U02.04	Given a customer need, provide sound business advice for an acquisition strategy.
CON 121.U02.04.01	Explain characteristics of best value.
CON 121.U02.04.02	Describe the relationship between best value, acquisition planning, and achieving mission goals.
CON 121.U02.04.03	Identify the importance of a written acquisition plan.
CON 121.U02.04.04	Identify the elements of source selection planning.
CON 121.U02.04.05	Describe the criteria in developing an acquisition strategy.