



Objectives Sheet

CON 124 - Contract Execution

Course Learning/Performance Objectives followed by enabling learning objectives

CON 124.U01.01	Given a procurement request (PR) package, determine if the purchase request package can be accepted and processed.
CON 124.U01.01.01	Examine a purchase request package to verify it contains the required elements.
CON 124.U01.01.02	Determine the adequacy of funding in the purchase request package.
CON 124.U01.01.03	Determine the reasonableness of the Independent Government Estimate (IGE).
CON 124.U01.01.04	Examine supporting documents in a purchase request package for adequacy.
CON 124.U01.02	Given a requirement, determine the applicable methods for exchanging information with the vendor.
CON 124.U01.02.01	Explain the characteristics of early exchanges with industry.
CON 124.U01.02.02	Choose the appropriate methods and tools for publicizing information on proposed contract actions.
CON 124.U01.02.03	Explain the procedures to conduct a pre-quote, pre-bid, pre-proposal conference.
CON 124.U01.02.04	Determine appropriate response to an inquiry from the general public about a solicitation received prior to contract award.
CON 124.U01.03	Given the specifics of the requirement, determine the components and procedures for preparing an oral or written solicitation.
CON 124.U01.03.01	Identify the different types of solicitations.
CON 124.U01.03.02	Explain the characteristics of commercial solicitations.
CON 124.U01.03.03	Explain the characteristics of noncommercial solicitations.
CON 124.U01.03.04	Determine price and non-price related factors for incorporation in the solicitation.
CON 124.U01.03.05	Choose the method of evaluation for the solicitation.
CON 124.U01.03.06	Determine if contract financing is appropriate
CON 124.U01.03.07	Determine if an amendment or cancellation is appropriate for a solicitation.
CON 124.U01.03.08	Explain the requirements for conducting oral presentations.
CON 124.U02.01	Given a solicitation, determine the procedures for processing solicitation responses.
CON 124.U02.01.01	Explain the procedures for safeguarding quotes and proposals.
CON 124.U02.01.02	Apply the procedures for processing timely and late offers.
CON 124.U02.02	Given responses to a solicitation, determine the analytical techniques that will be used to evaluate contractors' proposals to ensure that both the Government and contractor get a fair and reasonable price.
CON 124.U02.02.01	Explain the purpose of conducting an analysis of a contractor's price proposal.
CON 124.U02.02.02	List the factors that affect price analysis considerations.
CON 124.U02.02.03	List the factors that affect cost analysis and cost realism analysis considerations.
CON 124.U02.02.04	Determine whether to use price analysis or cost analysis to evaluate the contractor's proposal.
CON 124.U02.02.05	Explain the preferred price analysis techniques to review a contractor's proposal.
CON 124.U02.02.06	Determine other information that may be used in support of price analysis.
CON 124.U02.03	Given responses to a solicitation, complete a price analysis of a contractor's proposal in order to establish price objective for negotiation
CON 124.U02.03.01	Determine factors that affect price comparability.
CON 124.U02.03.02	Select a price evaluation technique to review a contractor's proposal.
CON 124.U02.03.03	Determine the government's pre-negotiation objective.
CON 124.U02.03.04	Determine the appropriate rationale to support the government's price objective.
CON 124.U03.01	Given the results of an evaluation, determine the elements of a negotiation strategy.
CON 124.U03.01.01	Define the process in preparing for a negotiation.
CON 124.U03.01.02	Explain how to determine the competitive range.
CON 124.U03.01.03	Determine appropriate type of exchange with offerors.
CON 124.U03.02	Given results of the evaluation process, determine the procedure taken for contract award.
CON 124.U03.02.01	Identify the conditions that may require bid rejection and cancellation or bid rejection and re-solicitation.
CON 124.U03.02.02	Explain how to review contractor past performance information.
CON 124.U03.02.03	Identify the processes in preparing award documents using simplified acquisition procedures (SAP).
CON 124.U03.02.04	Describe the processes in preparing award documents using other than simplified acquisition procedures.
CON 124.U03.02.05	Describe the procedures for pre- and post-award debriefings.
CON 124.U03.02.06	Determine the appropriate actions to resolve protests.