



Objectives Sheet

CON 170 - Fundamentals of Cost and Price Analysis

Course Learning/Performance Objectives followed by enabling learning objectives

CON 170.U01.01	Given an acquisition situation, successfully distinguish various seller pricing strategies.
CON 170.U01.01.01	Explain the unique aspects of Government contracting compared to commercial contracting.
CON 170.U01.01.02	Explain the different market structures.
CON 170.U01.01.03	Differentiate between seller pricing strategies.
CON 170.U01.02	Describe the Truth in Negotiations Act, including its purpose in mitigating government cost risk.
CON 170.U01.02.01	Explain appropriate conditions for requesting Certified Cost or Pricing Data.
CON 170.U01.02.02	Recognize the prohibitions and exceptions to requiring Certified Cost or Pricing Data.
CON 170.U01.02.03	Identify the due diligence requirements for obtaining other information when certified cost and pricing data are not required.
CON 170.U01.02.04	Identify the requirements for applying the commercial item exception for new contracts.
CON 170.U01.02.05	Identify the requirements for applying the commercial item exception for modifications to commercial items.
CON 170.U01.02.06	Explain the requirements for waiving the TINA.
CON 170.U01.02.07	Explain the limitations to obtaining no cost or pricing data, and information other than cost or pricing data.
CON 170.U01.02.08	Given a contract scenario, determine the requirement for cost or pricing data.
CON 170.U01.03	Identify the policies and procedures for applying the Cost Accounting Standards Board (CASB) rules and regulations to negotiated contracts and subcontracts. (FAR Part 30, DFARS Part 230 and 48 CFR 9903.3).
CON 170.U01.03.01	Identify the general rules pertaining to Cost Accounting Standards (CAS) administration. (FAR Subpart 30.1).
CON 170.U01.03.02	Identify the CAS program requirements. (FAR Subpart 30.2 and DFARS Subpart 230.2).
CON 170.U01.03.03	Identify when a contract or subcontract is subject to CAS. (FAR Subpart 30.3 and 48 CFR 9903.3).
CON 170.U01.04	Identify the contract cost principles and procedures. (FAR Part 31 and DFARS Part 231).
CON 170.U01.04.01	Identify the applicability of the cost principles and procedures to various types of contracts and subcontracts. (FAR Subpart 31.1 and DFARS Subpart 231.1).
CON 170.U01.04.02	Identify the cost principles and procedures pertaining to contracts with commercial organizations. (FAR Subpart 31.2 and DFARS Subpart 231.2).
CON 170.U01.04.03	Determine when a cost is allowable, unallowable or allowable with restrictions (FAR 31.205).
CON 170.U01.05	Given a contracting requirement and market research tools, recognize the essential elements of a market research report.
CON 170.U01.05.01	Summarize the regulations and guidance regarding the purpose, policy and procedures for market research.
CON 170.U01.05.02	Identify sources of information to find qualified sources, historical pricing data, commercial solutions, previous contracts, risks, and the requirement for certified cost or pricing data.
CON 170.U01.05.03	Identify sources of financial information for prospective contractors.
CON 170.U01.05.04	Given publicly available financial statements, recognize a company's need for financing and cash flow.
CON 170.U01.05.05	Recognize the key elements of a Market Research Report.
CON 170.U02.01	Demonstrate ability to execute fundamental quantitative pricing skills.
CON 170.U02.01.01	Use Price Indexing to make price adjustments necessary to analyze price and cost information collected over a period of time.
CON 170.U02.01.02	Given a set of data, Interpret Data Shape, Center, Spread and Trend characteristics.
CON 170.U02.01.03	Given Market Research data calculate and identify reasonable Cost Estimating Relationships.
CON 170.U02.01.04	Through Cost-Volume Analysis, recognize the nature of fixed, variable, semi-variable and total costs, and develop a price estimate.
CON 170.U02.01.05	Through Cost-Volume Analysis, determine a proposed price to be rational or irrational with respect to a "buy-in" seller strategy.
CON 170.U02.01.06	Through Cost-Volume-Profit Analysis, calculate the contractor's "break even" point.
CON 170.U03.01	Given acquisition situations, determine an appropriate contracting strategy, including the contract type and other incentives.-
CON 170.U03.01.01	Examine the policies and factors involved in selecting contract type.
CON 170.U03.01.02	Recognize key risk elements of cost, performance, and schedule
CON 170.U03.01.03	Describe conditions for use of the different fixed price contract types , emphasizing the geometry and enforceability of the Fixed Price Incentive Firm (FPIF) contract type.
CON 170.U03.01.04	Describe conditions for use of the different cost reimbursement contract types , emphasizing the geometry and enforceability of the Cost Plus Incentive Fee (CPIF) contract type.
CON 170.U03.01.05	Describe conditions for appropriate use of the following contract types: Time and Material, Level of Effort), and Labor Hour contracts.



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CON 170.U03.01.06	Given an acquisition scenario, put together an appropriate contracting strategy which includes a contract type and any additional incentives.
CON 170.U03.02	Given a contracting scenario, differentiate among financing arrangements, their order of preference, and the situations for use.
CON 170.U03.02.01	Describe the different commercial financing arrangements, including commercial advance payments, interim payments
CON 170.U03.02.02	Describe the different noncommercial financing arrangements and the order of preference
CON 170.U03.02.03	Define Advance Payments, and describe their appropriate use for noncommercial items
CON 170.U03.02.04	Recognize unusual financing arrangements for noncommercial items
CON 170.U03.02.05	Describe appropriate use of Progress Payments when acquiring noncommercial items.
CON 170.U03.02.06	Describe appropriate use of Performance Based Payments when acquiring noncommercial items.
CON 170.U03.02.07	Given a PBP event, identify appropriate evaluation criteria
CON 170.U03.02.08	Describe the purpose of cost limitation language contained within a PBP special provision
CON 170.U03.02.09	List the steps for negotiating a successful PBP arrangement
CON 170.U04.01	Accurately differentiate between price analysis, cost analysis, and cost realism analysis
CON 170.U04.01.01	Describe the proposal analysis process.
CON 170.U04.01.02	Describe the concept of fair and reasonable as it pertains to proposal analysis.
CON 170.U04.01.03	Define price analysis, cost analysis, price realism and cost realism.
CON 170.U04.01.04	Recognize the contents and purpose of the Contract Pricing Reference Guide.
CON 170.U04.01.05	Given contracting scenarios, identify appropriate method of analysis, either price analysis, cost analysis, or cost realism analysis
CON 170.U04.02	Given a contracting scenario examine price-related factors.
CON 170.U04.02.01	Describe the price related factors.
CON 170.U04.02.02	Given a data set, calculate the price impacts associated with price related factors.
CON 170.U04.03	Pursuant to FAR 15.4, accurately differentiate the price analysis techniques.
CON 170.U04.03.01	Explain appropriate situations for using each price analysis technique per FAR 15.404-1(b).
CON 170.U04.03.02	Recognize situations where price indexing is an appropriate method of price analysis.
CON 170.U04.03.03	Given a data set, calculate a price estimate through price indexing.
CON 170.U04.03.04	Recognize situations where Cost-Volume-Profit analysis is an appropriate method of price analysis.
CON 170.U04.03.05	Given a data set, calculate a price estimate using Cost-Volume Profit analysis.
CON 170.U04.03.06	Examine an Independent Government Estimate to establish a price objective for an offeror's proposal.
CON 170.U04.03.07	Pursuant to FAR 15.4, accurately perform proposal analysis.
CON 170.U04.03.08	Examine a Procurement Requirements Package.
CON 170.U04.03.09	Examine a solicitation.
CON 170.U04.03.10	Identify Evaluation Criteria and Methodology.
CON 170.U04.03.11	Examine Price Proposals.
CON 170.U04.03.12	Select apparent successful offeror.
CON 170.U04.03.13	Present a Contract Clearance briefing to an SSA to obtain contract clearance approval.
CON 170.U05.01	Summarize the cost analysis process, including the purpose, key players, and necessity for compliant contractor business systems
CON 170.U05.01.01	Describe the process of cost analysis
CON 170.U05.01.02	Summarize the roles of key players in the cost analysis process, including the contracting officer, technical specialist, DCMA, and DCAA.
CON 170.U05.01.03	Summarize the responsibilities of key players in the cost analysis process, including the contracting officer, technical specialist, DCMA, and DCAA.
CON 170.U05.01.04	Describe the different contractor's business systems
CON 170.U05.01.05	Describe the different contractor's business systems
CON 170.U05.02	In executing a cost analysis, explain the evaluation of direct costs to include direct materials, direct labor, other direct costs, and subcontract costs
CON 170.U05.02.01	Describe direct costs (FAR Part 2).
CON 170.U05.02.02	Describe the requirements of the direct cost principle in accordance with FAR 31.202.



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CON 170.U05.02.03	Describe the relative composition of direct costs (kinds, types, fixed-variable).
CON 170.U05.02.04	Describe the requirements for review of subcontractor cost or pricing data.
CON 170.U05.02.05	Describe the requirements for cost analysis of subcontractor cost or pricing data.
CON 170.U05.02.06	Describe the requirement for technical evaluations to determine need for proposed types of material.
CON 170.U05.02.07	Describe the requirement for technical evaluations to determine reasonableness of quantities proposed assuming reasonable economy and efficiency.
CON 170.U05.03	In executing a cost analysis, explain the evaluation of indirect costs
CON 170.U05.03.01	Describe indirect costs
CON 170.U05.03.02	Describe the requirements of the indirect cost principle in accordance with FAR 31.203.
CON 170.U05.03.03	Describe the relative composition of indirect costs, including kinds, types, fixed, variable.
CON 170.U05.04	Given a proposal evaluation scenario, calculate a Government total cost objective.
CON 170.U05.04.01	Summarize a company's typical rate cycle
CON 170.U05.04.02	Explain the inverse relationship between base and rate.
CON 170.U05.04.03	Explain why the external circumstances (contract type, competition) may bias a company's business base projections.
CON 170.U05.04.04	Describe the difference between the application of a Total Cost Input base G&A and a Value Added base G&A
CON 170.U05.04.05	Describe the difference between indirect cost applied on awarded cost and fixed price contracts.
CON 170.U05.05	Given a proposal evaluation scenario, calculate Facilities Capital Cost of Money (FCCOM) in order to support a negotiation objective.
CON 170.U05.05.01	Define FCCOM.
CON 170.U05.05.02	Describe the key elements for calculating FCCOM.
CON 170.U05.05.03	Calculate FCCOM.
CON 170.U05.06	Given a proposal evaluation scenario, calculate a negotiation profit objective using the Weighted Guidelines (WGL) method.
CON 170.U05.06.01	Describe the WGL method.
CON 170.U05.06.02	Describe the key elements for calculating profit and fee objectives with the WGL.
CON 170.U05.06.03	Calculate a profit objective with the WGL.
CON 170.U05.07	Given a scenario, demonstrate how to complete a settlement action relating to Defective Pricing .
CON 170.U05.07.01	Define Defective Pricing.
CON 170.U05.07.02	Identify Potential Cases of Defective Pricing.
CON 170.U05.07.03	Develop a Government Position on a Price Adjustment as a Result of Defective Pricing.