



# Objectives Sheet

## CON 200 - Business Decisions for Contracting

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

<b>CON 200.U01.01</b>	<b>Given an acquisition, determine how to develop good business relationships (internal and external) without violating applicable laws, regulations, and/or policies.</b>
CON 200.U01.01.01	Identify the characteristics of a strong business relationship.
CON 200.U01.01.02	Recognize strategies for developing effective business relationships within the Acquisition Integrated Product Team (IPT) and among identified stakeholders.
CON 200.U01.01.03	Recognize how buying practices and contract strategies can affect your business relationships.
CON 200.U01.01.04	Given a scenario that includes various laws, regulations, and/or policies, apply the best course of action and determine the impact on the government-contractor relationship
<b>CON 200.U01.02</b>	<b>Given an acquisition environment defined by budget cuts and increased scrutiny of government contracting, identify how strategic sourcing can improve the quality and cost related to the purchase of goods and services.</b>
CON 200.U01.02.01	Define strategic sourcing.
CON 200.U01.02.02	Identify the key objectives and benefits of strategic sourcing.
<b>CON 200.U02.01</b>	<b>Given a complex requirement, apply the techniques that a contracting officer can use to manage risk on an acquisition project</b>
CON 200.U02.01.01	Identify program cost, schedule, and performance risk events.
CON 200.U02.01.02	Identify the role that risk management plays in successful contract completion.
CON 200.U02.01.03	Given an acquisition scenario, apply the key steps of the Risk Management Process.
CON 200.U02.01.04	Recognize how risk management is integrated with other program management tools and processes.
<b>CON 200.U02.02</b>	<b>Given a complex service requirement, identify the principles of services acquisition that will apply to it.</b>
<b>CON 200.U03.01</b>	<b>Given information on small business programs and a complex acquisition with subcontracting possibilities, determine the impact on acquisition and contracting decisions.</b>
CON 200.U03.01.01	Identify the elements of performance-based acquisition.
CON 200.U03.01.02	Identify the elements of performance-based acquisition.
CON 200.U03.01.03	Identify the phases of the Services Acquisition process.
CON 200.U03.01.04	Identify the elements of the DoD Small Business Program for defense acquisitions.
CON 200.U03.01.05	Identify the role of the contract specialist and small business professional on the Acquisition Team and the benefits of early involvement by the small business professional in acquisition planning and market research.
CON 200.U03.01.06	Explain the different types of small business set-asides, the Rule of Two, and the eligibility rules that firms follow to be eligible for a particular small business set-aside.
CON 200.U03.01.07	Determine the requirements for a subcontracting plan.
CON 200.U03.01.08	Compare and contrast subcontracting plans and small business participation plans and the elements of each in the source selection evaluation process.
CON 200.U03.01.09	Recognize when monetary incentives may be appropriate in the solicitation and contract.
CON 200.U03.01.10	Determine the need for subcontract consent.
CON 200.U03.01.11	Identify subcontract management requirements.
CON 200.U03.01.12	Identify key components of various other small business programs and issues that could impact an acquisition.
<b>CON 200.U04.01</b>	<b>Given a complex competitive negotiated acquisition, determine the source selection methodology and contractor responsibility so that contract award can be made.</b>
CON 200.U04.01.01	Identify the roles and responsibilities of each source selection participant.
CON 200.U04.01.02	Identify the key elements of a source selection plan.
CON 200.U04.01.03	Identify the key procedures for conducting a source selection.
CON 200.U04.01.04	Identify the standards of contractor responsibility.
CON 200.U04.01.05	Identify the procedures to determine contractor responsibility.
<b>CON 200.U04.02</b>	<b>Given an acquisition strategy that includes providing contract financing, determine the impact of this decision on the acquisition process.</b>
CON 200.U04.02.01	Identify the criteria for providing contract financing.
CON 200.U04.02.02	Identify the types of contract financing applicable in non-commercial acquisitions.
CON 200.U04.02.03	Identify the conditions for using performance-based payments and progress payments.
CON 200.U04.02.04	Select the appropriate non-commercial contract financing terms and conditions for a given contract (performance-based payments and progress payments).
CON 200.U04.02.05	Calculate the appropriate contract financing payment amount for performance-based payments and progress payments.
CON 200.U04.02.06	Identify the conditions for using loan guarantees, advance payments, and interim vouchers.



## Objectives Sheet

### CON 200 - Business Decisions for Contracting

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

<b>CON 200.U05.01</b>	<b>Given a complex acquisition situation, determine the appropriate contractual arrangement.</b>
CON 200.U05.01.01	Contrast the key characteristics of the various types of incentive contracts.
CON 200.U05.01.02	Determine what type of incentive contract is appropriate in a given situation.
CON 200.U05.01.03	Recognize concerns that affect the use of incentive contracts.
CON 200.U05.01.04	Identify the key characteristics of an undefinitized contract action (UCA).
CON 200.U05.01.05	Determine when the use of an undefinitized contract action is appropriate.
CON 200.U05.01.06	Recognize concerns that affect the use of undefinitized contract actions.
<b>CON 200.U05.02</b>	<b>Given a scenario where a complex acquisition requirement exists, determine the appropriate acquisition planning required such that smart business decisions can be made.</b>
CON 200.U05.02.01	Recognize conditions under which a written Acquisition Plan is required.
CON 200.U05.02.02	Given an acquisition scenario, determine the roles and responsibilities of all personnel responsible for significant aspects of the Acquisition Plan.
CON 200.U05.02.03	Recognize circumstances under which the planner must coordinate the Acquisition Plan or strategy with the cognizant small business professional
CON 200.U05.02.04	Identify the steps in the Acquisition Planning Process.
CON 200.U05.02.05	Identify the key factors that must be considered when determining the depth and breadth of acquisition planning a requirement will demand.
<b>CON 200.U05.03</b>	<b>Determine whether to authorize government property (GP) during acquisition planning</b>
CON 200.U05.03.01	Identify the impact of the government's policy on providing government property (GP) during acquisition planning.
CON 200.U05.03.02	Identify when the inclusion of government property (GP) is justified in a contract.
CON 200.U05.03.03	Identify how the inclusion of government property in a contract impacts the administration of that contract.