



DEFENSE ACQUISITION UNIVERSITY
CON 270 - Intermediate Cost & Price Analysis

171108

Course Learning/Performance Objectives followed by its enabling learning objectives on separate lines if specified.

1	Given a contractor's proposal information, develop an Excel spreadsheet to model a proposal
	Explain the rationale for modeling a contractor's cost proposal.
	Define the required cost elements in FAR Table 15-2 and explain the relationships between them.
	Given a proposal scenario and using escalation principles, calculate elements of a contractor's proposal
2	Organize a contractor's cost proposal in Excel.
	Given market research and proposed information from offeror(s), using sampling data, select the appropriate statistical information to use in facilitating the decision-making process .
	Determine the Measure of Central Tendency
	Determine the Measure of Dispersion
	Determine the Skewness and Kurtosis of the sample data set
	Select a Confidence Interval around the Measure of Central Tendency
3	Recognize appropriate statistical information useful in developing the government's pricing position
	Formulate the appropriate statistical information using Excel data analysis package
	Assuming an advisory role in evaluating acquisition proposals, successfully summarize the development, assumptions, application and risk of Cost Estimating Relationships (CERs).
	Identify the kinds/types of CERs (cost/cost, cost/non-cost)
4	Identify the uses of CERs in both cost and price analysis.
	As described in the Contract Pricing Reference Guide, summarize the six steps in the development of a CER
	Given market research and proposed information from offeror(s), using historical data and regression analysis, select the appropriate statistical information to use in facilitating the decision making process .
5	Given data, describe the linear regression process
	Develop a simple regression equation for the correct purpose
	Analyze variation in the Regression Model (ANOVA)
	Determine how well the Regression equation fits the data
	Given the output of a regression analysis, recognize the elements of a prediction interval
	Predict the dependent variable using Regression Analysis
	Formulate the appropriate Regression information using Excel data analysis package
	Given market research and proposed information from offeror(s), using historical data and estimating factors, select the appropriate statistical information to use in facilitating the decision making process .
6	Identify the functional form relationship behind factors (linear relationship with little or no intercept)
	Identify reasonable relevant ranges using a factor.
	Given a cost or price analysis scenario, demonstrate the application of a factor analysis.
7	Given market research and proposed information from offeror(s), using historical data and improvement curve analysis, select the appropriate statistical information to use in facilitating the decision-making process .
	Explain the conditions under which Improvement Curve Analysis is used
	Using available data interpret the output derived from the Improvement curve etool.
8	Formulate a Pre-Negotiation position using Improvement Curve analysis techniques
	Given market research and proposed information from offeror(s), using historical data determine the impact of Variations in Quantity
9	Given a change in quantity, describe the effect on cost/price
	Given a pricing scenario, determine a profit objective
10	Calculate a profit objective in accordance with DFARS 215.404-4 and the DD Form 1547, Record of Weighted Guidelines Application
	Given a Point Estimate (contract cost, ceiling price) analyze associated cost risk.
	Describe characteristics of the three approaches to assessing cost risk.
11	Identify the characteristics of the five probability distributions.
	Analyze the probability of under-running or over-running a given point estimate
	Given an assigned incentive contract, successfully appraise the incentive provisions.
	Calculate appropriate final price determination
12	Graphically summarize incentive provisions
	Detect aberrant FPIF contract geometry



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	Determine effectiveness of performance and technical incentive valuations and corollary prohibitive cost incentive tradeoffs under multiple incentive contracts
	Summarize acceptable contract change techniques on incentive contracts
11	Given a potential incentive acquisition, formulate an effective incentive contracting strategy.
	Summarize pertinent regulatory guidelines
	Construct a target-centric incentive contract arrangement integrating pertinent profit/fee policy and regulatory incentive guidance
	Construct a ceiling-centric incentive contract arrangement integrating pertinent profit/fee policy and regulatory incentive guidance
	Illustrate the effects of dollarizing risk for certain cost elements described in DFARS/PGI 216.403-1(3)
	Calculate the probability of contract completion within ceiling using quantitative risk analysis
	Integrate reward pools with quantitative cost risk analysis to determine appropriate contract type and share ratios
	Construct an effective cost limitation provision for multiple incentive CPIF contracts
	Examine competing incentive contract proposals in a source selection environment
12	Given a contract type in a competitive environment, explain the issues and factors to be considered when performing a cost realism analysis.
	Explain the purposes for conducting a cost realism analysis
	Recognize when to perform Cost Realism analysis
	Identify the impact of uncompensated overtime on cost realism analysis
	Given a proposal evaluation scenario, describe various characteristics of cost realism analysis.
12	Given a proposed contract change identify issues and factors to be considered in developing the government's objective for a contract equitable adjustment.
	Calculate an Equitable Adjustment
	Recognize the concepts associated with an equitable adjustment
	Recognize cost issues
	Recognize Profit/Fee issues
	Recognize issues to be considered in Pricing contract changes
	Recognize other situations requiring adjustment
	Show how to definitize an undefinitized contract action
	Recognize special Considerations for Pricing Claims