



Objectives Sheet

SBP 101 - Introduction to Small Business Programs, Part A

Course Learning/Performance Objectives followed by enabling learning objectives

SBP 101.U01.01	Describe the strategic role of the Office of Small Business Programs and the Small Business Professional in DoD acquisitions
SBP 101.U01.01.01	Identify key players in small business acquisitions and their unique interests
SBP 101.U01.01.02	Identify the strategic role that small businesses play in DoD acquisitions
SBP 101.U01.01.03	Identify what Small Business Professionals must do in order to be successful in their careers
SBP 101.U01.02	Reference current legislation, regulations, and policies that affect small business participation in the acquisition process
SBP 101.U01.02.01	Identify the governance framework that affects what Small Business Professionals can and cannot do in their jobs
SBP 101.U01.02.02	Search applicable legislation, regulations, and/or policies to answer questions about small business acquisition
SBP 101.U01.02.03	Identify how to stay up-to-date with recent regulatory and policy changes and proposed changes
SBP 101.U01.03	Identify systems that support the work of Small Business Professionals
SBP 101.U01.03.01	Given an acquisition situation, identify the most appropriate system(s) to which a Small Business Professional should refer
SBP 101.U01.04	Describe the types of small business programs
SBP 101.U01.04.01	Given an acquisition scenario, identify an appropriate small business or socio-economic program to maximize opportunities for small businesses
SBP 101.U01.04.02	Choose the best small business program for a given situation
SBP 101.U01.05	Identify sources and methods for gathering data about small business capabilities for both strategic and tactical uses
SBP 101.U01.05.01	Identify requirements for market research throughout the acquisition process
SBP 101.U01.05.02	Identify the types of market research that Small Business Professionals will participate in
SBP 101.U01.05.03	Identify tools and sources for conducting market research
SBP 101.U01.05.04	Select the appropriate NAICS code and size standard for an acquisition
SBP 101.U01.06	Identify how Small Business Professionals will participate in the acquisition process
SBP 101.U01.06.01	Identify the steps in DoD's contracting process for acquisitions and the Small Business Professional's role in each step
SBP 101.U01.06.02	Identify how to complete key activities during the pre-solicitation phase of an acquisition
SBP 101.U01.06.03	Identify how to complete key activities during the solicitation and award phase of an acquisition
SBP 101.U01.06.04	Identify how to complete key activities during the post-award phase of an acquisition