



Objectives Sheet

SBP 102 - Introduction to Small Business Programs, Part B

Course Learning/Performance Objectives followed by enabling learning objectives

SBP 102.U02.01	Demonstrate foundational knowledge of small business programs.
SBP 102.U02.01.01	Describe the strategic role of the Office of Small Business Programs and the Small Business Professional in DoD acquisitions.
SBP 102.U02.01.02	Reference current legislation, regulations, and policies that affect small business participation in the acquisition process.
SBP 102.U02.01.03	Identify systems that support the work of Small Business Professionals.
SBP 102.U02.01.04	Describe the types of small business programs.
SBP 102.U02.01.05	Identify sources and methods for gathering data about small business capabilities for both strategic and tactical uses.
SBP 102.U02.01.06	Identify how Small Business Professionals will participate in the acquisition process.
SBP 102.U03.01	Work with the acquisition team and participate in market research to learn about small businesses capabilities for both tactical and strategic purposes.
SBP 102.U03.01.01	Demonstrate foundational knowledge of market research.
SBP 102.U03.01.02	Identify requirements for market research throughout the acquisition process.
SBP 102.U03.01.03	Identify the types of market research in which Small Business Professionals will participate.
SBP 102.U03.01.04	Identify tools and resources for conducting market research.
SBP 102.U03.01.05	Use market research tools and resources to gain an overall understanding of the marketplace and available capable small business sources for a given service or commodity.
SBP 102.U03.01.06	Given a scenario, use market research results to provide input for an acquisition strategy.
SBP 102.U04.01	Advise the acquisition team on how small businesses can help strategically in meeting DoD's acquisition needs and building the industrial base.
SBP 102.U04.01.01	Demonstrate foundational knowledge of advising the acquisition team in the use of small businesses.
SBP 102.U04.01.02	Prepare a business case presentation to support an acquisition strategy recommendation during an acquisition team meeting.
SBP 102.U04.01.03	Deliver the acquisition strategy recommendation to the acquisition team.
SBP 102.U04.01.04	Address various issues related to procurement requirements and small business utilization.
SBP 102.U05.01	Apply relevant regulation and policy to the solicitation and award processes to ensure that they incorporate small business utilization to the maximum practicable extent.
SBP 102.U05.01.01	Demonstrate foundational knowledge of activities associated with solicitation development, proposal evaluation, and post-award monitoring.
SBP 102.U05.01.02	Given a scenario, review solicitation language and recommend changes to maximize small business utilization in acquisitions.
SBP 102.U05.01.03	Given a scenario, review the acquisition strategy summary on the DD Form 2579 and its supporting documents and ensure that it supports small business utilization to the maximum practicable extent.
SBP 102.U05.01.04	Given a scenario, evaluate offeror submissions for how effectively they address small business evaluation criteria stated in the solicitation.
SBP 102.U05.02	Post-award, assist and advise the Contracting Office as needed in monitoring contractor small business performance in accordance with contract terms and conditions.
SBP 102.U05.02.01	Given a scenario, assist the Contracting Officer in monitoring contractor small business performance in accordance with the terms and conditions of the contract.
SBP 102.U06.01	Plan activities and create resources to educate both internal and external customers about small business programs, doing business with DoD, and the role of the Small Business Professional.
SBP 102.U06.01.01	Demonstrate foundational knowledge of small business outreach for both internal and external customers.
SBP 102.U06.01.02	Identify the types of information to share with internal customers.
SBP 102.U06.01.03	Develop a presentation to educate internal customers about small business programs.
SBP 102.U06.01.04	Identify the types of information to share with small businesses.
SBP 102.U06.01.05	Develop a presentation to educate small businesses about doing business with DoD.
SBP 102.U06.01.06	Identify tools and resources to counsel a small business.
SBP 102.U06.01.07	Plan an outreach event for small businesses.
SBP 102.U07.01	Review the Small Business Professional's role in each phase of the contracting process for acquisitions.
SBP 102.U07.01.01	Describe the Small Business Professional's role and responsibilities during pre-solicitation, solicitation and award, and post-award phases of the contracting process for acquisitions.
SBP 102.U07.01.02	Explain key insights about the role and responsibilities of Small Business Professionals.