



Objectives Sheet

SBP 220 - Business Decisions for Small Business

Course Learning/Performance Objectives followed by enabling learning objectives

SBP 220.U01.01	Advise an acquisition team on how to handle a small business size protest.
SBP 220.U01.01.01	Describe the process of protesting a small business size representation
SBP 220.U01.01.02	Recognize the SBA's process after receiving a size determination protest
SBP 220.U01.01.03	Identify the process for submitting an appeal for a size protest
SBP 220.U01.02	Interpret the FAR and market research data to evaluate the merits of a protest.
SBP 220.U01.02.01	Identify ways to determine the merits of a status protest
SBP 220.U01.02.02	Validate data in a market research report
SBP 220.U01.02.03	Identify FAR references that provide legal basis for refuting a status protest
SBP 220.U01.03	Advise the acquisition team on a procurement involving Certificates of Competency (COC).
SBP 220.U01.03.01	Describe the COC program
SBP 220.U01.03.02	Describe procedures for referrals of a COC
SBP 220.U01.03.03	Recognize the potential impact of issuing or denying a COC
SBP 220.U01.04	Determine and explain ways to maximize small business participation within a large acquisition.
SBP 220.U01.04.01	Advise an acquisition team on how to use partial set-asides to increase small business participation
SBP 220.U01.04.02	Advise an acquisition team on how to use subcontracting to increase small business participation
SBP 220.U01.04.03	Determine the SSP's involvement in the evaluation of the subcontract requirement for the large acquisition
SBP 220.U01.05	Advise an acquisition team on the most appropriate method of procurement to increase opportunities for small business participation in a given acquisition.
SBP 220.U01.05.01	Describe responsibilities concerning selecting the appropriate method of procurement for an acquisition
SBP 220.U01.05.02	Identify opportunities to amend overly restrictive language in order to maximize small business participation
SBP 220.U01.05.03	Explain responsibilities when addressing contractor issues in accordance with the Statement of Work
SBP 220.U01.06	Advise an acquisition team on how to use subcontracting strategies to increase small business utilization.
SBP 220.U01.06.01	Identify what is reasonable for subcontracting participation in an acquisition
SBP 220.U01.06.02	Identify evaluation factors to be used in source selection that utilizes subcontracting
SBP 220.U01.06.03	Identify clauses needed in a contract when subcontracting is required
SBP 220.U01.06.04	Verify that subcontracting procedures are followed during the award phase
SBP 220.U01.07	Advise an acquisition team on a procurement including contract consolidation and bundling.
SBP 220.U01.07.01	Contrast the impact of consolidation and bundling
SBP 220.U01.07.02	Identify policies and procedures for consolidated and bundled contracts
SBP 220.U01.07.03	Describe how market research assist with consolidation and bundling
SBP 220.U01.07.04	Determine how consolidation and bundling affect small business
SBP 220.U01.08	Advise an acquisition team on the use of a multiple award contract (MAC) to satisfy the requirements of a given acquisition.
SBP 220.U01.08.01	Identify the policies and procedures for maximizing small business participation within a Multiple Award Contract
SBP 220.U01.08.02	Advise potential offerors on competition procedures for a Multiple Award Contract
SBP 220.U01.08.03	Explain post-award procedures for a Multiple Award Contract concerning task orders and market research