

## Northern Virginia Community College 2007-2008 Catalog

### CONTRACT MANAGEMENT (formerly Acquisition and Procurement)

Associate of Applied Science Degree AL

*Purpose:* The curriculum is designed for persons who plan to seek employment in contract management positions and for those presently in contract management positions who seek career advancement. The occupational objectives include project manager, procurement analyst, contract administrator, contract specialist, contract negotiator, contract price analyst, and contract termination specialist.

*Transfer Information:* Although transfer is not the primary purpose of an A.A.S. program, NVCC has articulation agreements that facilitate the transfer of this and other career-oriented programs to selected senior institutions. Students interested in transfer should contact a counselor or their faculty advisor early in their program.

*Admission Requirements:* In addition to the general admission requirements of the College, entry into the program requires proficiency in high school English and mathematics. Students with deficiencies will require developmental studies.

*Program Description:* The first two semesters of the curriculum are similar to other curricula in business. However, in the second year students will pursue an individual specialty in contract management. The curriculum includes technical courses in contract management, courses in related areas, and courses in general education. Instruction will include both the theoretical concepts and the practical applications needed for future success in the contract management field.

#### Two Years Credits

##### 1st Semester

CON 100 Shaping Business Arrangements	3
1ECO 120 Survey of Economics	3
ENG 111 College Composition I	3
ITE 115 Intro. to Computer Applications & Concepts	3
1,2MTH 151 Mathematics for the Liberal Arts I	3
SDV Elective	<u>1</u>
<b>Total</b>	<b>16</b>

##### 2nd Semester

CON 110 Contract Support Planning	3
CON 120 Strategic Focused Contracting I	3
ENG 112 College Composition II	3
2,3PED 116 Lifetime Fitness & Wellness	1
3,4___ Social Science Elective	3
SPD 110 Intro. to Speech Communication	<u>3</u>
<b>Total</b>	<b>16</b>

##### 3rd Semester

ACC 211 Principles of Accounting I	3
CON 111 Contract Strategy Execution	3
ACQ 220 Intermediate Contract Pricing	3
ACQ 221 Adv. Acquisition & Procurement Management I	3
BUS 200 Principles of Management	3
4,5___ Humanities/Fine Arts Elective	<u>3</u>
<b>Total</b>	<b>18</b>

##### 4th Semester

ACC 212 Principles of Accounting II	3
ACQ 215 Contract Law	3
CON 112 Contract Performance Assessment I	3

ACQ 222 Adv. Acquisition & Procurement Mgt. II	3
CON 121 Strategic Focused Contracting II	3
BUS 220 Intro. to Business Statistics	3
<sup>2,3</sup> PED/RPK	<u>1</u>
<b>Total</b>	<b>19</b>

**Total credits for the A.A.S. Degree in Contract Management = 69.**

<sup>1</sup> ECO 201 or 202 may be substituted for ECO 120.

<sup>2</sup> Students may substitute a higher-level math. Consult a faculty advisor for appropriate selection.

<sup>3</sup> The PED requirement may be met by one of the following options: PED 116, 2 cr.; PED 116, 1 cr. plus a PED activities course, 1 cr.; or PED 116, 1 cr. plus RPK activities course. PED 116 is offered as both a 1-credit and a 2-credit course.

<sup>4</sup> The social science elective may be selected from the economics, geography, history, political science, psychology, or sociology (includes anthropology) courses listed on page 54. PLS 211, U.S. Government I is recommended.

<sup>5</sup> Humanities/fine arts elective may be chosen from list on page 54.

*Revised 8/3/07*