

**NVCC COLLEGE-WIDE COURSE CONTENT SUMMARY
CON 214 - BUSINESS DECISIONS FOR CONTRACTING (3 CR.)**

Course Description

Teaches pre-award business and contracting knowledge necessary to process complex procurements. Emphasizes the planning of successful contract support strategies and executing an acquisition that optimizes customer contract performance. Explains the techniques for building successful business relationships, the benefits of strategic sourcing and spend analysis, and details of providing contract financing. Discusses an in-depth look at subcontracting, how to conduct a formal source selection, and how to analyze the information necessary to determine contractor responsibility. Lecture 3 hours.

General Course Purpose

Presents an in-depth study of the acquisition and contracting business operation and its impact on the economy. Significant areas covered are business relationships, strategic sourcing, subcontracting requirements, and contract financing. Describes government-unique requirements of market research in identifying the best business arrangements to meet contract requirements, explain information technology in supporting business processes, and explores the in-depth information to conduct formal source selection.

Course Prerequisites/Co-requisites

None

Course Objectives

Upon completion of this course the student will be able to:

- Identify how business relationships affect customer support.
- Explain a strategic sourcing recommendation based upon the results of a spend analysis.
- Identify contract risks and appropriate management strategies.
- Select the appropriate contract financing terms and conditions for a given contract.
- Determine subcontract requirements.
- Identify the source selection processes and procedures

Major Topics to be Covered

- a. Source selection in the contracting environment
- b. Business advisor techniques
- c. Spending analysis
- d. Roles of oversight agencies
- e. Financial concepts
- f. Subcontracts