

**NVCC COLLEGE-WIDE COURSE CONTENT SUMMARY  
CON 100 - SHAPING SHARP BUSINESS ARRANGEMENTS (3 CR.)**

**COURSE DESCRIPTION**

Provides an introduction to the environment in which contracts function. Develops professional skills for making business decisions and advising other acquisition team members in successfully meeting customers' needs. Introduces students to the different acquisition contracting areas and the types of procurement alternative that may be selected for each. Presents knowledge of management and information systems as well as recent acquisition initiatives.

Lecture – 3 hours per week.

**GENERAL COURSE PURPOSE**

This course introduces the acquisition and contracting business operation and its impact on the American economy. Significant areas covered are the interdependence of functional team members, the importance of the oversight roles of the General Accounting Office (GAO), and the Defense Inspector General (DODIG). Also, it describes commercial acquisition and government-unique requirements of market research in identifying the best business arrangements to meet mission requirements, explain e-business and information technology in supporting business processes, and distinguishes among the current Government acquisition initiatives and new policies.

**ENTRY LEVEL REQUIREMENTS**

None

**COURSE OBJECTIVES**

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

- Explain the acquisition/contracting mission and its impact on the American economic system. This will set the stage to select training and development opportunities for career progression.
- Explain the characteristics and responsibilities of the contracting professional in the role of a business advisor.
- Explain the distinctive interests of both the buyer and seller and the role those interests play.
- Determine the relationship between financial and acquisition communities and how fundamental financial principles and requirements are important.

**MAJOR TOPICS TO BE COVERED**

- Principles of contracting environment
- Role of a business advisor
- Buyer and seller interests
- Roles of oversight agencies
- Fundamental financial concepts