

**NVCC COLLEGE-WIDE COURSE CONTENT SUMMARY
CON 111 – CONTRACT STRATEGY EXECUTION (3 CR.)****COURSE DESCRIPTION**

Teaches the Contract Strategy Execution phase in the acquisition process where initial research and analysis of customers' requirements are put into action. Describes the process by which the efforts of all personnel responsible for an acquisition are coordinated and integrated through a comprehensive plan for fulfilling customers' requirements.

GENERAL COURSE PURPOSE

This course concentrates on recognizing, explaining and providing information and resources to assist customers in making smart and informed business decisions. Communication with the customer is the key to a successful business relationship. Special Contracting Methods are designed to support an acquisition strategy that reflects a long-term financial commitment, and a program office willing to get special authorization to support that approach to include:

- Service Contracting
- Multiple Year
- Other Transaction Authority
- Performance-based Service Contracting
- Entry Level Requirements

ENTRY LEVEL REQUIREMENTS

CON 110

COURSE OBJECTIVES

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

- Basic Ordering Agreement (BOA)
- Blanket Purchase Agreement (BPA)
- Contract Bundling
- Federal Supply Schedule (FSS)
- Government-wide Agency Contracts (GWAC)
- Grants and Agreements
- Indefinite Delivery
- Interagency Acquisition (Economy Act)
- Letter Contracts
- Multi-year Contracts
- Multi-year Options
- Multiple Award Schedule (MAS)

MAJOR TOPICS TO BE COVERED

- Business principles behind meeting customer requirements.
- Information technology skills.
- Financial skills for business budgets.
- Acquisition contract types.
- Impact of contract planning on the economic system.
- Market research in various economic sectors.
- The importance of team concepts to organizational success.
- Differences between economic and business sectors.