

**NVCC COLLEGE-WIDE COURSE CONTENT SUMMARY
CON 120 - STRATEGIC FOCUSED CONTRACTING, PART I (3CR.)**

COURSE DESCRIPTION

Teaches the students the entire acquisition process from meeting with the customer to completing the contract closeout process when combined with CON-121, Part II. Presents an opportunity to learn and apply leadership, problem-solving, and negotiation skills. Applies the knowledge and skills gained in the previous contracting course to cover an integrated case study approach.

Lecture – 3 hours per week

GENERAL COURSE PURPOSE

This course provides an intense review of the principles, techniques and objectives of the acquisition process from cradle to grave. Students will be presented with the concepts, definitions and relationships of contractual instruments. This course focuses on contract management from a practical application of appropriate contractual skills. Successful completion of this course will assist contracting employment entry at level one.

ENTRY LEVEL REQUIREMENTS

CON-100

COURSE OBJECTIVES

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

- Explain the overall contracting process.
- Demonstrate hands on experience to apply multiple skills for an integrated case study.
- Determine the principles involved in problem solving, negotiation and leadership.
- Conduct contract conferences.

MAJOR TOPICS TO BE COVERED

- Contracting advice based on market research
- Solicitation package preparation
- Prepare, award, and debrief a contract requirement
- Price reasonableness and price negotiations
- Post-award conferences
- Contract modification
- Exercise a contract option
- Complete the contract closeout process