

## **NOVA COLLEGE-WIDE COURSE CONTENT SUMMARY CON 121 – STRATEGIC FOCUSED CONTRACTING II (3 CR.)**

### **Course Description**

Covers the entire acquisition process from meeting with the customer to completing the contract closeout process. Presents an opportunity to learn and apply leadership, problem-solving, and negotiation skills. Applies the knowledge and skills gained in CON 100, Shaping Sharp Business Arrangements, to cover an integrated case study approach. Part I. Lecture 3 hours per week.

### **General Course Purpose**

Provide the student with an introduction to the federal contracting process and to the Contracting Officer's important role as business and planning advisor in the federal acquisition process. The course is intended for beginning contract officers and students who are near the beginning of a Contract Management program.

### **Course Prerequisites/Corequisites**

Prerequisite: CON 100.

### **Course Objectives**

Upon completing the course, the student will be able to:

- a) Identify the customer needs, reinforcing areas of mutual interest within the acquisition environment.
- b) Utilize the FAR and DFAR to identify the required information that addresses the end-user/customer requirements.
- c) Identify and executing strategic and tactical market research procedures that are necessary to support mission needs of the customer.
- d) Identify all issues related to developing and executing the customer's requirements documents.
- e) Determine all applicable laws (labor, environmental, socioeconomic, and foreign acquisition requirements) to the solicitation.
- f) Select the most appropriate contract type.
- g) Determine the applicable competitive policies and procedures.
- h) Provide sound business advice.
- i) Execute a written acquisition report.

### **Major Topics to be Included**

- a) Understanding the factors that will help develop mission support and strategy.
- b) Identify how the FAR and DFAR are organized, administered and updated.
- c) Characteristics of strategic and tactical market research.
- d) Benefits for conducting a thorough market research report.
- e) Aspects of a performance assessment metrics.
- f) Key characteristics of customer requirements documents.
- g) Key characteristics of a statement of work.
- h) Utilizing Federal socioeconomic programs.
- i) Simplified acquisition methods.
- j) Choosing and developing the appropriate contract type and or basic agreements.
- k) Characteristics of best value to the government.