

**NVCC COLLEGE-WIDE COURSE CONTENT SUMMARY
CON 215 - INTERMEDIATE CONTRACTING SUPPORT (3 CR.)**

Course Description

Presents a series of case studies where students demonstrate their ability to develop and execute business strategies to meet customer requirements. Develops the techniques for building successful business relationships, the benefits of strategic sourcing and spend analysis, and details of providing contract financing will be incorporated. Presents an in-depth look at subcontracting, how to conduct a formal source selection, and how to analyze the information necessary to determine contractor responsibility and risk. 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:

- Develop a variety of options and alternative strategies to meet contract needs and promote customer satisfaction.
- Apply appropriate laws, regulations and policies to a complex procurement.
- Identify and apply formal source selection procedures.
- Conduct competitive negotiation discussions.
- Execute the appropriate contract type for terms and conditions to support customer needs.

Major Topics to be Covered

- a. Contract types and requirements
- b. Federal Acquisition Regulations and Laws
- c. Process and procedures of source selection
- d. Negotiation strategies and techniques
- e. Financial price and cost analysis
- f. Risk analysis