

**NVCC COLLEGE-WIDE COURSE CONTENT SUMMARY
CON 218 - ADVANCED CONTRACTING SUPPORT (3CR.)**

Course Description

Presents a series of case studies to teach the students contract administration skills, to demonstrate their ability to negotiate fair and reasonable prices and to consider the legal implications for various contract situations. Presents an opportunity to learn and apply critical thinking, cost analysis, problem solving, and negotiation skills to the process of contract administration. Applies the knowledge and skills gained in this course to cover an integrated case study approach for contract award. Lecture 3 hours.

General Course Purpose

Provides a rigorous review of the process, practices and objectives of the acquisition contract administration. Develop a proactive strategic approach to satisfy the customers evolving requirements. Applies appropriate action to resolve various situations with legal implications to contracts. Centers on complete contract administration for successful contract performance. Completion of this course will assist contracting employment entry at level two.

Course Prerequisites/Co-requisites

None

Course Objectives

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

- Apply the full range of contract pricing techniques to develop a pre-negotiation strategy.
- Use a formal audit report to prepare a negotiation objective.
- Resolve various situations with legal insinuation.
- Develop a negotiation strategy for a noncompetitive negotiation.
- Conduct a noncompetitive negotiation.
- Manage contract performance in accordance with the contract.

Major Topics to be Covered

- a. Pricing techniques
- b. Audit analysis
- c. Cost analysis
- d. Negotiation strategy
- e. Legal remedies
- f. Noncompetitive negotiation
- g. Contract performance
- h. Contract administration