



Federal Acquisition Institute

FAC-COTR
Technical Competencies to Suggested 22 Hour Curriculum
 Register at www.fai.gov

| Competency | COR with a Mission Focus (CLC106) | Market Research (CLC004) | Contract Source Selection (CLC007) | Contracting Overview (CLM 024) | Ethics (CLM003) |
|--------------------------------------------------------------|-----------------------------------|--------------------------|------------------------------------|--------------------------------|-----------------|
| Understanding COTR duties, responsibilities and obligations* | X | X | X | X | X |
| Defining and communicating requirements | X | X | X | X | |
| Performance (& requirements) Management | X | X | X | X | X |
| Strategic Planning | X | X | X | X | X |
| Evaluation skills | X | X | X | X | |
| Defining Contractual (Business) Relationships | X | X | X | X | X |
| Understanding the marketplace | | X | | | |
| Negotiation & evaluation skills | X | X | X | X | X |

Per OMB-OFPP memorandum of November 26, 2007 on The Federal Acquisition Certification for Contracting Officer Technical Representatives

*articulated in FAI's 2003 report and in individual delegations letters received by COTRs