

Contracting Community of Practice (CoP)
<https://acc.dau.mil/msc>



The Contracting CoP is a collaborative resource for contracting professionals to share knowledge and effective business practices and to access learning assets. Included in the Process and Mission Area listing are Contingency Contracting, Acquisition Center for Excellence (ACE) for Services, Proper Use of non-DoD Contracts, and more. Additional topic areas are in development. To sponsor and develop a specific topic area, please send an e-mail to msc@dau.mil



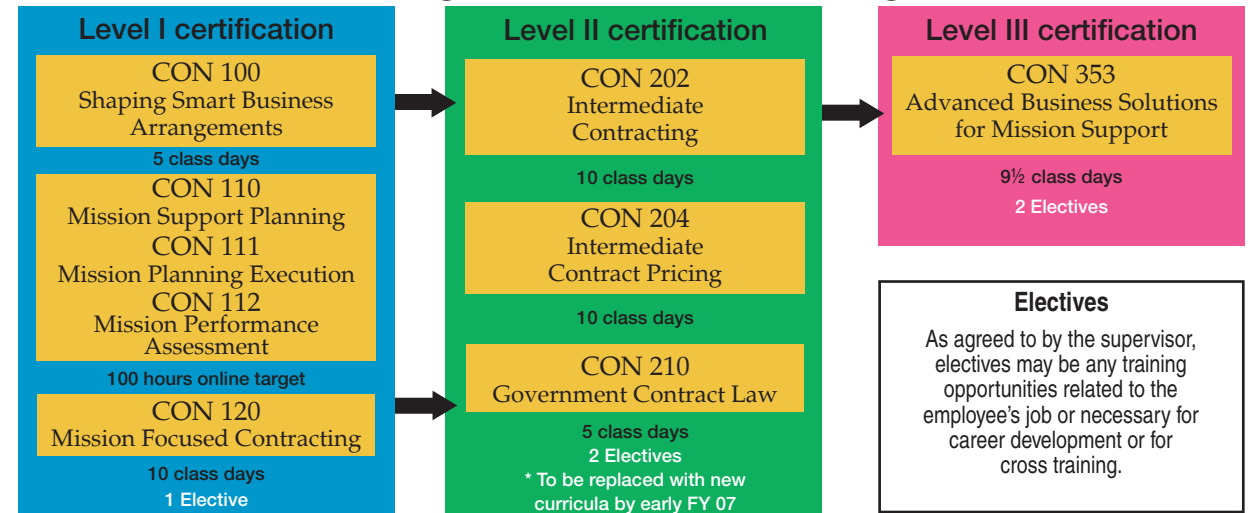
For DAU Course info visit our Web site at <http://www.dau.mil> or contact John Krieger at john.krieger@dau.mil



Contract Management Career Track



Contracting Certification Training Track



CON 100 Shaping Smart Business Arrangements

- Students gain a comprehensive understanding of the DoD acquisition environment and mission areas. Group exercises prepare students to provide contracting support within the overarching business relationships of Government and Industry
- Target: New contracting personnel
- Prerequisite: None
- Length: 5 class days
- Course Manager: Trudy DiLiello
e-mail: trudy.diliello@dau.mil

CON 110 Mission Support Planning

- Course introduces new contracting personnel to their role as acquisition team business advisors, including focusing on understanding customers' mission, needs, and their ability to plan successful mission support strategies. Students will learn to use the Federal Acquisition Regulation and Defense Federal Acquisition Regulation Supplement, conduct effective market research, develop acquisition strategies, and understand how socioeconomic programs support the acquisition planning process.
- Target: New contracting personnel and non-contracting personnel who play a role in the acquisition process
- Prerequisite: CON 100 (desired)
- Length: 40 hours online. Students must pass final exam within 60 calendar days of course start date.
- Course Manager: Ms. Valerie Hunter
e-mail: valerie.hunter@dau.mil

CON 111 Mission Planning Execution

- Focuses on acquisition planning execution from purchase request (PR) receipt through industry solicitation and contract award. Students gain knowledge and skills to execute an acquisition, determine PR package adequacy, prepare a solicitation, make a price reasonableness determination, and identify appropriate actions to resolve protests.

- Target: New contracting personnel and non-contracting personnel who play a role in the acquisition process
- Prerequisite: CON 110
- Length: 40 hours online. Students must pass final exam within 60 calendar days of course start date.
- Course Manager: Mr. Charles Waszczak
e-mail: charles.waszczak@dau.mil

CON 112 Mission Performance Assessment

- Course builds on foundation provided in CON 110 and CON 111. Students will learn to identify and utilize appropriate performance metrics to evaluate contractor performance to meet customer mission support requirements and achieve customer satisfaction, handle disputes, and close out completed contracts.
- Target: New contracting personnel and non-contracting personnel who play a role in the acquisition process
- Prerequisite: CON 111
- Length: 20 hours online. Students must pass final exam within 60 calendar days of course start date.
- Course Manager: Ms. Betty Sue Stevenson
e-mail: betty.stevenson@dau.mil

CON 120 Mission Focused Contracting

- Application-based capstone course for CON Level I. Students will be engaged in the entire acquisition process. Through integrated case-study approach they will demonstrate leadership, planning, problem-solving, pricing, and negotiation skills learned in CON 110, CON 111, and CON 112.
- Target: New contracting personnel and non-contracting personnel who play a role in the acquisition process
- Prerequisite: CON 100 and 112 (or CON 101)
- Length: 10 class days
- Course Manager: Major Keith Lindsay, USAF
e-mail: keith.lindsay@dau.mil

CON 202 * To be replaced with new curricula by early FY 07

Intermediate Contracting

- Focuses on noncommercial acquisitions
- Through case studies, students develop their skills to perform as business advisors and resolve complex contracting issues.
- Target: Level I contracting personnel
- Prerequisite: CON 104B or CON 120
- Recommended: 2½ years of contracting experience after completing Level I training
- Length: 10 class days
- Course Manager: Ms. Suzy Redd
e-mail: suzy.redd@dau.mil

CON 204 * To be replaced with new curricula by early FY 07

Intermediate Contract Pricing

- Students will demonstrate ability to resolve pricing issues and use price and cost analysis to develop pre-negotiation objectives.
- Target: Personnel pursuing Level II contracting certification
- Prerequisite: CON 104B or CON 120 (CON 202 recommended)
- Length: 10 class days
- Course Manager: Mr. David Lewis
e-mail: david.lewis@dau.mil

CON 210 * To be replaced with new curricula by early FY 07

Government Contract Law

- Introduces basic principles of law relevant to acquisition. Focuses on the impact of government contract law on the acquisition process.
- Target: Level I certified government contracting personnel
- Prerequisite: CON 104B or CON 202
- Length: 5 class days. Online precourse assignments
- Course Manager: Mr. Jim Paris
e-mail: jim.paris@dau.mil

CON 232

Overhead Management of Defense Contracts

- Covers the development and application of overhead rates used in contract formation, administration and closeout, and the impact on seller pricing/business strategies.
- Target: Contracting and pricing personnel assigned to overhead-related projects
- Prerequisite: CON 104B or CON 120
- Recommended: Level I personnel with at least 1 year of contracting experience after award of Level I DAWIA certification
- Length: 10 class days
- Course Manager: Ms. Carole Adams
e-mail: carole.adams@dau.mil

CON 234

Contingency Contracting

- Focuses on unique aspects of contingency operations. Students develop skills for contracting support to deployed joint forces
- Target: Contracting and purchasing career field personnel projected for deployment

- Prerequisite: CON 101 or CON 110, CON 111, and CON 112
- Recommended: 2 years of purchasing/contracting experience and CON 237
- Length: 9 class days
- Course Manager: Mr. Ralph Mitchell
e-mail: ralph.mitchell@dau.mil

CON 235

Advanced Contract Pricing

- Addresses market forces, commerciality issues, and cost/price analysis techniques including decision theory, earned value statistics, parametrics, learning curves, and risk analysis.
- Target: Level II/III personnel in major acquisitions (systems, sustainment or services), in a price-based environment
- Prerequisite: CON 204
- Length: 10 class days
- Course Manager: Mr. Steven Malashevitz
e-mail: steven.malashevitz@dau.mil

CON 236

Contractual Aspects of Value Engineering

- An intensive review of the DoD Value Engineering (VE) program. Students are exposed to basic VE concepts and the relationship of VE to incentives contained in contracts and subcontracts.
- Target: Acquisition personnel involved in VE applications
- Prerequisite: None
- Recommended: Level II certification in Contracting or other acquisition field with 2 years' experience
- Length: 5 class days
- Course Manager: Mr. Charles Waszczak
e-mail: charles.waszczak@dau.mil

CON 237

Simplified Acquisition Procedures (SAP)

- Supports training of the simplified acquisition procedures utilizing Federal Acquisition Regulation Parts 12 and 13
- Target: Personnel requiring SAP knowledge
- Length: 40-hour Internet course
- Prerequisite: None
- Course Manager: Ms. Lin Kimenhour
e-mail: linda.kimenhour@dau.mil

CON 243

Architect-Engineer (A-E) Contracting

- Covers acquisition planning, source selection, proposal analysis, contract performance assessment, slate and selection process, modifications, and Contracting Officer Technical Representative responsibilities.
- Target: Military and civilian A-E contracting personnel
- Prerequisite: CON 104B or CON 120
- Length: 5 class days
- Course Manager: LT Nathan A. Morgan, USN
e-mail: nathan.morgan@dau.mil

CON 244

Construction Contracting

- Focuses on construction contract language, design/build, schedule analysis, and contract quality management.
- Target: Military and civilian contracting personnel assigned to construction contracts
- Prerequisite: CON 104B or CON 120
- Length: 5 class days
- Course Manager: LT Nathan A. Morgan, USN
e-mail: nathan.morgan@dau.mil

CON 250

Fundamentals of Cost Accounting Standards – Part I

- Provides hands-on instruction in Public Law 100-679, the rules and regulations of the Cost Accounting Standards (CAS), as applicable to modified CAS coverage.
- Target: Civilian (or equivalent military) personnel, GS-9 and above, with at least 2 years of contracting experience and assigned to CAS contracts
- Prerequisite: Indirect Costs (a DAU Continuous Learning Module)
- Recommended: Completion of a first-year college accounting course or equivalent and completion of CON 232
- Length: 5 class days
- Course Manager: Mr. Randall Gibson
e-mail: randall.gibson@dau.mil

CON 251

Fundamentals of Cost Accounting Standards – Part II

- CON 250 follow-on addresses standards for full CAS coverage
- Target: Personnel who will be involved with full coverage CAS contracts
- Prerequisite: CON 250
- Recommended: Completion of a first-year college accounting course or equivalent and completion of CON 232
- Length: 5 class days
- Course Manager: Mr. Randall Gibson
e-mail: randall.gibson@dau.mil

CON 260A

The Small Business Program, Part A

- Provides an overview of the fundamentals of the DoD Small Business Program and focuses particular attention on the small business specialist's role as a member of the acquisition team.
- Target: All acquisition specialists who have small business concerns
- Prerequisite: None
- Length: 12-hours online. Final exam to be completed within 60 days after class start date.
- Course Manager: Mr. Clarence Roberts
e-mail: clarence.roberts@dau.mil

CON 260B

The Small Business Program, Part B

- Delves into the intricacies of the DoD Small Business Program. Students will develop the ability to determine if a business is small, conduct market research to maximize small business participation at prime and subcontracting levels, participate as an acquisition team member to develop appropriate strategy designed to maximize small business participation, and other related skills.
- Target: Contracting Level II personnel who perform small business specialist duties
- Prerequisite: Level II certification in Contracting
- Length: 3 class days
- Course Manager: Mr. Clarence Roberts
e-mail: clarence.roberts@dau.mil

CON 353

Advanced Business Solutions for Mission Support

- Students analyze complex contracting situations to develop sound mission support solutions
- Emphasis on critical thinking, problem solving, and dilemma resolution through scenario-based learning
- Designed to contribute solutions to senior leadership and local supervisors
- Target: Level II contracting professionals in positions requiring Level III certification
- Prerequisite: At least 1 year of contracting experience after Level II certification
- Length: 9½ class days. Online precourse assignments given 30 days before class start date
- Course Manager: Ms. Leslie Deneault
e-mail: leslie.deneault@dau.mil

GRT 201

Grants and Agreements Management

- Provides foundational knowledge to perform as a grants officer
- Target: Grants specialists and DoD personnel in a career path to become grants officers or agreement officers
- Prerequisite: None
- Recommended: Level I Contracting courses
- Length: 4 class days
- Course Manager: Mr. Larry Bradbury
e-mail: larry.bradbury@dau.mil

LAW 801

Acquisition Law

- Provides overview of contract law and regulations applicable to Government contracts
- Target: Level I certified personnel not required to take CON 210 or who completed CON 210 more than 5 years ago
- Prerequisite: None
- Length: 4½ class days
- Course Manager: Mr. Steve Copetas
e-mail: steve.copetas@dau.mil