



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