Defense Acquisition University

Learn. Perform. Succeed.

2008 CATALOG

For updates through FY08, visit the DAU Web site at www.dau.mil.
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The Defense Acquisition University Catalog 2008

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Contents

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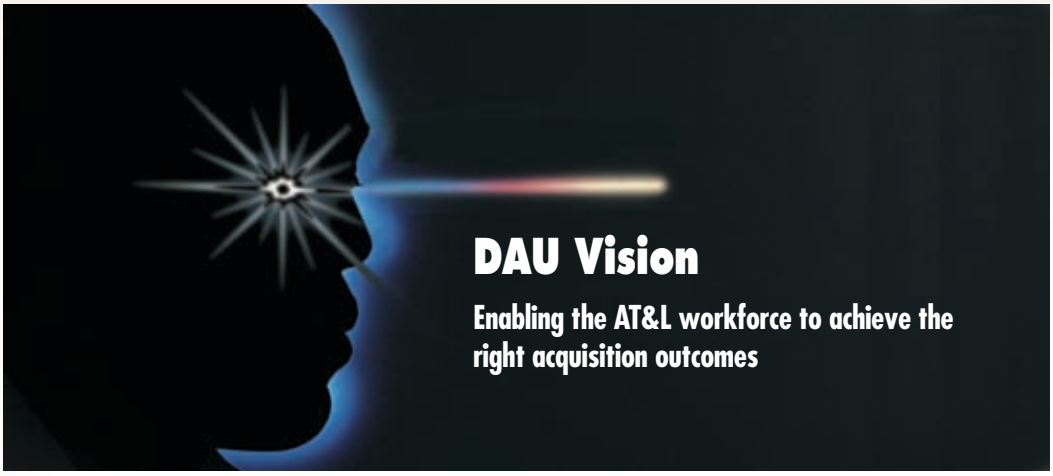

DAU Vision
Enabling the AT&L workforce to achieve the right acquisition outcomes


DAU Mission
Provide practitioner training, career management, and services to enable the Acquisition, Technology, and Logistics community to make smart business decisions and deliver timely and affordable capabilities to the warfighter


DAU Strategic Goals
Provide a fully integrated learning environment in concert with other talent management initiatives that engages the learner at the point of need
•
Continuously improve our mission/support processes and management
•
Support transformation in acquisition, technology, and logistics through thought leadership, innovation, and workforce support
•
Ensure DAU is a great place to work by providing an environment valuing achievement, growth, diversity, and career-long learning to enhance job performance
•
Listen to and learn from our customers and stakeholders to exceed their expectations

DEFENSE ACQUISITION UNIVERSITY
9820 BELVOIR ROAD
FORT BELVOIR, VIRGINIA 22060-5565

MESSAGE FROM THE PRESIDENT

Welcome to the Defense Acquisition University, a best-in-class corporate university for the DoD Acquisition, Technology and Logistics workforce. Everything we do at DAU is for you, the acquisition professional—classroom and online courses, career management, continuous learning modules, knowledge-sharing assets, communities of practice, research, performance support, and consulting. As your learning partner, we plan to be with you in the classroom, online, and in your workplace, whenever and wherever you need DAU learning and performance-support assets.

With that in mind, we have intensified our efforts to provide not only the best classroom and online training, but also real-time DAU resources before, during, and after the training. Given the rapid pace of change, we are leveraging all of our learning concepts and technologies to provide the right knowledge and skills at your learning point of need.

Most important, all the courses and learning assets listed in this Catalog are meant to help you develop and manage acquisition programs, projects, and systems that continue to make our Nation's warfighters the best-equipped Armed Forces in the world. To emphasize our commitment to your future success, we maintain as our strategic vision enabling the AT&L workforce to achieve the right acquisition outcomes.

Frank J. Anderson Jr.

Frank J. Anderson, Jr.
President
Defense Acquisition University

Learn. Perform. Succeed.

AT&L Performance Learning Model

To help shape a culture that promotes career-long learning at the point of need, DAU adopted the Acquisition, Technology, and Logistics (AT&L) Performance Learning Model (PLM), which lays the foundation for meeting the professional development needs of the AT&L workforce.

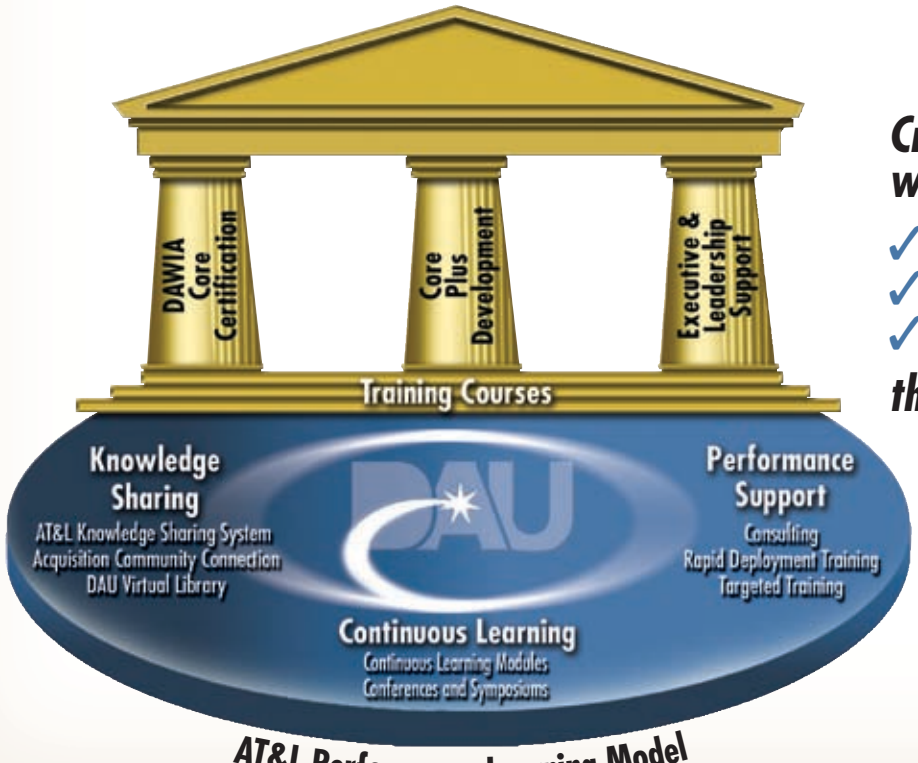
Training courses offered at DAU were established as a result of the Defense Acquisition Workforce Improvement Act (DAWIA), which identifies, by career field and certification level, education, training, and experience, requirements for all AT&L workforce members. In the ever-changing acquisition environment of the 21st century, however, it has become clear that currency in any given career field requires more than certification training alone. To complement the DAWIA requirements, DAU now offers learning assets that are accessible to all workforce members anytime and anywhere.

Performance support is tailored to customer needs and may include consulting, targeted training, rapid-deployment training, and group facilitation. Rapid-deployment training focuses attention on a limited number of emerging initiatives and delivers training within days of new policy implementation. Targeted training is tailored to the specific needs of an organization or integrated product team as required.

The DAU **Continuous Learning Center** offers opportunities designed to maintain currency and help employees meet the DoD requirement to complete 80 points of continuous learning every 2 years. DAU also hosts and participates in a variety of public forum events such as conferences, symposia, and expos, which promote learning and offer continuous learning opportunities.

Knowledge sharing is an inherent function of any educational institution. The AT&L Knowledge Sharing System provides online access to a variety of tools and reference materials that facilitate supporting the warfighter. The Acquisition Community Connection hosts online communities of practice that provide an electronic forum for sharing knowledge, information, lessons learned, and best practices. DAU's David D. Acker Library supports the university's curricula and its research in defense acquisitions.

Each of these elements of the PLM is addressed fully in Chapter 3 of this catalog.



AT&L Performance Learning Model

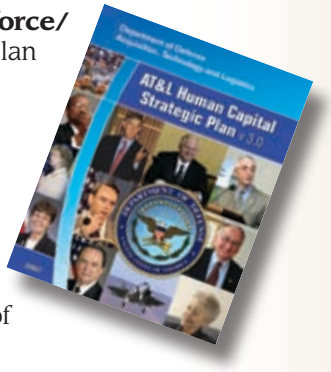
Creating an environment where we learn

- ✓ ***before,***
- ✓ ***during, and***
- ✓ ***after***

the training experience

What's New in DAU and the AT&L Community

Human Capital Strategic Plan



The AT&L Human Capital Strategic Plan (Version 3.0) is available at **www.dau.mil/workforce/hcsp.pdf**. In addition to the original five goals for AT&L human capital management, the plan incorporates a sixth goal entitled "Recruit, develop, and retain a mission-ready workforce through comprehensive talent management." The assignment of this goal emphasizes the importance of recruiting, developing, and retaining capable and motivated personnel to address the increased level of competition for talent. Version 3.0 of the Human Capital Strategic Plan shares various human capital initiatives and accomplishments achieved throughout DoD since the release of Version 1.0 in June 2006, which included strategies to address evolving global, national, Federal, and DoD workforce challenges. It reflects Data Green successes, human capital achievements by the Military Services and defense agencies, and tight collaboration and partnering with the Office of the Deputy Under Secretary of Defense for Civilian Personnel Policy (ODUSD(CPP)).

Core Plus—It's here for FY 2008

Core Plus represents an enhanced career field certification and development framework designed to guide acquisition professionals to competency development beyond the minimum standards required for certification, based on specific types of assignments within an acquisition function/career field. Core Plus is best illustrated as three concentric circles.

The center of the target, **Core Acquisition Certification**, represents the broad range of competencies that are common across the DoD AT&L workforce. The inner ring, **Core Functional Certification**, represents those core specialized competencies that relate to one or more of the 14 acquisition career fields. The **Core Acquisition Certification** and **Core Functional Certification** competencies are required for career field certification.

The outer ring, **Core Plus**, represents additional training, education, and experience beyond that required for certification for specific types of job assignments in a particular acquisition career field.

Core Plus will continue to evolve as the concept matures. It is a very flexible, robust framework that is adaptable to the specific needs of the workforce. Learning assets can be modularized to specifically target workforce requirements, just in time, and potentially delivered in a variety of different modes based on workforce members' learning style and preference.

Additional information on Core Plus, which includes how to navigate this new framework as well as the Core Certification & Core Plus Developmental Guides for each career field/path, can be found in Appendix B.

New Program Systems Engineer Career Path

In keeping with the human capital strategy that includes revitalizing systems engineering, the Under Secretary of Defense for Acquisition, Technology and Logistics approved a restructuring of the Systems Planning, Research, Development and Engineering Career Field to incorporate a third career path—Program Systems Engineer (SPRDE-PSE). This new career path targets systems engineers (such as the Chief Program Engineer or Lead Program Systems Engineer for Major Defense Acquisition Programs (MDAPs) and Major Acquisition Information Systems) fulfilling leadership roles within acquisition programs. This may also include the systems engineering functional leaders in an acquisition organization.

The new career path includes increased training and experience certification standards. The SPRDE-PSE career path is effective October 1, 2007 for position coding and career path certification purposes. This new career path with its increased requirements supports the AT&L Human Capital Strategic Plan's goal for a higher performing, more agile, and better-trained acquisition workforce.

New Course Offerings

A significant change this year for the Systems Planning, Research, Development and Engineering (SPRDE) and Test and Evaluation (T&E) career fields is the introduction of a new series of courses required for certification. These new courses support an extensive SPRDE and T&E reengineering effort and are aligned with the Core Plus framework. They incorporate the many essential competencies for the array of SPRDE and T&E personnel. Additionally, certification training standards for both of these career fields have been significantly upgraded. See Chapter 3 for the new course descriptions and Appendix B for more information on certification requirements.

In collaboration with the Office of the Under Secretary of Defense for Installations and Environment, the Services, and DoD agencies, DAU is offering classroom courses for training individuals who need to understand OMB's A-76 process. Individuals outside the AT&L workforce are invited to attend these courses as well. Competitive Sourcing, or "A-76," as it is commonly known, has been used by DoD to compete their commercial services with the private sector or public reimbursable source. A-76 increases the probability that DoD components will streamline their organizations into the most efficient and cost-effective organizations for future operations and allow the savings accrued to be used elsewhere. DAU is offering four resident courses, described on pages 18 and 19, and one online continuous learning module, A-76 Competitive Sourcing Overview (CLC 037), described on page 77.

BCF 263 Principles of Schedule Management is a new course for personnel responsible for interpreting acquisition network schedules, conducting Earned Value Management (EVM) system surveillance and validation, contract administration, and project management. The course includes a review of DoD scheduling policy and scheduling theory, MS Project and Risk+ software, and hands-on experience in calculating schedule health metrics, schedule performance metrics, and Monte Carlo schedule simulations. For the full course description, see page 33.

Continuous Learning

The DAU Continuous Learning Center (CLC) is constantly growing and providing a greater variety of newly developed CL modules. Some of the most recent modules added to the CLC (at the time of this printing) are:

- Software Cost Estimating (CLB 023)
- Past Performance Information (CLC 028)
- Commercial Item Pricing (CLC 131)
- Modeling and Simulation for Test and Evaluation (CLE 023)
- U.S.C. 2464 Core Statute Implementation (CLL 023)
- Corrosion Prevention and Control Overview (CLM 038)
- SPS FPDS-NG System Administrator (SPS 100)
- SPS FPDS-NG User (SPS 101)

Continuous learning modules not only help you meet your 80-point requirement but also expand your horizons in areas affecting your current job duties. For cross-training and refresher training, the CLC provides an almost endless number of opportunities. Pages 77–84 provide a list of currently offered CL modules. Check the online catalog at **www.dau.mil** periodically for updates, or browse the course modules at **http://clc.dau.mil** anytime.

Requirements Management Community Training

The FY07 National Defense Authorization Act (NDAA 2007), Section 801, directs the development of a training program to certify military and civilian personnel of the DoD with the responsibility for generating requirements for MDAPs. Throughout 2008, DAU will deploy learning assets for the Requirements Management Community. Learning assets will be provided to the community primarily as continuous learning modules and distance learning courses. The NDAA 2007 requires training and certification of individuals in the stipulated positions by September 30, 2008. Updates will be made to the DAU online catalog as learning assets are deployed. The first learning asset, a continuous learning module titled "Capabilities Based Planning," will be deployed in October 2008.

The Defense Acquisition University

The Defense Acquisition University

DAU Leadership

Workforce Management

DAU Board of Visitors

CHAPTER 1

The Defense Acquisition University

Authorized by Title 10, United States Code 1746, and chartered by DoD Directive 5000.57, the Defense Acquisition University (DAU) was established on August 1, 1992. Its mission is to provide practitioner training, career management, and services to enable the DoD Acquisition, Technology, and Logistics (AT&L) community to make smart business decisions and deliver timely and affordable capabilities to the warfighter.

Using the AT&L Performance Learning Model (PLM) as a template (see page viii), the university coordinates education and training programs to meet the career-long training requirements of more than 128,000 DoD AT&L personnel. DAU provides a full range of basic, intermediate, and advanced curriculum training as well as assignment-specific, targeted training, and continuous learning courses to support the career goals and professional development of the DoD AT&L workforce. But DAU's role does not end when a student leaves the classroom. The university also fosters professional development through performance support, rapid deployment training on emerging acquisition initiatives, online knowledge-sharing tools, and continuous learning modules. This catalog provides information on all of these areas as well as DAU's other products and services such as strategic partnerships, publications, and research in areas related to acquisition functions.

Each DoD AT&L functional area is represented by a functional integrated product team (FIPT) composed of senior-level officials of the DoD components and led by functional advisors. These teams advise the Under Secretary of Defense for Acquisition, Technology and Logistics (USD(AT&L)) on career development issues and recommend mandatory training, education, and experience required for their respective functional areas. DAU center directors and performance learning directors work in conjunction with the FIPTs to identify performance outcomes for various career levels and incorporate them into DAU courses. The Military Services and Defense agencies assist in managing the accession, training and education, and career development of their respective DoD AT&L workforce members.

DAU's president is the chief executive officer of the university, and he reports to the Deputy Under Secretary of Defense for Acquisition and Technology. The president also serves as the chief learning officer for AT&L. A Board of Visitors—individuals selected for their preeminence in academia, business, and industry—advises the USD(AT&L) and the DAU president on such matters as organizational management, curricula, methods of instruction, and facilities.

DAU Leadership

Mr. Frank J. Anderson, Jr.
President

Dr. James McMichael
Vice President

Mr. Joseph Johnson
Chief of Staff

Mr. Joe Chang
Acting Director, AT&L Workforce and Career Management

Mr. Mark Whiteside
Director, Performance and Resource Management

Dr. Chris Hardy
Director, Planning, Policy and Leadership Support

Mr. Dave Scibetta
Director, Operations Support Group

Ms. Meg Hogan-Roy
Human Capital Management Advisor

Mr. Garry Shafovaloff
Special Assistant to the President

Mr. Randy Fowler
Director, Learning Capabilities Integration Center

Dr. J. Robert Ainsley
Director, e-Learning & Technologies Center

Mr. William Erie
Director, Acquisition Performance Solutions

Dr. Craig Lush
Director, Library & Knowledge Repository

Mr. Paul McMahon
Pentagon Liaison

Rear Admiral Lenn Vincent, USN (Ret)
Industry Chair

Mr. Andy Zaleski
Dean, West Region

Mr. Travis Stewart
Dean, Midwest Region

Mr. James. L. McCullough II
Dean, South Region

Ms. Barbara Smith
Dean, Mid-Atlantic Region

Mr. Tim Shannon
Dean, Capital & Northeast Region

Mr. John Higbee
Dean, DSMC – School of Program Managers

Workforce Management

Each DoD AT&L functional area is represented by a functional integrated product team, which is led by a functional advisor. These teams advise the Under Secretary of Defense for Acquisition, Technology and Logistics on career development issues and identify training, education, and experience requirements for their respective functional areas.

Functional Advisors

Acquisition Management

Mr. Kevin Carroll
PEO, Enterprise Information Systems

Auditing

Mr. William H. Reed
Director, Defense Contract Audit Agency

Business, Cost Estimating, & Financial Management

Dr. Nancy L. Spruill
Director, Acquisition Resources and Analysis, OUSD(AT&L)

Facilities Engineering

Dr. Get W. Moy, P.E.
Director, Installation Requirements and Management
ODUSD (Installations & Environment)

Information Technology

Mr. Ray Boyd
Director, Commercial Policies and Oversight, Office of the Deputy CIO, OASD(NII)

Logistics

Mr. James Hall
Assistant Deputy Under Secretary of Defense (Logistics Plans & Programs)

Procurement & Contracting/ Government Property

Mr. Shay Assad
Director, Defense Procurement and Acquisition Policy

Science & Technology

Mr. Alan Shaffer
Director, Plans and Programs, DDR&E

Technical Management

Mr. Mark Schaeffer
Director, Systems & Software Engineering, ODUSD(A&T)

Directors, Acquisition Career Management, assist in managing the accession, training and education, and career development of their respective components' AT&L workforce.

Directors, Acquisition Career Management (DACMs)

LTG N. Ross Thompson III, USA
Army DACM

Ms. Carolyn Willis
Navy DACM

Mr. Blaise Durante
Air Force DACM

Mr. Joe Chang
DoD DACM (Acting)

DAU Board of Visitors

The DAU Board of Visitors—individuals selected for their preeminence in academia, business, and industry—advises the USD(AT&L) and the DAU President on matters such as organizational management, curricula, methods of instruction, and facilities.

GEN William G.T. Tuttle, Jr., USA (Ret)
Chairperson

Mr. David Berteau
Director, Clark & Weinstock, and Adjunct Professor, Syracuse Univ.

Ms. Susan Coté
VP of Corporate Contracts and Pricing, Northrup Grumman Corporation

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Administrator, Office of Federal Procurement Policy

Mr. Curtis Gray
Senior VP, Human Resources, BAE SYSTEMS

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VP, Program Management, Lockheed Martin

Ms. Sara B. Mills
President, S. Mills and Associates

LTG Malcolm R. O'Neill, Ph.D., USA (Ret)
Consultant

Gen Bernard P. Randolph, USAF (Ret)
Consultant

Mr. Carl Salzano
VP, Acquisitions, Booz Allen Hamilton

RDML Michael Sharp, USN (Ret), Director, Maritime Advanced Technology, Raytheon Company

RADM Lenn Vincent, USN (Ret)
Industry Advisor, National Defense Industrial Association

Mr. John C. Wilson, Jr.
President, BizDynamics, LLC

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Acquisition Workforce and Acquisition Corps Certification Standards

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Registration Procedures

CHAPTER 2


Please shred all waste paper...
DAU

Administrative Information

Acquisition Workforce and Acquisition Corps Certification Standards

The Defense Acquisition Workforce Improvement Act (Public Law 101-510, 1990) (Chapter 87, Title 10, United States Code), as amended, requires the Secretary of Defense to establish education, training, and career development standards for persons serving in acquisition positions in the Department of Defense. See Appendix B for additional information concerning these standards.

Employees may meet credit-hour standards by passing college course equivalency examinations that demonstrate knowledge comparable to accredited courses of study in these subjects. For more information on using equivalency exams to meet mandatory education qualifications, see Appendix E. Employees may also apply certain DAU courses to meet the educational requirements. The DAU strategic partnership program (Appendix F) helps maximize opportunities to leverage DAU courses toward degrees.

Course Information

The Defense Acquisition Workforce Improvement Act (DAWIA) was signed into law in November 1990. It requires the Secretary of Defense, acting through the Under Secretary of Defense for Acquisition, Technology and Logistics (USD(AT&L)), to establish education, experience, and training requirements for the DoD AT&L workforce.

Education, experience, and training requirements differ for each career field and are approved by your certifying Service or agency. Requirements are identified in the checklists provided at Appendix B. The training requirements may be met in several ways, including the successful completion of DAU courses, the fulfillment program, or the equivalency program.

DAU Courses

Sequence of Courses

DAU provides a highly structured sequence of courses needed to meet mandatory and desired training standards. In many cases, prerequisite courses are identified; students are expected to be competent in prerequisite knowledge and skills. Where specific prerequisites are not identified, students are strongly encouraged to attend mandatory courses in the sequence prescribed. Using this catalog, DoD AT&L workforce personnel can identify the training, education, and experience required for their career field and career level and the sequence of courses to meet those requirements.

Course Types

Training courses required for acquisition career field certification are listed as the Core Certification Standards within the Certification and Core Plus Development Guides contained in Appendix B.

Level I courses are designed to provide foundational knowledge and establish primary qualification and experience in the individual's acquisition career field/path.

At Level II, functional specialization is emphasized. Courses at this level are designed to enhance the employee's capabilities in a career field or functional area.

At Level III, the focus is on managing the acquisition process and learning the latest methods being implemented in the career field.

Most personnel must take core acquisition training before taking other acquisition courses at career Levels I and II. The core acquisition course for career Level I in many career fields is ACQ 101 Fundamentals of Systems Acquisition Management; and for Level II, ACQ 201 Intermediate Systems Acquisition. ACQ 101 is a prerequisite for ACQ 201. These core courses are required for all workforce members in the following career fields:

- Business, Cost Estimating, and Financial Management
- Facilities Engineering
- Information Technology
- Life Cycle Logistics
- Production, Quality and Manufacturing
- Program Management
- Systems Planning, Research, Development and Engineering—Program Systems Engineering
- Systems Planning, Research, Development and Engineering—Science and Technology Manager (ACQ 101 only)
- Systems Planning, Research, Development and Engineering—Systems Engineering
- Test and Evaluation

Course descriptions for all DAU courses are listed alphanumerically in Chapter 3. Details of course length, prerequisites, methods of delivery, and who should attend are included.

DAU-sponsored courses also provide the opportunity for AT&L workforce members who have completed all education, experience, and training requirements for their position to meet standards for continuing education. Appendix D presents a listing of continuing education units (CEUs) associated with DAU courses.

Course Offerings

DAU courses are offered in a variety of modes:

- Resident—Student attends class at one of the DAU training sites.
- Local—DAU instructor teaches at locations having sufficient numbers of students to constitute a class.
- Distance Learning—Course material is offered entirely or in part via the Internet.
- Facilitated Online Learning Environment (FOLE)—Material is offered online; instruction may be online or in the classroom.
- Hybrid—Course includes both classroom and distance learning (Parts A and B).

To complete online coursework, the student must have access to a computer with the following minimum capabilities:

- Microprocessor speed: Pentium 400 MHz
- Hard Drive: 6 GB
- RAM: 64 MB
- Modem speed: 56 kbps
- Audio: 16 bit and speakers
- CD-ROM drive: 12X
- Monitor display resolution is optimal at 1024 X 768
- Browser that supports Java and Javascript (Internet Explorer 5.5, Netscape 7.0, or higher versions are recommended.)
- Java runtime environment 1.5.0 or MicroSoft VM

When logging on, the student should review updates to "Computer Settings" under "Help Desk Hot Tips" to ensure his or her computer will support the online courses and their plug-ins.

Some online courses have additional software requirements that are explained at the beginning of the course.

When students register for a hybrid course, it is important to understand that completion of both parts is required to obtain full credit for career field certification. For example, ACQ 201 consists of ACQ 201A (via the Internet) and ACQ 201B (in the classroom). Continuing education units and a certificate of completion will be awarded for successful completion of ACQ 201A; however, students must also complete ACQ 201B to receive full credit for completion of ACQ 201, which is required to meet selected career field certification standards. Part A is a prerequisite for Part B. For those students who may want a review before attending Part B, the latest version of Part A is available on the DAU Virtual Campus Web site at **https://learn.dau.mil/html/login/login.jsp**. With the exception of continuous learning courses, students have up to 60 calendar days to complete most online courses.

Fulfillment

While course participation is the preferred method, the fulfillment program enables members of the DoD AT&L workforce to receive credit for mandatory DAU courses for which they are able to demonstrate competency through experience, education, and/or alternative training such as professional association certificates. Information on this program, including policy, procedures, DD Form 2518, and the course competencies, is available on the DAU Web site at **www.dau.mil/registrar/faq.asp**. DD Form 2518 is in Appendix A of the guidelines.

Equivalent Courses

Appendix C provides information on courses offered by DoD schools and public learning institutions as well as commercially offered training that is certified to be equivalent to DAU courses.

Student Information

Reporting Instructions

After being accepted for admission into a DAU course, each student will receive an e-mail from the university with instructions on how to proceed. In the case of online courses, e-mails will explain how to access the course material online and will identify an instructor associated with that class. For classroom courses, each student will receive an e-mail with specific reporting instructions and information on housing, meals, facilities, and appropriate classroom attire.

Travel, Per Diem, and Reimbursement

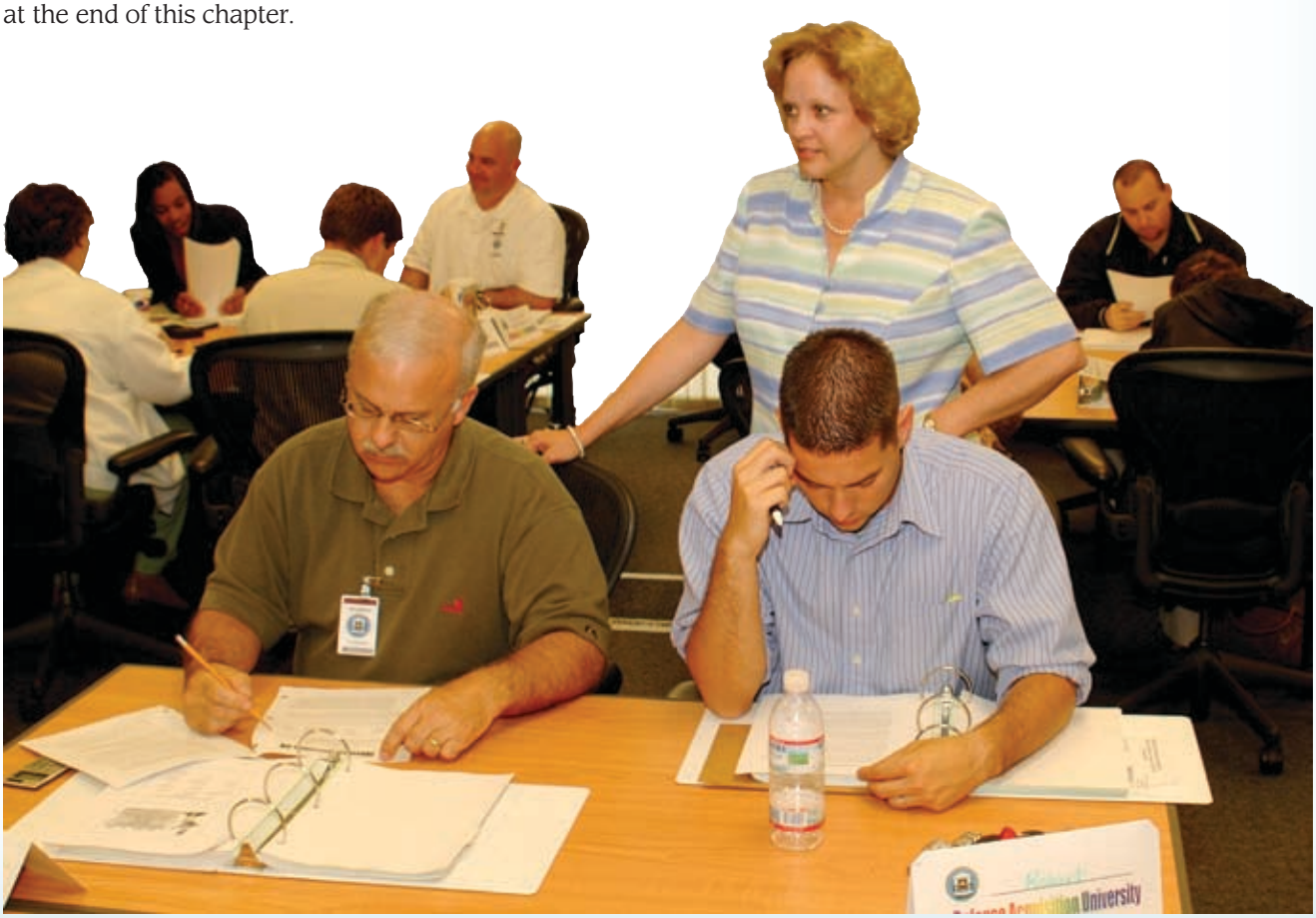
Each Service Acquisition Career Management Office or parent organization funds travel expenses and per diem for eligible students based on Service- or agency-specific policy. Students should consult their Acquisition Career Management Office for policy and guidance concerning their travel requirements. Contact information is provided in "Registration Procedures" at the end of this chapter.

It is very important that students arrive with a government credit card to pay for all legitimate travel-related expenses or, if needed, draw cash advances in lieu of receiving advance per diem payments. DAU cannot process travel claims or provide advance per diem payments. As questions may arise concerning use of the government credit card, students should arrive knowing the name and telephone number of the government credit card program coordinator for their Service or organization.

Attendance Policy

Students are expected to attend all scheduled course sessions (including teleconferencing, satellite, and synchronous online sessions) and complete all course work. Absences for medical or family emergencies must be approved by the course manager, lead instructor, or designated representative. Cumulative absences that exceed 5 percent of contact time may be grounds for removal from the course, and the student's record will be annotated accordingly. Remediation to make up any missed instruction is at the discretion of the course manager.

DAU follows established DoD and Office of Personnel Management guidance for civilians, and Service regulations for military personnel concerning various categories of leave.



Cancellation Policy

If circumstances dictate cancelling course attendance after students receive notification of acceptance, they should follow the procedures set forth by their respective Service or agency as outlined in this chapter. This may afford other students the opportunity to attend the course.

Disability Accommodations

Students with disabilities who are scheduled to attend DAU classes should notify their local training office and the DAU Student Services office as soon as possible prior to the start date of the class to ensure that appropriate accommodations are made.

DAU fully supports the requirements of Section 508 of the Rehabilitation Act Amendments of 1998. Section 508 requires Federal agencies that develop, procure, maintain, or use electronic and information technology to ensure that Federal employees with disabilities have access to and use of that information and data. To that end, all new DAU courseware is developed to comply with the standards set forth in Section 508.

Student Issues and Concerns

DAU encourages students who have issues or concerns with the learning environment to discuss them first with their instructor. Also, student class leaders are typically appointed at the start of a course and are empowered to bring issues to DAU faculty on behalf of their fellow students. Students who believe their issues were not resolved satisfactorily through these channels may go to the regional dean under an open-door policy.

End-of-course critiques provide another opportunity for students to address ways to improve course materials or the learning environment. Critiques include areas of success and concern as well as trends and recommendations for improvement. The collected information is analyzed and a summary report is circulated through the appropriate chain of command for action.

Transcripts

Transcripts are available at **www.dau.mil** by selecting the "Student Information" button. Students may access their own transcript information from a secure server and print out a copy for their own use. Students may also request that an official transcript with an embossed DoD seal be sent to a college or university. Questions concerning transcripts should be addressed to dau.transcript@dau.mil.

Course Registration and Quota Allocation

DoD AT&L workforce employees and their supervisors may prepare career development training plans using the requirements provided in Appendix B and the course descriptions in Chapter 3. Appendix B identifies courses that are required for certification by career field and certification level.

DoD AT&L workforce members may be eligible for funding of travel and per diem when attending courses required for certification. This is strictly based upon the Service component policy. Students should contact their Service component point of contact for the specific funding policy covering DAU training. Funding is not provided to cover travel and per diem costs for DoD AT&L workforce members who attend DAU courses for the purpose of continuous learning.

DAU uses the Army Training Requirements and Resources System (ATRRS) to maintain course schedules, allocate quotas, and manage class registration. Agencies with quota allocations should register students as early as possible before the class start date to ensure that students are in the ATRRS system and that they have sufficient time to make necessary arrangements for attending class.

After students apply for a course, they will receive an e-mail identifying their status as either wait-listed or as having a reservation. Approximately 60 days before the class starts, students with reservations will receive an e-mail from DAU (later if the student was a late registrant) providing reporting instructions, class start and end times, and location-specific information (e.g., points of contact, hotels, and directions). Points of contact for most courses and locations are provided in the online course schedule. Any student who is registered and has not received reporting instructions 15 days prior to the class start date should contact the DAU Student Services Office for assistance at 888-284-4906 or 703-805-3003.

Registration Procedures

To apply for a DAU course, go to **www.dau.mil**, select "I Need Training," then "Apply for Course." At this site, you will find links to your Service-specific application program. While there are many ways to access your specific site, the DAU Home Page provides a single portal with current information and links for each of the following categories of students.

Army Personnel

Army Acquisition, Logistics, and Technology (AL&T) workforce civilian and military personnel desiring DAU training (including online courses) must have those courses annotated and approved on their automated Individual Development Plan (IDP). Once approved on the IDP, a link is provided from the IDP under "DAU" to the ATRRS Internet Training Application System (AITAS), **https://www.atrrs.army.mil/channels/aitas/**. Training priorities are based on the individual's position certification requirements. AL&T personnel requiring assistance with the IDP/AITAS or updating records should contact their organization acquisition point of contact or acquisition career managers (ACMs) within their region. If you do not know who your servicing ACM is or where your servicing region is located, go to the U.S. Army Acquisition Support Center (USAASC) Web site at **http://asc.army.mil/contacts/acms.cfm**. OCONUS students are serviced by the Eastern Region ACMs. The Acquisition, Logistics, and Technology Enterprise Systems and Services (ALTESS) is responsible for processing applications, registering students for training, and issuing travel funding and travel orders.

Additional information on travel funding, orders, rental cars, priorities, etc., is available at **www.rdaisa.army.mil/rdaisa/atrrs/dau/tinfo.htm#PRIORITY**. DAU training priorities are determined by an individual's currently assigned position code. The Army will fund students who are considered priority two (Career Development), priority three (Cross-Functional Training), or priority four (Refresher) as long as funds are available after priority I students obtain funding. Priority five (Non-acquisition workforce) students must obtain funding from their employing organization or command for travel and per diem. Class schedule information can be found within the IDP, AITAS, or ATRRS data-on-demand at **https://www.atrrs.army.mil/channels/dataondemand**. Individuals and organizations should closely monitor the availability of local class offerings to minimize expenses associated with class attendance in the Resident mode. Students must select their cost-effective location.

Student cancellations or substitutions should be limited to only extreme emergencies. If a student cannot attend a DAU class for which he or she has a reservation, then the student must cancel with the Army Registrar 5 working days prior to the start date of the class or 5 working days prior to reservation cut-off date on classes that have pre-course work. The Army Registrar must receive the request to officially cancel the student's reservation through the Army's ATRRS Internet Application System (AITAS) to prevent a no-show from being recorded. Excusal requests must be received within 14 days of the notification. If it is determined that a valid reason exists for the student no-show, sanctions will not be imposed against the student. A Service or organizational mission, unless extremely exceptional in nature, is not a valid reason for canceling less than 5 working days prior to the start date. "No-shows" will be denied registration in future offerings of the course for a period of 6 months following the occurrence. The Army Registrar will also review any other applications/reservations that may be affected by this sanction. This could result in cancellation and removal from other DAU courses by the Army Registrar. Military personnel en route to a new duty station or an acquisition position should contact their assignment officer for assistance in obtaining DAU training. Contact information for assignment officers is available at **https://www.hrc.army.mil/site/protect/active/opfam51/staff.htm**.

Non-AL&T Army personnel, both military and civilian, may submit applications for DAU training by going directly to AITAS. Those individuals are not required to have an acquisition IDP and must apply as "Non-acquisition Workforce."

Navy and Marine Corps Personnel

Department of the Navy (DON) civilian and military personnel (regardless of duty station) must submit applications for acquisition training courses using Register-Now, the DON electronic registration system on the Web at **https://www.atrrs.army.mil/channels/registernow**. Register-Now is used to perform all functions applicable to course registration, including supervisory approval, course enrollment via the DON registrar, processing cancellations, and obtaining centrally funded travel orders. Students are encouraged to browse all menu items, including "What's New" and "How To."

For additional information concerning course registration, career field certification, and other DAWIA-related issues, DON students should contact their local acquisition training representative. Names and contact information are available at the "Find ACQ Training Representative" menu option on Register-Now.

Air Force Personnel

Air Force military and civilian personnel interested in DAU training should first consult the Air Force DACM Web site at **https://www.safaq.hq.af.mil/mil/career.** This Web site provides information about Acquisition Professional Development Program (APDP) policy and certification, acquisition position coding, how to apply for DAU training and funding, prerequisites, class schedules, rosters, vacancies, and points of contact. For specific points of contact for other AT&L information go to **https://www.safaq.hq.af.mil/mil/career/pocs.cfm.**

The Air Force uses ACQ Now, a Web-based reservation system. This system streamlines the reservation process and allows prospective students to initiate their own training requests via the Internet. Air Force civilian and military personnel should register through the ACQ Now registration system available at **https://www.atrrs.army.mil/channels/acqnow/main.asp**.

DAU training is open to all Air Force personnel, but those occupying acquisition-coded positions are given priority in order to fulfill their DAWIA requirements. Supervisors and individuals should plan for and identify training needs through Individual Development Plans and the annual Air Force Acquisition Training Office (AFATO) Data Call (Aug/Oct).

For additional information, contact your local APDP training manager. Names and information are available on the "POC Lookup" menu option in ACQ Now. Other contacts are the AFATO, Randolph Air Force Base, at DSN 487-6580 or commercial 210-652-6580; Fax DSN 487-1348, commercial Fax 210-652-1348; or via e-mail at acq.now@randolph.af.mil.

Acquisition, Technology, and Logistics Civilian Personnel Assigned to Defense Agencies

Federal civilians assigned to DoD components outside the military departments (including the Office of the Secretary of Defense, Chairman of the Joint Chiefs of Staff and the Joint Staff, Inspector General, Defense Agencies, Defense field activities, Joint-Service schools, and Defense support activities) must submit applications for DAU courses using the Acquisition Training Application System (ACQTAS) at **https://www.atrrs.army.mil/channels/acqtas**. The ACQTAS serves as the single application system for DAU courses, including supervisory and training manager approval, reservations, and notification for acceptance into the DAU courses. Military students should contact their Service DACM office for application and registration assistance.

International Students

International students may apply for most DAU courses. They will be placed in courses on a space-available basis. Applications will be evaluated on an individual basis in terms of meeting course prerequisites, previous training, job experience, current job title, and English language skills.

Foreign military and civilian students who work for their government must apply for DAU courses through their country's training officer, who will, coordinate the training request through the U.S. Army security assistance officer (SAO) in the Office of Defense Cooperation or an appropriate official in the U.S. Embassy. The U.S. Army Security Assistance Training Field Activity (SATFA), which is the executive agent for foreign students attending DAU courses, will process each student's application through appropriate channels. The SATFA will coordinate all training requests with the DAU Non-DoD Registrar via e-mail at nondod.registrar@dau.mil or by phone at 703-805-4498. SAOs or U.S. Embassy officials sponsoring training requests from the host country should go to **www.disam.dsca.mil/itm/** for information on training available through the foreign military sales (FMS) training program.

Military and civilian employees of countries that are members of the North Atlantic Treaty Organization (NATO) should initiate their training requests through the SATFA by calling 757-788-3255. The SATFA desk officer for NATO affairs will put the student in contact with appropriate NATO training officials to process and coordinate the training request.

A non-U.S. citizen employed by a U.S. defense industry corporation, working for a foreign corporation that has a contract with DoD or any of the military departments, or who is assigned to a U.S. military agency or activity may be eligible to apply for DAU courses. For information about applying for a course, contact the DAU Student Services Office by e-mail at industry.registrar@dau.mil or by phone at 703-805-4498.

Federal Civilian Agencies and Defense Industry Personnel

The Federal Acquisition Institute (FAI) has arranged for certification training through DAU (online courses) and commercial providers (resident courses). Federal civilian agency employees requiring acquisition training under the Office of Federal Procurement Policy (OFPP) Policy Letter 05-01, April 2005, and OFPP memo, January 2006, should contact their supervisor and agency acquisition career manager (ACM) to arrange for DAU or equivalent training. A list of agency ACMs is available at **www.fai.gov/pdfs/iacmc06_06.pdf**. Required training is centrally funded by FAI. No-cost continuous learning modules and communities of practice are available to members of the civilian acquisition workforce at **https://acc.dau.mil**. Defense industry employees may attend DAU courses at no cost, but on a space-available basis. To create a student record and apply for a course, go to **https://www.atrrs.army.mil/channels/nondod/default.asp**.

Defense Industry Certification

Unless an organization has its own certification standards, there is no organization or association that confers certification in a functional area for defense industry employees similar to the certification program administered by DoD for its acquisition, technology, and logistics workforce members. Industry employees may demonstrate comparable training to the members of the DoD acquisition workforce by successfully completing DAU courses.

Course Descriptions and Learning Assets

The AT&L PLM … Training Courses

Predecessor Courses

Distance Learning

The AT&L PLM … Performance Support

The AT&L PLM … Continuous Learning

The AT&L PLM … Knowledge Sharing

CHAPTER 3

DAU Learning Assets

DAU offers an entire platform of learning assets to meet the career-long learning needs of the DoD Acquisition, Technology, and Logistics (AT&L) workforce. The AT&L Performance Learning Model (PLM) lays the foundation for providing training courses, performance support, continuous learning opportunities, and knowledge-sharing venues. This chapter provides detailed information about each element of the PLM.

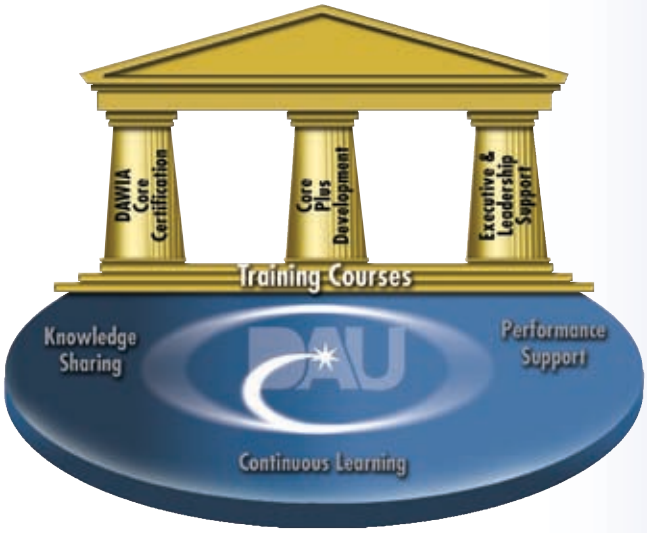
Training Courses. Course descriptions are listed alphanumerically. Courses may be offered only in the classroom, exclusively online, or as a combination of Resident and Distance Learning. The method of delivery is identified with each course description.

Following these course descriptions, you will find a list of "predecessor courses." When a course is no longer offered but still meets the requirements for credit, it becomes a predecessor course. Students who have completed these courses may use them to meet prerequisite requirements and/or to receive credit toward Defense Acquisition Workforce Improvement Act (DAWIA) certification.

Performance Support is tailored to the customer's needs and may include consulting, targeted training, group facilitation, and rapid deployment training. Faculty are available for consulting and targeted training in response to specific customer needs. A list of targeted training courses is provided on pages 78–80. Rapid Deployment Training focuses on a limited number of emerging initiatives and delivers electronic and/or on-site training within days of new policy implementation. Group facilitation can be scheduled with experienced facilitators at the Management Deliberation Center, located at the university's Fort Belvoir campus, and can often be provided at other sites subject to availability of facilitators and equipment.

Continuous Learning. The DAU Continuous Learning Center offers continuous learning opportunities designed to maintain currency and help employees meet the DoD requirement to complete 80 points of continuous learning every 2 years. The Center includes nearly 200 self-paced continuous learning modules that address topics important to the AT&L community. The Center also provides information about conferences and symposia that offer continuous learning opportunities.

Knowledge Sharing. The AT&L Knowledge Management System (AKMS) is a "system of systems" that includes the AT&L Knowledge Sharing System (AKSS), the Acquisition Community Connection (ACC), and the ACQuire search capability. These systems provide online access to a variety of tools, mandatory policy, and reference materials; online communities for sharing information, discretionary policies, lessons learned, and best practices; and an advanced enterprise search capability.



The AT&L PLM…

Training Courses

Certain courses have been designated as mandatory for certification in various career fields within each component's AT&L workforce at Levels I, II, or III. The primary authority for these courses is DAWIA. This catalog lists detailed requirements for certification in all career fields in Appendix B. The directors, acquisition career management (DACMs) for the Services and DoD agencies, manage attendance at these courses. Normally, the DACMs give priority to AT&L workforce members who are pursuing certification in an acquisition career field. Attendance at a Level II or III course presumes the student meets all requirements for and is certified at the next lower level in that career field.

For updates to these course descriptions during the training year, consult the online version of this catalog at **www.dau.mil/catalog**.

A76 801
Preliminary Planning

This cross-functional course provides personnel with the tools necessary to analyze and apply the principles associated with the initial planning phase of a competitive sourcing competition. Preliminary Planning is the process of determining if competitive sourcing is the optimal methodology for sourcing an organization's commercial activities. The steps accomplished during Preliminary Planning result in market information and facts that lead to a defined business unit for competition. The Agency Tender and the Performance Work Statement will be based on the preliminary research and decisions made during the Preliminary Planning phase. This course uses exercises and the nine mandated steps in the OMB Circular No. A-76 to provide students with practical, hands-on experience.

Objectives: Students who successfully complete this course will be able to:

- enhance their knowledge of the management, execution, and closeout phases of the Preliminary Planning process; and
- understand and appreciate the critical role that each functional discipline plays in the process for sourcing an organization's commercial activities.

Target Audience: Personnel who are assigned the responsibility to conduct a competitive sourcing competition, i.e., manpower, contracting officer, contracting specialist, personnel, budget analysts, planning analysts, etc. This course may also serve as a refresher course for experienced personnel involved in the competitive sourcing competition.

Prerequisites: Competitive Sourcing Overview (CLC 037)

Length: 5 class days

Method of Delivery: Resident

PDS Code: AH4

A76 802
Acquisition Actions

This course provides the process of developing the two most important actions that directly affect the outcome of the competitive sourcing competition. That is the development of the solicitation, to include the performance work statement (PWS) and the quality assurance surveillance plan and the source selection evaluation process. This course provides the details of both actions to ensure the most cost-effective and efficient service provider is selected as a result of the competition.

Objectives: Students who successfully complete this course will be able to:

- enhance their knowledge of the competitive sourcing process, specifically the acquisition process; and
- understand and appreciate the critical role that each acquisition group plays, i.e., the PWS team, the Source Selection Evaluation Board (SSEB), and the Source Selection Authority (SSA) in the process for sourcing an organization's commercial activities.

Target Audience: Personnel who are assigned the responsibility to conduct a competitive sourcing competition (i.e., contracting officer, contract specialist, members of the PWS team, manpower, planning analysts, members of the SSEB) or act as the SSA.

Prerequisites: Competitive Sourcing Overview (CLC 037)

Length: 5 class days

Method of Delivery: Resident

PDS Code: JOO

A76 803
Agency Tender Development

This course provides the process of developing the government's proposal in responding to the requirements of the solicitation of a competitive sourcing competition as well as how to develop a most efficient organization (MEO), quality control plan, and a MEO phase in plan. Topics covered include an overview of the competitive sourcing program, the agency tender roles and responsibilities, MEO data collection and analysis, costing policies and procedures, agency tender documentation, and representing the agency tender.

Objectives: Students who successfully complete this course will be able to:

- enhance their knowledge of the competitive sourcing process, specifically the roles, responsibilities, and limitations of the agency tender and the importance of preventing the appearance of a conflict of interest; and
- understand and appreciate the critical role that each functional discipline plays in the process for sourcing an organization's commercial activities.

Target Audience: Personnel who are assigned the responsibility to conduct a competitive sourcing competition, i.e., the requiring office, agency tender official, MEO team, human resource advisor, planning analysts, budget analysts, etc.

Prerequisites: Competitive Sourcing Overview (CLC 037)

Length: 5 class days

Method of Delivery: Resident

PDS Code: JHO

A76 805
Post Competition Accountability

This course discusses the performance decision implementation, distinguishing between the performance decision implementation and post-competition accountability. The implementation actions are detailed where they form a foundation for the accountability requirements. The monitoring of technical performance through the quality assurance surveillance plan is discussed as well as the requirements to track actual costs and compare them to the competition estimates. Performance of option periods and the process for corrective action and terminations are discussed as well as how to prepare for the next competition.

Objectives: Students who successfully complete this course will be able to:

- enhance their knowledge of the competitive sourcing process, specifically the assessment and accountability of the competitively sourced activity; and
- understand and appreciate the critical role of monitoring performance and types of remedies available for poor performance.

Target Audience: Personnel who are assigned the responsibility to perform post competition accountability, i.e., the requiring office, manpower, budget analysts, human resources, planning analysts, etc.

Prerequisites: Competitive Sourcing Overview (CLC 037)

Length: 3 class days

Method of Delivery: Resident

PDS Code: JHU

ACQ 101

Fundamentals of Systems Acquisition Management

This course provides a broad overview of the DoD systems acquisition process, covering all phases of acquisition. ACQ 101 introduces the Joint Capabilities Integration and Development Systems (JCIDS); Planning, Programming, Budgeting and Execution (PPBE) process; DoD 5000 series policy documents; and current issues in systems acquisition management. Designed for individuals who have little or no experience in DoD acquisition management, ACQ 101 has proven very useful to personnel in headquarters, program management, and functional or support offices.

Objectives: Students who successfully complete this course will be able to recognize:

- the fundamentals of defense systems acquisition management;
- the diverse, interrelated, and changing nature in the different disciplines of defense systems acquisition management; and
- the regulations and governing structures of defense systems acquisition management.

Target Audience: This course is designed for military officers, O-1 through O-3, and DoD civilians, GS-5 through GS-9. However, this course is open to all ranks and grades.

Prerequisite: None

Length: This is a non-Resident, self-paced course available through the Internet. Students must pass the final examination within 60 calendar days of the start date.

Method of Delivery: Distance Learning—
See "Course Offerings" on page 10

PDS Code: BU5

ACQ 201A

Intermediate Systems Acquisition, Part A

Intermediate Systems Acquisition, Part A, uses computer-based training to prepare mid-level acquisition professionals to work in integrated product teams by understanding systems acquisition principles and processes. Both ACQ 201A and ACQ 201B are required for DAWIA certification.

Objectives: Students who successfully complete this course will:

- enhance their knowledge of the business, technical, and managerial aspects of acquisition;
- understand and appreciate the critical role that each functional discipline plays in the acquisition process; and
- use computer-based training to virtually participate in simulated integrated product teams, developing plans and resolving problems.

Target Audience: ACQ 201A is for military officers, O-3 and above; civilians, GS-9 and above; and industry counterparts who are Level I certified in acquisition (or have met the industry equivalent). Students should have 2 to 4 years of acquisition or functionally related experience.

Prerequisite: ACQ 101

Note: ACQ 201A and ACQ 201B are both required for Level III Contracting personnel who are assigned to an ACAT I program or who devote at least 50 percent of their time to an ACAT I program. Level II Contracting personnel should take ACQ 201A and ACQ 201B within 1 year of assignment to an ACAT I program.

Length: This is a non-Resident, self-paced course available through the Internet. Students must pass the final examination within 60 calendar days of the start date.

Method of Delivery: Distance Learning—
See "Course Offerings" on page 10

PDS Code: JHJ

ACQ 201B

Intermediate Systems Acquisition, Part B

Intermediate Systems Acquisition, Part B, prepares mid-level acquisition professionals to work effectively in integrated product teams by understanding systems acquisition principles and processes. Both ACQ 201A and ACQ 201B are required for DAWIA certification.

Objectives: Students who successfully complete this course will:

- enhance and apply their knowledge of the business, technical, and managerial aspects of acquisition;
- understand and appreciate the critical role that each functional discipline plays in the acquisition process;
- effectively participate in integrated product teams; and
- apply knowledge gained in ACQ 201A to develop plans and resolve problems.

Target Audience: ACQ 201B is for military officers, O-3 and above; civilians, GS-9 and above; and industry counterparts who are Level I certified in acquisition (or have met the industry equivalent). Students should have 2 to 4 years of acquisition or functionally related experience.

Prerequisite: ACQ 201A

Note: ACQ 201A and ACQ 201B are required for Level III Contracting personnel who are assigned to an ACAT I program or who devote at least 50 percent of their time to an ACAT I program. Level II Contracting personnel should take ACQ 201A and ACQ 201B within 1 year of assignment to an ACAT I program.

Length: 5 class days

Method of Delivery: Resident/Local

PDS Code: JHK

ACQ 265

Mission Focused Services Acquisition

This multifunctional intermediate course provides acquisition team members with the tools needed to analyze and apply performance-based principles when developing performance requirements documents and effective business strategies for contractor-provided services. The course uses the seven-step performance-based acquisition process, a team-oriented approach, and several case-based activities designed to provide students with practical hands-on experience. ACQ 265 is designed for individuals who need to improve contracted services-related planning, executing, and performance-assessment skills. However, this course may also serve as a refresher for experienced acquisition personnel.

Objectives: Students who successfully complete this course will be able to:

- apply a life-cycle approach by using results-driven techniques when acquiring the acquisition of services in an integrated process team environment;
- enhance and apply their knowledge of the performance-based business, technical, and managerial aspects that are unique to acquiring services;
- understand and appreciate the critical role that each functional discipline of the acquisition team plays in the process of acquiring services;
- participate effectively in integrated service teams; and
- apply knowledge gained from previous learning assets to develop plans and resolve problems.

Target Audience: All members of a service acquisition team who are interested in learning more about acquiring services for the government. Contracting officer representatives, quality assurance reviewers, contracting specialists, and those who are involved in developing and executing performance requirements, business strategies, and assessing contractor-provided services.

Prerequisites: Performance Based Services Acquisition (CLC 013) and Work Breakdown Structure (CLM 013)

Recommended: ACQ 101

Length: 4 class days

Method of Delivery: Resident

PDS Code: AH3

ACQ 401

Senior Acquisition Course

A preeminent course for members of the Acquisition Corps, ACQ 401 is delivered by the Industrial College of the Armed Forces (ICAF) and is designed to prepare selected military officers and civilians for senior leadership and staff positions throughout the acquisition community.

Objectives: Students who successfully complete this course are awarded a Master of Science degree in National Resource Strategy.

The Senior Acquisition Course consists of the entire 10-month ICAF curriculum. The curriculum is enhanced for designated acquisition students through four major elements:

- the core curriculum;
- mandatory advanced acquisition policy studies;
- advanced studies electives; and
- research.

Target Audience: Students are selected by their respective Services or agencies. Military officers are selected as part of the Senior Service School Selection Process and designated by the Directors, Acquisition Career Management.

Prerequisite: Level III certification in one or more acquisition career fields

Length: 10 months

Method of Delivery: Resident

PDS Code: ABW

ACQ 403

Defense Acquisition Executive Overview Workshop

This innovative course provides general/flag officers and members of the Senior Executive Service (SES) with an executive-level understanding of the defense acquisition system and supporting processes. Workshop content is tailored to the needs of the executive and conducted on demand.

Objectives: General/flag officers and SES personnel who successfully complete this course will:

- augment their knowledge of the defense acquisition system in the areas selected;
- gain a broader appreciation for the spectrum of the defense acquisition processes, stakeholders, and current issues and initiatives; and
- experience just-in-time learning and apply this learning to the roles and responsibilities of the executive.

Target Audience: This course is for DoD general/flag officers; career and political SES personnel; congressional staff; and other executives, such as employees of the Government Accountability Office who are involved in or interface with the DoD acquisition system and processes. Executive participants may include a limited number of direct reports to enhance the value of the learning and dialog on matters of specific importance to the executive.

Prerequisite: None

Length: Varies depending upon the number of topics to be addressed; typically one-half to 2 class days.

Method of Delivery: Resident

PDS Code: ADU

ACQ 404

Systems Acquisition Management Course for General/Flag Officers

This 1-week course provides general/flag officers, members of the Senior Executive Service (SES), and other executives a level of understanding of the defense acquisition system, key processes, and current issues and initiatives that is appropriate for decision makers. Distinguished speakers provide the executive participants a forum to discuss motivations, constraints, and perspectives of government and defense executives and those of the Congress and the Government Accountability Office (GAO).

Objectives: Executives who successfully complete this course will:

- broaden their understanding of the defense acquisition system and supporting processes in terms of what is important and why it is important;
- understand recent legislation and DoD initiatives affecting acquisition;
- appreciate the perspectives of Congress, GAO, defense industry, and Service and OSD executives; and
- apply the learning to their respective roles and responsibilities.

Target Audience: This class is designed for general/flag officers, SES, and other executives who require an understanding of the defense acquisition system at the level that is appropriate for decision makers. Participants of equivalent position in the defense industry, other Federal agencies, and allied nations are also admitted on a space-available basis.

Prerequisite: None

Length: 5 class days

Method of Delivery: Resident

PDS Code: ADM

ACQ 405

Executive Refresher Course

This course provides acquisition professionals an update on acquisition policy, processes, and lessons-learned. Participants examine their roles and responsibilities as acquisition leaders in a changing environment. Guest speakers lead discussions on contemporary management and leadership topics, such as partnering with industry, contracting tools, resource allocations, human capital management, earned value oversight, performance-based logistics, and supply chain management.

Objectives: Participants who successfully complete this course will:

- understand contemporary acquisition management policies, processes, regulations, and statutes; and
- broaden their perspective of leadership in the dynamic environment of acquisition management.

Target Audience: This class is for DAWIA Level III certified members of all career fields who are (or have been selected for) O-6, GS-15, or the industry equivalent.

Prerequisite: None

Length: 9 class days

Method of Delivery: Resident

PDS Code: BB8

ACQ 450

Leading in the Acquisition Environment

This action-based learning course provides an overview of the competencies and skills needed to lead in an acquisition environment. Experiential activities include role playing, simulation, communication, and critical thinking exercises; a leadership challenge; and completion of a 360° feedback instrument prior to the course, as well as executive coaching to develop action plans related to the feedback. Participants will learn to apply strategies for leading up, down, and across in an acquisition organizations.

Objectives: Participants who successfully complete this course will:

- design a personal plan to improve leadership effectiveness in the acquisition environment;
- formulate a leadership solution for a work-related leadership issue after team discussion of viable alternatives; and
- develop a strategy to lead an organization to effectively perform in an environment of rapid and constant change.

Target Audience: This class is for civilians and military in supervisory positions in all career fields. Industry and allied participants are eligible and encouraged to attend on a space-available basis.

Prerequisites: DAWIA Level III certification in at least one acquisition career field and at least 3 years of Level III experience. Industry and allied participants should have at least 3 years of acquisition experience.

Length: 4 class days plus approximately 4 hours of precourse work

Method of Delivery: Resident/Local

PDS Code: AC1

ACQ 451

Integrated Acquisition for Decision Makers

This participant-driven, action-based learning course exposes DoD acquisition workforce members to multidisciplinary perspectives and evolving acquisition strategies and practices that are needed to optimize acquisition plans and solutions. DoD leadership has long stressed the criticality of collaboration among functional disciplines and decision making that considers a total life cycle focus. Increasingly, program success also depends upon close collaboration between the acquisition, requirements, budgeting, and science and technology communities. The need to work within a system of systems framework and the emphasis on increased joint and international cooperation add further complexity to the acquisition environment. This concentrated course spans all these dimensions. Participants will explore the challenges of developing and leading integrated acquisition through simulations, exercises, case studies, and guided discussions. Participants will gain a wider view of the acquisition environment and their respective roles and responsibilities.

Objectives: Participants who successfully complete this course will:

- recognize the challenges and opportunities for integrated acquisition, including their own programs; and
- formulate strategies to promote effective integration and collaboration both within and outside of their programs.

Target Audience: This class is for civilians and military in supervisory positions—all career fields. Industry and Allied participants are eligible and encouraged to attend on a space-available basis.

Prerequisites: DAWIA Level III certification in at least one acquisition career field and at least 3 years of Level III experience. Industry and allied participants should have at least 3 years of acquisition experience.

Length: 3 class days plus a limited amount of precourse work

Method of Delivery: Resident/Local

PDS Code: ADV

ACQ 452
Forging Stakeholder Relationships

This action-based learning course exposes DoD Acquisition, Technology, and Logistics workforce members to the methods and skills necessary to identify, assess, and promote the building of stakeholder relationships required for success in the acquisition environment. Experiential activities will include a pre-course stakeholder assessment as well as simulation, communication, and critical thinking activities that will facilitate the development of tailored stakeholder action plans. Participants will be able to build ownership of acquisition outcomes across the enterprise.

Objectives: Participants who successfully complete this course will be able to:

- apply a stakeholder model to their current or future assignments;
- assess stakeholder expectations and communicate effectively relative to constraints and opportunities; and
- develop an action plan to promote effective stakeholder relationships in an acquisition environment.

Target Audience: This class is for civilians and military in supervisory positions—all career fields. Industry and allied participants are eligible and encouraged to attend on a space-available basis.

Prerequisites: DAWIA Level III certification in at least one acquisition career field and at least 3 years of Level III experience. Industry and allied participants should have at least 3 years of acquisition experience.

Length: 3 class days and limited pre- and post-course work

Method of Delivery: Resident/Local

PDS Code: AC0

AUD 1130
Technical Indoctrination

Technical Indoctrination provides the newly hired auditor with the basic concepts, techniques, and procedures of contract auditing; the organizational structure of the Defense Contract Audit Agency (DCAA); and audit guidance processes.

Objectives: Students who successfully complete this course will be able to:

- list the elements of a contract's life cycle and the general types of negotiated contracts;
- contrast principal objectives of government contract cost accounting and financial cost accounting;
- explain the history of the Federal Acquisition Regulation (FAR), Part 31, and discuss allocability, allowability, reasonableness, and selected cost principles;
- describe the background, purpose, and fundamental requirement of each Cost Accounting Standard;
- identify direct costs, indirect costs, and General and Administrative (G&A) expenses;
- identify costs allocated to final cost objectives from intermediate cost allocation pools;
- calculate questioned overhead and G&A rates as a result of pool and/or base adjustments;
- describe the importance and major considerations of risk assessment;
- create working papers using the Audit Planning and Performance System (APPS);
- write a structured note for an audit report; and
- calculate questioned costs in a proposal audit.

Target Audience: New contract auditing personnel should attend within 4 to 6 weeks after reporting for duty.

Prerequisites: AUD 1113 Orientation to DCAA* (SS), AUD 1114 Orientation to Federal Procurement Regulations* (SS), AUD 1115 Orientation to Contract Auditing Procedures* (SS), and AUD 1116 Orientation to DCAA Audits* (SS)

Length: 10 class days

Method of Delivery: Resident

PDS Code: PC6

*These self-study courses are available via the DCAA intranet.

AUD 1320
Intermediate Contract Auditing

Intermediate Contract Auditing provides the staff auditor with information needed to adequately plan and conduct audits. Class discussions, practical exercises, and group case studies are used to highlight problem areas and evaluate alternative courses of action.

Objectives: Students who successfully complete this course will be able to:

- discuss internal control components;
- utilize the Internal Control Review (ICR) system and Internal Control Audit Planning Summary (ICAPS) to assess audit risk;
- list DCAA's direct audit activity codes;
- discuss forward pricing rates and complete case studies;
- discuss integrated product teams;
- explain why auditors need to attend negotiations;
- list negotiation techniques and concepts;
- list requirements of Form 2000, identify common fraud indicators, and state auditor responsibility to detect fraud;
- discuss the purpose and requirements of the cost accounting standards and complete case studies; and
- discuss audit leads and observations.

Target Audience: Contract auditors should attend 6 months after completing AUD 1130. This class is one of two that may be taken by Level I personnel working toward Level II certification.

Prerequisite: AUD 1130

Length: 5 class days

Method of Delivery: Resident

PDS Code: JR7

AUD 4120
Statistical Sampling

Statistical Sampling concentrates on the knowledge and skills necessary to perform statistical sampling in the contract audit environment.

Objectives: Students who successfully complete this course will be able to:

- discuss the basic concepts of statistical sampling;
- explain the criteria for a valid statistical sample;
- differentiate between variable and attribute sampling;
- discuss the difference between dollar unit and physical unit sampling;
- determine the proper sample selection method and stratification method to use on an audit;
- select a statistical sample using the EZ-Quant statistical analysis software; and
- evaluate the results of a statistical sample using the EZ-Quant software.

Target Audience: This class is one of two that may be taken by Level I personnel working toward Level II certification. All contract auditors are eligible.

Prerequisite: AUD 1130

Length: 5 class days

Method of Delivery: Resident

PDS Code: QP0

BCF 101
Fundamentals of Cost Analysis

Policies and techniques are introduced for preparing weapon systems life cycle cost estimates, including DoD estimating requirements and guidance, estimate use and structure, analogy estimates, parametric estimating, improvement curves, inflation, risk, economic analysis, and software cost estimating. Practical exercises and a case study give the student the opportunity to apply these skills.

Objectives: Students who successfully complete this course will be able to:

- define cost data and apply appropriate quantitative techniques to estimate costs for major defense acquisition programs;
- explain cost estimating policies; and
- perform a life cycle cost analysis.

Target Audience: BCF 101 is required for DoD employees responsible for the preparation of materiel system life cycle cost estimates. It is also beneficial for individuals who use information from life cycle cost estimates, supervise cost estimators, prepare budgets based on life cycle cost estimates, manage acquisition programs, evaluate and negotiate contract proposals, or want to learn cost estimating basics.

Prerequisites: ACQ 101. Students need competence in algebra equal to a second-year high school algebra course. If needed, an algebra tutorial is available at **www.dau.mil/registrar/_pre-courses.asp**. Students with questions about their math skills should contact the course manager. Students will also need a calculator and familiarity with a Windows-based computer platform and spreadsheet software.

Recommended: Introductory course in statistics

Length: 10 class days*

Method of Delivery: Resident/Local*

PDS Code: Q1A

***NOTE:** In mid-FY 08, BCF 101 will become a hybrid course. The self-paced distance learning portion will include approximately 30 hours of online work; the resident portion will be a case-based applications course making use of the principles learned in the distance learning portion.

BCF 102
Fundamentals of Earned Value Management

This course builds on the earned value management (EVM) concepts introduced in ACQ 101. Students learn in a virtual classroom environment. The course summarizes the language, data reports, metrics, graphs, and management processes associated with EVM as they apply to DoD acquisition management. The course emphasizes the processes related to the Performance Measurement Baseline (PMB), the Integrated Baseline Review (IBR), and the American National Standards Institute (ANSI) for EVM systems. Finally, students evaluate and compute basic EVM metrics and EVM metric-based Estimates at Completion (EACs).

Objectives: Students who successfully complete this course will be able to:

- describe, in plain language, the acronyms and meaning of EVM-associated vocabulary;
- identify the program management data elements and processes associated with PMB development;
- understand how the ANSI EVM industry standard is used to certify EVM-integrated management systems;
- explain the IBR process and purpose;
- compute and comprehend the meaning of selected EVM metrics and EVM EACs; and
- identify acquisition organizations, stakeholders, and formal agreements associated with EVM.

Target Audience: This course is for military officers, O-1 and above; civilians, GS-9 and above; and equivalent industry personnel working in or selected for positions requiring knowledge and use of EVM.

Prerequisite: ACQ 101

Length: This is a non-Resident, self-paced course available through the Internet. Students must pass the final examination within 20 working days of the start date.

Method of Delivery: Distance Learning—
See "Course Offerings" on page 10

PDS Code: Q1B

BCF 103

Fundamentals of Business Financial Management

The Fundamentals of Business Financial Management course develops skills necessary for formulating and executing a program office budget. Topics include cost analysis; funding policies; the DoD Planning, Programming, Budgeting and Execution (PPBE) process; the congressional enactment process; and the budget execution process. These skills are developed through interactive computer-based training.

Objectives: Students who successfully complete this course will be able to:

- describe the overall DoD resource allocation process and identify the terminology and concepts used in analyzing the costs of defense acquisition programs;
- explain the appropriations, policies, and practices applicable to developing a program budget;
- examine the PPBE process and the impact of programming and budgeting decisions on defense acquisition programs;
- summarize the congressional enactment process and the impact of congressional actions on defense acquisition programs; and
- identify the processes by which budget authority is apportioned, executed, and reprogrammed in accordance with public law.

Target Audience: BCF 103 is required for military officers and DoD civilians working in or selected for positions requiring knowledge or use of funds management principles. Equivalent industry personnel are encouraged to attend.

Prerequisite: ACQ 101

Recommended: Baccalaureate degree and 1 year of acquisition experience

Length: This is a non-Resident, self-paced course available through the Internet. Students must pass the final examination within 60 calendar days of the start date.

Method of Delivery: Distance Learning—
See "Course Offerings" on page 10

PDS Code: PGC

BCF 203

Intermediate Earned Value Management

Intermediate Earned Value Management (EVM) students work as members of an integrated product team for the system development and demonstration phase of a small ACAT I program. In the context of integrated program management, students review, develop, and experience the EVM-related processes associated with requirements generation, acquisition strategy development, Request for Proposal (RFP) development, source selection, risk management, Integrated Baseline Review (IBR), and analysis during program execution.

Objectives: Students who successfully complete this course will be able to:

- articulate the relationship between EVM and defense acquisition management;
- develop EVM strategies consistent with EVM policy and appropriate for associated program risks;
- prepare EVM requirements for the RFP;
- evaluate integrated management systems with respect to the American National Standards Institute (ANSI) EVM industry standard;
- plan, organize, participate in, and manage a typical IBR; and
- evaluate EVM data as an element of integrated program management that includes warfighter requirements, contracts, risk management, critical path schedules, and internal and external reporting.

Target Audience: This course is for military officers, O-3 and above; DoD civilians, GS-9 and above; and equivalent industry personnel needing knowledge of EVM principles.

Prerequisite: BCF 102

Length: 10 class days

Method of Delivery: Resident

PDS Code: Q2G

BCF 204
Intermediate Cost Analysis

Intermediate Cost Analysis emphasizes development and application of cost-analysis techniques and estimate interpretation. The course addresses estimate definition and planning, data collections, formulation, review and presentation, and documentation. Estimating techniques, such as parametrics, analogies, expert opinions, and improvement curves, are addressed in more depth. Computations are done using Automated Cost Estimating Integrated Tools (ACEIT).

Objectives: Students who successfully complete this course will be able to:

- understand the cost-estimating process;
- normalize data for content, quantity, and economic year;
- develop cost estimates using various techniques;
- document cost models and estimates;
- apply time-phasing techniques in the development, production, and operating support phases of the life cycle, including cost improvements curves; and
- understand and perform sensitivity and risk analysis of an estimate.

Target Audience: This course is required for Level II certification for the DoD acquisition cost analyst. It is suggested for anyone in the financial management or earned value area.

Prerequisite: BCF 101

Note: Students must provide and be familiar with a scientific calculator.

Recommended: Two years of acquisition experience in cost estimating, financial management, or the earned value analysis job series is recommended. Algebra competence is essential, and some familiarity with statistics is beneficial. Students should direct math skills questions to the course manager.

Length: 15 class days

Method of Delivery: Resident/Local

PDS Code: Q2B

BCF 205
Contractor Business Strategies

Contractor Business Strategies is an active learning experience designed to give the government student a better understanding of the Federal government marketplace from a business perspective. Initially, students are actively engaged in the life-cycle process by which a typical manufacturing company produces and sells a product, receives payment for that sale, and ultimately, earns a profit or incurs a loss. During this process, the students interact with company customers, bankers, shareholders, boards of directors, and other stakeholders. Students deal with the allocation of indirect costs to multiple products, analyze the impact on overhead rates of the loss of projected government contracts, and develop a pricing strategy to win a government contract. While the scenarios and dilemmas focus primarily on these business activities from a contractor's perspective, students are also placed in the position of a government employee to evaluate the impact that contractors' business strategies have on the government.

Objectives: Students who successfully complete this course will be able to:

- identify the interrelationships that exist between the government customer and the contractor;
- analyze and evaluate the impact of government decisions and actions on the contractor; and
- analyze and evaluate the impact of contractor actions and strategies on the government customer.

Target Audience: This course is for military officers, O-3 and above, and DoD civilians, GS-9 and above, who have 3-5 years of experience in financial management and are involved in the systems acquisition process, interface with contractors, or deal with contractor data. The course is also recommended for personnel in the Contracting and Program Management career fields.

Prerequisite: ACQ 201B

Length: 4 class days

Method of Delivery: Resident/Local

PDS Code: Q2A

BCF 206
Cost Risk Analysis

Cost Risk Analysis prepares cost analysts to model the cost risk associated with a defense acquisition program. Topics covered include basic probability concepts, subjective probability assessment, goodness-of-fit testing, basic simulation concepts, and spreadsheet-based simulation. Practical exercises, a small-group workshop, and a capstone article review reinforce the techniques taught.

Objectives: Students who successfully complete this course will be able to:

- assess subjective probabilities to represent uncertain cost elements in a defense acquisition program;
- model the cost risk associated with a defense acquisition program; and
- judge the reasonableness of a cost risk analysis for a defense acquisition program.

Target Audience: This course is designed for DoD AT&L workforce personnel whose duties include developing and/or evaluating cost estimates for such areas as procurement, software, research and development, and weapon systems; planning and management of DoD systems acquisitions; evaluation and negotiation of contract proposals; and cost and performance tradeoff analyses. Participants typically include members of the Business, Cost Estimating, and Financial Management (BCEFM) community as well as personnel in Program Management; Contracting; Systems Planning, Research, Development and Engineering; and Information Technology.

Prerequisite: BCF 101

Recommended: ACQ 201B and a working familiarity with any spreadsheet package

Length: This is a non-Resident, self-paced course available through the Internet. Students must pass the final examination within 40 working days of the start date.

Method of Delivery: Distance Learning—
See "Course Offerings" on page 10

PDS Code: Q2C

BCF 207
Economic Analysis

Economic Analysis (EA) prepares students to conduct economic analyses within the DoD environment. Topics include decision analysis, cost analysis, present value, and sensitivity analysis. Practical exercises and a group workshop are used in class.

Objectives: Students who successfully complete this course will be able to:

- determine the most cost-effective way of conducting DoD business;
- determine the alternative that will warrant the highest benefits;
- estimate the costs of competing alternatives in an EA in accordance with Office of Management and Budget Circular A-94; Department of Defense Instruction (DoDI) 7041.3; and DoD 7000.14R, Volume 2B, Chapter 58;
- assess the uncertainty that may exist, using sensitivity analysis and prior estimates of benefits and costs of competing alternatives in an EA; and
- provide a rationale for conclusions.

Target Audience: This course is for personnel who develop and/or evaluate costs and benefits of alternative courses of action (lease vs. buy, in-house vs. contractor, privatization vs. outsourcing, or repair vs. replace). Participants typically include members of the Business, Cost Estimating, and Financial Management (BCEFM) community. This course would also be appropriate for personnel in Program Management; Contracting; Systems Planning, Research, Development and Engineering; Information Technology; and non-DoD personnel who conduct economic analyses of materiel systems.

Prerequisite: None

Recommended: A working familiarity with any spreadsheet package

Length: 5 class days

Method of Delivery: Resident/Local

PDS Code: Q2D

BCF 208
Software Cost Estimating

Software Cost Estimating is designed for those who estimate and/or review the cost of software development and maintenance. Topics include life cycle management, development paradigms, capability evaluations, risk analysis, reuse, commercial off-the-shelf items, function points, Institute of Electrical and Electronics Engineers/Electronic Industries Alliance (IEEE/EIA) 12207, parametric models, and model calibration. Case studies allow students to apply the course materials.

Objectives: Students who successfully complete this course will be able to:

- describe the software acquisition process;
- determine an appropriate cost-estimating methodology and the types of data required for a software cost estimate;
- use models for software life-cycle cost estimating;
- compare and contrast alternative techniques for software cost estimating;
- apply software cost-estimating techniques;
- discuss the strengths and weaknesses of software cost-estimating models; and
- discuss major influences on software cost estimating.

Target Audience: This course is for personnel whose duties impact embedded or automated information systems acquisitions. It includes developing and/or evaluating cost estimates for life-cycle management, planning and managing DoD systems acquisitions, evaluating and/or negotiating contract proposals, or analyzing cost and performance tradeoffs. Participants typically include members of the Business, Cost Estimating, and Financial Management (BCEFM) community as well as personnel in Program Management, Software Engineering, and Information Technology.

Prerequisite: SAM 101

Recommended: ACQ 201, BCF 101, and a working familiarity with any personal computer word-processing package.

Length: This is a non-Resident, self-paced course available through the Internet. Students must pass the final examination within 40 working days of the start date.

Method of Delivery: Distance Learning—See "Course Offerings" on page 10

PDS Code: Q2E

BCF 209
Acquisition Reporting for MDAPs and MAIS

Acquisition Reporting for Major Defense Acquisition Programs (MDAPs) and Major Automated Information Systems (MAIS) programs provides training on how to prepare an Acquisition Program Baseline (APB), a Defense Acquisition Executive Summary (DAES), and a Selected Acquisition Report (SAR). Nunn-McCurdy unit cost reporting for MDAPs is also addressed. Students will complete the DAU continuous learning module, Acquisition Reporting Concepts and Policy Requirements for APB, DAES, and SAR (CLB 014), prior to attending this class. During the in-class lecture and computer-assisted case studies, the student learns step-by-step report preparation using the Defense Acquisition Management Information Retrieval (DAMIR) Web application.

Objective: Students who successfully complete this course will be able to prepare, generate, and review DAMIR-based acquisition documents, including the APB, DAES, and SAR.

Target Audience: This course is for military officers, O-1 and above, and DoD civilians, GS-7 and above. It is generally limited to acquisition personnel whose assignment requires preparation or review of MDAP and MAIS acquisition reporting information using the DAMIR application. Civilians under contract to support a DoD program office with an APB, DAES, or SAR reporting requirement are eligible. Students may take this course as a refresher to obtain information updates on acquisition reporting policy and the DAMIR application.

Prerequisite: None

Recommended: ACQ 101 and BCF 103

Length: 4 class days

Method of Delivery: Resident/Local

PDS Code: Q2F

BCF 211
Acquisition Business Management

Acquisition Business Management offers hands-on experience in dealing with common financial issues in acquisition that include cost estimating; earned value analysis; Planning, Programming, Budgeting and Execution (PPBE); congressional enactment; and budget preparation and execution. Via the Internet, students must complete a self-paced review of basic concepts in preparation for classroom application. This pre-course work is to be completed within a 60-day period immediately prior to the Resident portion of the course.

Objectives: Students who successfully complete this course will be able to:

- prepare, justify, and defend budget exhibits and obligation/expenditure plans;
- formulate impact/reclama statements and reports; and
- develop and defend business aspects of the acquisition and PPBE cycle.

Target Audience: This course is for intermediate-level personnel in positions supporting DoD weapons systems and various aspects of business and financial management throughout the life cycle of a system.

Prerequisites: BCF 102 and BCF 103

Recommended: 2 years of acquisition experience and completion of ACQ 201B

Length: Students have 60 days to complete online precourse work—immediately followed by 5 class days

Method of Delivery: Resident

PDS Code: PGD

BCF 215
Operating and Support Cost Analysis

This course provides students the concepts and methodologies needed to develop operating and support (O&S) cost estimates, total ownership cost reduction studies, Cost As an Independent Variable (CAIV) management processes, and other management decisions where O&S costs are relevant.

Objectives: Students who successfully complete this course will be able to:

- recognize the full spectrum of costs included in O&S cost estimates;
- plan and perform an O&S cost estimate that appropriately supports defense management decisions;
- obtain and normalize O&S data;
- apply appropriate cost-estimating methods and models;
- document estimates; and
- apply economic analysis tools to evaluate alternative courses of action.

Target Audience: This course should be taken by DoD AT&L workforce personnel whose duties include developing and/or evaluating O&S cost estimates, conducting logistics support analyses, engineering development in programs implementing CAIV or reduction in total ownership cost (RTOC) management, and preparing cost and performance tradeoff analyses such as force-structure studies. Participants will typically include members from the Business, Cost Estimating, and Financial Management (BCEFM); Life Cycle Logistics; and Systems Planning, Research, Development and Engineering communities. This course is also appropriate for program/project managers.

Prerequisite: None

Recommended: 2 years of experience in defense acquisition cost estimating, financial management, logistics, engineering, or program management. BCF 101 and ACQ 101 are highly recommended. Competence in algebra is required.

Length: 5 class days

Method of Delivery: Resident/Local

PDS Code: Q2H

BCF 262
EVMS Validation and Surveillance

The Earned Value Management System (EVMS) Validation and Surveillance course provides knowledge needed to review integrated management systems and to determine their compliance with the American National Standards Institute/Electronic Industries Alliance (ANSI/EIA) 748A EVMS standard. Course material, individual exercises, and group exercises review in-depth the 32 ANSI/EIA 748A EVMS guidelines and the processes associated with validation and surveillance of contractor and government integrated management systems.

Objectives: Students who successfully complete the course will be able to:

- interpret the management value, the intent, and the typical attributes for each of the 32 ANSI/EIA 748A EVMS guidelines;
- describe integrated management system products and capabilities that demonstrate ANSI/EIA 748A EVMS guideline compliance;
- understand the interrelationship of the guidelines, EVMS integrated management control systems, and the nine EVM business processes;
- understand validation and surveillance processes to be able to perform routine surveillance of existing EVM systems and to participate in EVMS validation reviews;
- describe the progressive steps that should be taken to deal with EVMS non-compliance situations; and
- demonstrate interview techniques needed to conduct EVMS validation reviews and targeted surveillance.

Target Audience: This course is for personnel responsible for EVMS surveillance, EVMS validation, contract administration, and contract auditing.

Prerequisite: BCF 102

Length: 8 class days

Method of Delivery: Resident

PDS Code: JHX

BCF 263
Principles of Schedule Management

The Principles of Schedule Management course provides knowledge needed to interpret network schedules required by DoD policy and the American National Standards Institute/Electronic Industries Alliance (ANSI/EIA) 748A Earned Value Management System (EVMS) standard. Course material, individual exercises, and group exercises using Microsoft Project demonstrate the schedule development/maintenance process. Two scored exercises require students to create a Microsoft Project network schedule and apply a schedule assessment model to analyze a complex 700-line Microsoft Project network schedule.

Objectives: Students who successfully complete the course will be able to:

- describe DoD policy related to the integrated master schedule (IMS);
- summarize the intent, management value, attributes, and typical outputs associated with ANSI/EIA 748A, guidelines 6 and 7, IMS-related requirements;
- be familiar with basic schedule terminology and the different types of scheduling presentations;
- apply the precedence diagram method (PDM) of scheduling to analyze PDM network schedules;
- create PDM networks and Microsoft Project schedules;
- identify the critical path and near-critical path(s) to a program, project, or any specific milestone in a schedule;
- calculate schedule risk assessments using Monte Carlo simulation software; and
- identify properly developed/structured schedules and associate risks.

Target Audience: This course is for personnel responsible for interpreting acquisition network schedules, conducting EVM system surveillance and validation, contract administration, and project management.

Prerequisite: ACQ 101 and the Introduction to Earned Value Management (CLB 016) and Scheduling (CLM 012) continuous learning modules

Recommended: Students are encouraged to complete the following continuous learning modules: Performance Measurement Baseline (CLB 017), Earned Value and Financial Management Reports (CLB 018), Estimate at Completion (CLB 019), and Baseline Maintenance (CLB 020).

Length: 3 class days

Method of Delivery: Resident

PDS Code: JHV

BCF 301

Business, Cost Estimating, and Financial Management Workshop

This capstone course teaches students how to apply business, cost estimating, and financial management (BCEFM) concepts, techniques, and on-the-job experience to functional interrelationships and opportunities among the disciplines of cost estimating, earned value management, and financial management.

Objectives: Students who successfully complete this course will be able to:

- explain the tasks and duties of BCEFM functions;
- define current BCEFM-related laws, regulations, policies, and procedures;
- evaluate the interrelationships among the BCEFM functions; and
- point out the appropriate decision-making information based on the integrated nature of a BCEFM task.

Target Audience: This course is for personnel in positions supporting DoD weapons systems and the various aspects of business and financial management throughout the life cycle of a system.

Prerequisite: Level II certification in BCEFM

Recommended: 4 years of acquisition experience

Length: 9 class days

Method of Delivery: Resident 

PDS Code: BZF

NOTE: Students who have not completed BCF 211 within the past 2 years are strongly encouraged to browse the following continuous learning modules, available at **https://learn.dau.mil/html/clc/Clc.jsp**:

- Cost Analysis (CLB 007)
- Program Execution (CLB 008)
- Planning, Programming, Budgeting and Execution (PPBE) and Budget Exhibits (CLB 009)
- Congressional Enactment (CLB 010)
- Budget Policy (CLB 011)
- Earned Value and Financial Management Reports (CLB 018)
- Estimate at Completion (CLB 019)

CON 100

Shaping Smart Business Arrangements

Personnel new to the Contracting career field will gain a comprehensive understanding of the environment in which they will serve. Students will develop professional skills for making business decisions and for advising other acquisition team members in successfully meeting customers' needs. Before beginning their study of technical knowledge and contracting procedures, students will learn about the different DoD mission areas and the procurement alternatives for each. Knowledge management and information systems will be introduced as well. Small group exercises will prepare the students to provide contracting support within the overarching business relationships of government and industry.

Objectives: Students who successfully complete this course will be able to:

- describe the acquisition/contracting mission and its impact on the American economic system;
- select training and development opportunities for career progression;
- describe the interdependence of functional team members;
- describe the importance of the oversight roles of the Government Accountability Office and the DoD Inspector General;
- explain the characteristics and responsibilities of the contracting professional in the role of a business advisor;
- explain the distinctive interests of both the buyer and seller and the role those interests play;
- determine the relationship between financial and acquisition communities and how fundamental financial principles and requirements are important;
- describe commercial acquisition and government-unique requirements of market research in identifying the best arrangements to meet mission requirements; and
- explain e-business and information technology in supporting business processes.

Target Audience: CON 100 is for personnel who are new to the contracting workforce.

Prerequisite: None

Length: 4 class days

Method of Delivery: Resident/Local 

PDS Code: JHE

CON 110
Mission Support Planning

This course will introduce new contracting personnel to their role as a business advisor in the acquisition process. It focuses on the students' role in understanding their customers' mission and in developing the ability to plan successful mission-support strategies based on their knowledge of the contracting environment and their customers' needs. Students will learn how to use the Federal Acquisition Regulation (FAR) and Defense Federal Acquisition Regulation Supplement (DFARS), conduct effective market research, develop alternative acquisition strategies, and understand how socioeconomic programs support the acquisition planning process.

Objectives: Students who successfully complete this course will be able to:

- identify key characteristics necessary to establish successful customer relationships;
- locate information in the FAR and DFARS;
- identify, select, and analyze sources and types of market research information available for a specific acquisition;
- identify factors to consider when developing an acquisition strategy and requirements documents;
- differentiate among various socioeconomic programs; and
- differentiate among various methods of acquisition and contract types.

Target Audience: This course is designed for personnel new to the contracting workforce and noncontracting personnel who play a role in the acquisition process.

Prerequisite: None (CON 100 is desired before taking CON 110, CON 111, and CON 112. However, if it is more practical from a scheduling standpoint, students may take CON 110, CON 111, and CON 112 before completing CON 100.)

Length: This is a non-Resident, self-paced course available through the Internet. Students must pass the final examination within 60 calendar days of the start date. The course consists of 8 lessons that could be completed in approximately 40 hours.

Method of Delivery: Distance Learning—See "Course Offerings" on page 10

PDS Code: BEO

CON 111
Mission Planning Execution

Mission Planning Execution is the second of three online Level I Contracting courses. It focuses on executing the acquisition planning through soliciting industry and awarding a contract. It provides students with the knowledge necessary to execute an acquisition that optimizes customer mission performance. Students will learn the techniques and benefits of early industry involvement in shaping requirements, basic procedures for acquisition of both commercial and noncommercial requirements, and how to effectively conduct price analysis and determine when a price is fair and reasonable. Finally, students will learn how to conduct basic competitive acquisitions, process awards, and handle protests before and after contract award.

Objectives: Students who successfully complete this course will be able to:

- evaluate and determine the adequacy of a purchase request package;
- identify the components of and procedures for preparing an oral or written solicitation;
- identify and select a technique for making a price reasonableness determination;
- recognize factors to be considered when evaluating and providing government financing;
- conduct price analysis to determine a fair and reasonable price; and
- identify appropriate actions to resolve protests.

Target Audience: This course is designed for personnel new to the contracting workforce and noncontracting personnel who play a role in the acquisition process.

Prerequisite: CON 110

Length: This is a non-Resident, self-paced course available through the Internet. Students must pass the final examination within 60 calendar days of the start date. The course consists of 8 lessons that could be completed in approximately 40 hours.

Method of Delivery: Distance Learning—See "Course Offerings" on page 10

PDS Code: BE8

CON 112
Mission Performance Assessment

Mission Performance Assessment is the final of three online courses. This course builds on the foundation established in CON 110 and CON 111 and provides students with the knowledge necessary to identify and utilize appropriate performance metrics when evaluating contractor performance. Students will explore processes for working with their customer to ensure contract performance meets mission requirements. Students will explore assessment strategies and performance remedies and how to make and price contract changes after award, handle disputes, and close out completed contracts.

Objectives: Students who successfully complete this course will be able to:

- evaluate a contractor's performance;
- identify and evaluate commercial and noncommercial financing arrangements;
- determine the appropriate actions necessary to ensure customer satisfaction;
- identify and select the appropriate course of action for resolving a contractor dispute; and
- identify contract closeout procedures.

Target Audience: This course is designed for personnel new to the contracting workforce or noncontracting personnel who play a role in the acquisition process.

Prerequisite: CON 111

Length: This is a non-Resident, self-paced course available through the Internet. Students must pass the final examination within 60 calendar days of the start date. The course consists of 6 lessons that could be completed in approximately 20 hours.

Method of Delivery: Distance Learning—See "Course Offerings" on page 10

PDS Code: BE9

CON 120
Mission Focused Contracting

Mission Focused Contracting is the capstone course for Level I Contracting students. This course engages the students in the entire acquisition process, from meeting with the customer to completing the contract closeout process. Students will have an opportunity to learn and apply leadership, problem-solving, and negotiation skills. Using an integrated case study approach, students will apply the knowledge and skills gained in the previous Level I contracting courses.

Objectives: Students who successfully complete this course will be able to:

- provide contracting advice based on market research;
- prepare a solicitation package;
- prepare, award, and debrief a contract requirement;
- evaluate price reasonableness and conduct price negotiations;
- plan and conduct a post-award conference; and
- modify a contract, exercise a contract option, and complete the contract closeout process.

Target Audience: This course is designed for personnel new to the contracting workforce or noncontracting personnel who play a role in the acquisition process.

Prerequisites: CON 100 and CON 112

Length: 10 class days

Method of Delivery: Resident/Local

PDS Code: JHN

CON 214
Business Decisions for Contracting

Business Decisions for Contracting builds on the Level I pre-award business and contracting knowledge necessary to process complex procurements. The emphasis of this course is on planning successful mission-support strategies and executing an acquisition that optimizes customer mission performance. Students will learn the techniques for building successful business relationships, the benefits of strategic sourcing and spend analysis, and the ins and outs of providing contract financing. Also, students will take an in-depth look at subcontracting, how to conduct a formal source selection, and how to analyze the information necessary to determine contractor responsibility.

Objectives: Students who successfully complete this course will be able to:

- identify how business relationships affect customer support;
- identify a strategic sourcing recommendation based upon the results of a spend analysis;
- identify contract risks and appropriate management strategies;
- select the appropriate contract financing terms and/or conditions for a given contract;
- determine subcontract requirements;
- identify the source selection processes and procedures; and
- determine if a contractor is responsible.

Target Audience: This course is for intermediate-level contracting personnel with Level I Contracting certification and 2 years of contracting experience.

Prerequisite: CON 120 for individuals in the Contracting career field; CON 112 for individuals in the Industrial/Contract Property Management career field

Length: This is a non-Resident, self-paced course available through the Internet. Students must pass the final examination within 60 calendar days of the start date. The course consists of 9 lessons that could be completed in approximately 40 hours.

Method of Delivery: Distance Learning—See "Course Offerings" on page 10

PDS Code: JHP

CON 215
Intermediate Contracting for Mission Support

Intermediate Contracting for Mission Support is a case study in which students apply the knowledge and skills learned in the Level I Contracting courses and CON 214. Students demonstrate their ability to develop and execute business strategies to meet customer requirements. This case helps to develop critical thinking, customer needs analysis, procurement strategy development, and source selection skills necessary for successful contract performance.

Objectives: Students who successfully complete this course will be able to:

- develop a variety of options/alternate strategies to meet mission needs and promote customer satisfaction;
- apply appropriate laws, regulations, and policies to a complex procurement;
- apply formal source selection procedures;
- conduct a competitive discussion; and
- execute the appropriate contract arrangement to support customer needs.

Target Audience: This course is for intermediate-level contracting personnel with Level I Contracting certification and 2 years of contracting experience.

Prerequisite: CON 214

Length: 8 class days preceded by a 2-week online virtual classroom

Method of Delivery: Resident/Local

PDS Code: JHQ

CON 216
Legal Considerations in Contracting

This course focuses on legal considerations in the procurement process. The course introduces the basic principles and sources of law relevant to procurement, including fiscal law. It also addresses various other legal issues that may develop during the course of a contract, such as protests, assignment of claims, disputes, fraud, contractor debt, performance issues, and contract termination.

Objectives: Students who successfully complete this course will be able to:

- identify the legal and ethical principles that apply to government contracts;
- identify different processes by which challenges may be filed against a Federal acquisition;
- identify the legal obligations of both parties when a contract performance issue arises;
- identify formal disputes resolution procedures under the Contract Disputes Act;
- identify criminal, civil, and administrative remedies for contract fraud;
- identify the tools for recovering monies owed the government; and
- select the process and procedures for terminating a contract.

Target Audience: This course is for intermediate-level contracting personnel with Level I Contracting certification and 2 years of contracting experience.

Prerequisite: CON 120 for individuals in the Contracting career field; CON 112 for individuals in the Industrial/Contract Property Management career field

Length: This is a non-Resident, self-paced course available through the Internet. The course consists of 11 lessons that could be completed in approximately 40 hours. Students must pass the final examination within 60 calendar days of the start date.

Method of Delivery: Distance Learning—
See "Course Offerings" on page 10

PDS Code: JHR

CON 217
Cost Analysis and Negotiation Techniques

Cost Analysis and Negotiation Techniques builds on the basic pricing skills covered in the Level I Contracting curriculum and introduces methods and techniques necessary to analyze a contractor's cost proposal and to develop a government negotiation objective. The course also introduces negotiation terminology, styles, and techniques.

Objectives: Students who successfully complete this course will be able to:

- determine when cost analysis should be used;
- identify the use and application of a contract audit;
- make a determination on a contractor's estimating and accounting systems;
- calculate a cost objective for direct material, direct labor, other direct costs, indirect costs, facilities cost of money, and profit/fee;
- calculate a price/cost objective using simple regression analysis, learning curve analysis, and statistics; and
- outline the process for conducting contract negotiations.

Target Audience: This course is for intermediate-level contracting personnel with Level I Contracting certification and 2 years of contracting experience.

Prerequisite: CON 120 for individuals in the Contracting career field; CON 112 for individuals in the Industrial/Contract Property Management career field

Length: This is a non-Resident, self-paced course available through the Internet. Students must pass the final examination within 60 calendar days of the start date. The course consists of 13 lessons that could be completed in approximately 40 hours.

Method of Delivery: Distance Learning—
See "Course Offerings" on page 10

PDS Code: JHS

CON 218
Advanced Contracting for Mission Support

This course is a case study in which students apply the knowledge and skills learned in the Levels I and II courses. Students demonstrate their ability to negotiate fair and reasonable prices and to consider the legal implications for various contract situations. This case study helps to develop critical thinking, cost analysis, negotiation, and contract administration skills necessary for successful contract performance.

Objectives: Students who successfully complete this course will be able to:

- develop a proactive strategic approach to satisfy the customer's evolving requirements;
- take appropriate action to resolve various situations with legal implications;
- use a DCAA audit report to prepare a negotiation objective;
- apply the full range of contract pricing techniques to develop a prenegotiation objective;
- develop a negotiation strategy for a noncompetitive negotiation;
- conduct a noncompetitive negotiation; and
- manage contract performance in accordance with the contract.

Target Audience: This course is for intermediate-level contracting personnel with Level I Contracting certification and 2 years of contracting experience.

Prerequisites: CON 215, CON 216, and CON 217

Length: 10 class days preceded by a 2-week online virtual classroom

Method of Delivery: Resident/Local

PDS Code: JHT

CON 232
Overhead Management of Defense Contracts

Overhead Management of Defense Contracts provides an understanding of industry overhead costs and their impact on seller pricing/business strategies under various acquisition environments with differing contract types. Attendees will understand the development and application of overhead rates used in contract formation, administration, and closeout. The course-integrating case study provides hands-on application of the overhead-rate process where students determine their own final overhead rates.

Objectives: Students who successfully complete this course will be able to:

- develop, evaluate, and apply indirect rates;
- assess program impacts with the changing business base;
- interpret Defense Contract Audit Agency (DCAA) audit reports and evaluate recommendations; and
- make final decisions on cost issues.

Target Audience: This course is appropriate for contracting officers, buyers, price analysts, auditors, and contract administration personnel who are assigned to projects in which overhead situations are present or who are involved in either contract formation or administration.

Prerequisite: CON 120

Recommended: CON 217 is highly recommended but not mandatory. All applicants are encouraged to have at least 1 year of contracting experience after Level I certification before attending this course.

Length: 10 class days

Method of Delivery: Resident/Local

PDS Code: BKA

CON 234
Contingency Contracting

Contingency Contracting develops skills for contracting support provided to Joint Forces across the full spectrum of military operations. Exercises focus on unique aspects of contingency operations, critical thinking skills, and the execution of appropriate contractual instruments.

Objectives: Students who successfully complete this course will be able to:

- identify and apply contracting laws, regulations, and procedures for contingencies;
- apply ethical principles in procurement decisions in foreign environments;
- identify key personnel and organizations in contingencies, explain their roles and responsibilities, and illustrate required coordination;
- identify and apply control measures as they apply to contractors accompanying the force;
- summarize and discuss elements of contingency contracting support planning;
- assess customer requirements and execute appropriate procurement actions;
- prepare, assemble, administer, and close out contracts, documents, files, and reports; and
- recognize cross-cultural behavior patterns and antiterrorism force protection measures and explain their impact on contingency contracting.

Target Audience: This course is for Contracting and Purchasing career field personnel who are in deployable positions. Whenever practical, students should attend the course prior to assuming duties as a deployable contracting officer or purchasing agent.

Prerequisite: CON 112

Recommended: 2 years of purchasing or contracting experience and CON 237

Length: 9 class days

Method of Delivery: Resident/Local

PDS Code: PAP

NOTE: Acquisition workforce personnel supporting emergency acquisitions should complete the Emergency Response and Recovery Contracting (ERRC) Course. For information on this course, visit the Federal Acquisition Institute at **www.fai.gov**.

CON 235
Advanced Contract Pricing

From price-based acquisition to the traditional cost-based environment, this course is designed for buyers, price analysts, and contracting officers tasked with obtaining fair and reasonable prices. CON 235 addresses market forces, the market research process, commerciality issues, and cost/price analysis techniques such as interviewing experts, analogy, decision theory, earned value statistics, parametrics, learning curves, and risk analysis.

Objectives: Students who successfully complete this course will be able to:

- use inferential statistics and hypotheses testing;
- analyze the relationship between two or more variables, describe that relationship using regression analysis, and defend the appropriateness of the model;
- perform cost-risk analysis to support prenegotiation objectives;
- integrate quantitative techniques in a cost/price estimate;
- conduct market research on a given procurement item; and
- conduct a price analysis of a commercial item as broadly defined by Federal Acquisition Regulation (FAR) criteria.

Target Audience: This course is for any Level II/III personnel desiring advancement in major acquisitions (systems, sustainment, or services), particularly in a price-based acquisition environment.

Prerequisite: CON 217

Recommended: Level II certification in Contracting

Length: 10 class days

Method of Delivery: Resident/Local

PDS Code: PAQ

CON 236
Contractual Aspects of Value Engineering

This course provides an intensive review of the techniques and objectives of the DoD Value Engineering (VE) program. Students are exposed to basic VE concepts and definitions and the relationship of VE to other incentives contained in the contract and subcontracts.

Objectives: Students who successfully complete this course will be able to:

- apply the appropriate VE clause by differentiating among the types of VE programs;
- validate, by assessment, VE Change Proposals (VECPs);
- calculate savings resulting from accepted VECPs; and
- modify the contract after formal processing and acceptance of the VECP.

Target Audience: This course is for contracting, program management, and functional personnel who may be involved in VE applications or support major weapons systems and can be expected to encounter specific VE activity. Although the course is targeted for contracting personnel, individuals not assigned to contracting are encouraged to attend.

Prerequisite: None

Recommended: Level II certification in Contracting or a field of expertise is desirable before attending this course. A working knowledge of contracting, program management, or a functional area of expertise, with 2 years of experience, is a satisfactory substitute.

Length: 5 class days

Method of Delivery: Resident

PDS Code: PAR

CON 237
Simplified Acquisition Procedures

The purpose of this course is to provide training on Part 13 of the Federal Acquisition Regulation (FAR) and Part 213 of the Defense Federal Acquisition Regulation Supplement (DFARS), which cover simplified acquisition procedures (SAP). This course is delivered in an interactive computer-based format via the Internet.

Objectives: Students who successfully complete this course will be able to:

- recognize and explain the advantages of using SAP;
- identify the types of purchases that can be made using SAP;
- recognize unnecessarily restrictive requirements documents and take measures to promote competition;
- perform market research appropriate to the acquisition;
- determine whether to set aside requirements for small business concerns;
- determine the extent of competition;
- solicit competition, evaluate quotes or offers, and make an award using SAP; and
- resolve common post-award problems.

Target Audience: This course may be taken to meet part of the training requirement for Level 1 in the Purchasing career field. With the concurrence of the employee's supervisor, this course may also be taken to meet the training elective requirements for individuals in the Contracting career field.

Prerequisite: None

Length: This is a non-Resident, self-paced course available through the Internet. Students must pass the final examination within 60 calendar days of the start date.

Method of Delivery: Distance Learning—See "Course Offerings" on page 10

PDS Code: PAS

CON 243
Architect-Engineer Contracting

This course focuses on contracting for architect-engineer (A-E) services. The course is designed for AT&L personnel in the Contracting career field who have achieved a solid baseline of contracting knowledge through actual experience and completion of all Defense Acquisition Workforce Improvement Act (DAWIA) Level I Contracting courses. Students will cover issues across the contracting spectrum, including acquisition planning, source selection, proposal analysis, contract award and work, and contract management. Specific topics and practical exercises also include the Brooks Act, SF-330, slate and selection process, review of government estimates, liability, Title II services, modifications, and Contracting Officer Technical Representative (COTR) responsibilities.

Objectives: Students who successfully complete this course will be able to:

- determine the necessity of using Brooks Act procedures;
- select an A-E firm;
- negotiate, award, manage, and administer a contract to satisfy the needs of the government; and
- understand critical pre- and post-award functions concerning A-E contracts.

Target Audience: This course is intended for military and civilian AT&L workforce members in the Contracting career field who are assigned contracting responsibilities for A-E contracts. Whenever practical, students should attend CON 243 prior to assuming A-E contracting duties.

Prerequisite: CON 120

Length: 5 class days

Method of Delivery: Resident/Local

PDS Code: PGF

CON 244
Construction Contracting

This course focuses on unique construction contracting issues such as acquisition planning, contract performance management, funding, environmental concerns, construction contract language, construction contracting in the commercial setting, the Davis-Bacon Act, design/build, basic schedule delay analysis, constructive changes, acceleration, and construction contract quality management.

Objectives: Students who successfully complete this course will be able to:

- conduct appropriate, successful, effective construction acquisition planning;
- properly solicit and award a construction contract;
- diagnose, troubleshoot, and determine better construction contract administration; and
- through critical analysis/thinking, select the best construction business decision given the contract situation.

Target Audience: This course is for military and civilian personnel in the DoD AT&L workforce who are in the Contracting career field or assigned specific contract administration duties for construction contracts, e.g., professional engineers, quality assurance personnel, and legal counsel personnel. Whenever practical, students should attend the course prior to assuming duties related to construction contracting.

Prerequisite: CON 120

Length: 5 class days

Method of Delivery: Resident/Local

PDS Code: PGG

CON 250

Fundamentals of Cost Accounting Standards—Part I

Fundamentals of Cost Accounting Standards—Part I, provides detailed, hands-on instruction in the various aspects of Public Law 100-679, including the rules and regulations of the Cost Accounting Standards Board, the Cost Accounting Standards (CAS), and disclosure statements for Federal contracts. Part I addresses only those standards applicable to modified CAS coverage.

Objectives: Students who successfully complete this course will be able to:

- determine if a given practice is compliant with CAS 401, 402, 405, and 406 (modified CAS coverage);
- verify applicability of CAS and type of coverage;
- determine if and when disclosure of the contractor's practices is required;
- determine if a cost impact proposal is necessary; and;
- if a cost impact proposal is necessary, determine appropriate contract adjustments.

Target Audience: This course is designed for civilian (or equivalent military) personnel, GS-9 and above, with at least 2 years of experience in the Contracting career field. Personnel should be responsible for CAS administration for one or more contractors or have a current (or pending) assignment dealing with CAS issues.

Prerequisite: Indirect Costs (CLC 008)

Recommended: Completion of a first-year college accounting course or equivalent and completion of CON 232

Length: 5 class days

Method of Delivery: Resident/Local

PDS Code: BZM

CON 251

Fundamentals of Cost Accounting Standards—Part II

Fundamentals of Cost Accounting Standards—Part II, provides detailed, hands-on instruction in the various aspects of Public Law 100-679, including the rules and regulations of the Cost Accounting Standards Board and the Cost Accounting Standards (CAS). Whereas Part I addresses only those standards applicable to modified CAS coverage, Part II addresses additional standards for full CAS coverage situations.

Objectives: Students who successfully complete this course will be able to:

- determine if a given practice is compliant with CAS (full CAS coverage);
- verify applicability and compliance with the numerous standards for fully covered contractors, including CAS 403–404, 407–411, 414–415, 417–418, and 420;
- determine if and when disclosure of the contractor's practices is required;
- determine whether a cost impact proposal is necessary; and
- if a cost impact proposal is necessary, determine appropriate contract adjustments.

Target Audience: This course is designed for civilian (or equivalent military) personnel, GS-9 and above, with at least 2 years of experience in the Contracting career field. Personnel should be responsible for CAS administration for one or more fully covered contractors or have a current (or pending) assignment dealing with fully covered contractor CAS issues on a regular basis.

Prerequisite: CON 250

Recommended: Completion of a first-year college accounting course or equivalent and completion of CON 232

Length: 5 class days

Method of Delivery: Resident/Local

PDS Code: BZN

CON 260A

The Small Business Program, Part A

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 vital member of the acquisition team.

Objectives: Students who successfully complete this course will be able to:

- recognize those factors that shape and govern the Small Business Program; and
- identify the duties and responsibilities of the small business specialist in implementing the Small Business Program.

Target Audience: This class is designed for all acquisition professionals who have small business concerns.

Prerequisite: None

Length: This is a non-Resident, self-paced course available through the Internet. It typically takes approximately 12 hours to complete. Students must pass the final examination within 24 calendar days of the start date.

Method of Delivery: Distance Learning—See "Course Offerings" on page 10

PDS Code: J08

CON 260B

The Small Business Program, Part B

Part B of this course focuses on developing the skills and knowledge necessary for a small business specialist. Associated programs and initiatives that support the program and the Department's efforts to improve small business participation in both prime contracting and subcontracting will also be reviewed, with particular attention to the small business specialist's role as a vital member of the acquisition team.

Objectives: Students who successfully complete this course will be able to:

- describe how to provide assistance to small businesses in finding government prime contracting and subcontracting opportunities;
- determine if a business is small;
- conduct market research to maximize small business participation at the prime and subcontracting levels;
- participate as an active member of the acquisition team in developing an appropriate acquisition strategy that maximizes small business participation;
- describe the Small Business Administration's role in the acquisition process;
- implement subcontracting requirements; and
- identify other small business-related programs and initiatives.

Target Audience: This course is designed for acquisition professionals who have Level II certification in Contracting and who perform small business specialist duties. The course is also recommended for other members of the acquisition workforce. However, to fully participate, these students should have 2 to 4 years of acquisition experience.

Prerequisites: Level II certification in Contracting and completion of CON 260A

Length: 3 class days

Method of Delivery: Resident

PDS Code: J09

CON 353

Advanced Business Solutions for Mission Support

Advanced Business Solutions for Mission Support is the Level III Contracting certification course. Through realistic scenario-based learning, students work in teams to practice developing sound business solutions as a valued strategic and expert business advisor. Student course work is designed to contribute solutions to senior leadership and local supervisors and to provide resources for the Contracting career field via the course community of practice.

Objectives: Students who successfully complete this course will be able to:

- effectively team, exercise business leadership, and apply expertise (technical, business, and financial) resulting in business solutions that improve mission support;
- innovate and use best practices in combination with critical thinking, problem solving, and dilemma-resolution skills for improved planning, execution, and performance management outcomes;
- develop business solutions that reflect consideration of risk and impacts on performance and synthesize policy as well as interests of functional team members and the marketplace; and
- contribute to the development and implementation of change through an improved understanding of the legislative, regulatory, and policy processes.

Target Audience: This course is designed for contracting professionals who work or are projected to work in a position requiring Level III DAWIA certification.

Prerequisite: At least 1 year of contracting experience or property experience after Level II certification in Contracting or Industrial/Contract Property Management

Length: 10 class days preceded by required online assignments

Method of Delivery: Resident

PDS Code: JHI

FE 201

Intermediate Facilities Engineering

Intermediate Facilities Engineering is the Level II certification course in the Facilities Engineering (FE) career field. It provides a broad understanding of the overall facilities engineering process and the roles/responsibilities of acquisition team members as they relate to the facility life cycle in support of military missions. The course is designed to teach the student when to seek the assistance of professionals in various specialty areas.

Objectives: Students who successfully complete this course will be able to:

- discuss program management components, contracting procedures, and design and construction processes relating to FE projects;
- discuss and apply financial laws, regulations, and procedures;
- identify when there is a real estate acquisition, management, or disposal component;
- apply environmental requirements that arise during the DoD facility life cycle;
- describe basic elements of the comprehensive planning and project planning processes;
- describe elements used to manage sustainment, restoration, and modernization; and
- relate the contingency engineering process to FE requirements.

Target Audience: This course is for intermediate-level facilities engineering personnel with Level I FE certification and 2 years of FE experience.

Prerequisite: ACQ 101

Length: This is a non-Resident, self-paced course available through the Internet. Students must pass a final examination within 60 calendar days of the start date.

Method of Delivery: Distance Learning—See "Course Offerings" on page 10

PDS Code: JHM

GRT 201

Grants and Agreements Management

Grants and Agreements Management presents the foundational knowledge required to begin service as a grants officer. The course provides the information needed to resolve relevant assistance issues by applying knowledge, discretion, and judgment.

Objectives: Students who successfully complete this course will be able to:

- explain the qualitative differences among instruments available for obligating Federal dollars and choose the most appropriate instrument in various situations;
- identify the elements of the legal framework that apply to assistance; and
- perform the responsibilities of the grants officer in accordance with regulations and statutes.

Target Audience: This course is designed for personnel involved in pre-award and post-award assistance processes, e.g., DoD personnel in a career path to become grants officers or agreements officers. The course covers grants, cooperative agreements, and technology investment agreements. It also provides a brief overview of other types of assistance transactions. GRT 201 does not address "other transactions" used to carry out prototype projects—that type of "other transaction" is an acquisition instrument rather than an assistance instrument and is, therefore, outside the scope of the course.

Prerequisite: None

Recommended: Level I Contracting courses

Length: 5 class days

Method of Delivery: Resident/Local

PDS Code: BU4

IND 100

Contract Property Administration and Disposition Fundamentals

This course provides property administrators, plant clearance officers, contracting officers, and personnel in related fields a comprehensive understanding of the contractual regulatory and statutory requirements for government property administration and disposition.

Objectives: Students who successfully complete this course will be able to:

- state the government's policies and exceptions on providing government property to contractors;
- explain the Federal Acquisition Regulation (FAR) government property clauses;
- describe the duties and responsibilities of the property administrator and plant clearance officer;
- investigate and determine appropriate action for lost, damaged, or destroyed government property;
- understand the FAR and Defense Federal Acquisition Regulation Supplement (DFARS) requirements for government property disposition; and
- describe the requirements for properly disposing of hazardous wastes, items requiring demilitarization, and computer components.

Target Audience: This course is required at Level I for all industrial property management specialists and industrial plant clearance specialists, including property administrators and plant clearance officers in the GS-1103 series. This course may be required for contracting officers (GS-1102), program managers, auditors, and team leaders with significant property administration responsibilities. It is highly recommended for production and quality assurance personnel involved with property administration.

Prerequisite: CON 100

Recommended: Some prior knowledge or experience with property management

Length: 10 class days

Method of Delivery: Resident/Local

PDS Code: BZP

IND 103

Contract Property Systems Analysis Fundamentals

Contract Property Systems Analysis Fundamentals builds a solid foundation in auditing principles and process analysis techniques for entry-level property professionals. The instructional process underscores the importance of property control system requirements and provides the tools necessary for the property administrator to plan and perform a property control systems analysis.

Objectives: Students who successfully complete this course will be able to:

- plan and schedule a contract property control systems analysis;
- determine proper use of sampling;
- define the appropriate population for review for all processes;
- analyze the sample for deficiencies that fail to meet contractual requirements;
- determine the rating for the function, functional segment, and property control system; and
- recommend a course of corrective action.

Target Audience: This course is for all Level I industrial property management specialists and industrial plant clearance specialists, including property administrators and plant clearance officers in the GS-1103 series. It is recommended for contracting, production, and quality assurance personnel with property control systems analysis responsibilities.

Prerequisite: IND 100

Recommended: 1 year of property management experience after completing IND 100 or IND 101

Length: This is a non-Resident, self-paced course available through the Internet. Students must pass the final examination within 12 calendar days of the start date.

Method of Delivery: Distance Learning—See "Course Offerings" on page 10

PDS Code: BRL

IND 200

Intermediate Contract Property Administration and Disposition

This course is for experienced industrial property management specialists, property administrators, plant clearance officers, contracting officers, and their supervisors. Current contractual, regulatory, and statutory issues are analyzed using student case studies and plant tours.

Objectives: Students who successfully complete this course will be able to:

- define types of property provided to contractors and the clauses used to do so;
- describe inventory management procedures and policies, consumption analysis, physical inventories, and adjustments;
- identify criteria for acquiring, using, and recording special tooling, test equipment, and agency-peculiar property;
- apply various risk-of-loss contract provisions; and
- differentiate policies and procedures for disposition and plant clearance of government property.

Target Audience: This course is for all Level II industrial property management specialists and industrial plant clearance specialists, including property administrators and plant clearance officers in the GS-1103 series. This course may be required for contracting officers (GS-1102), program managers, auditors, and team leaders with significant property administration responsibilities. It is highly recommended for production and quality assurance personnel involved with property administration.

Prerequisite: IND 103

Recommended: 1 year of property management experience after completing IND 103

Length: 10 class days

Method of Delivery: Resident/Local

PDS Code: BZQ

IRM 101
Basic Information Systems Acquisition

This course covers introductory-level concepts in DoD information systems acquisition management. It covers software acquisition/development risks, DoD regulatory and technical frameworks, software and system architectures, and software development life cycle and integration processes. Software standards, measurements, testing, security, quality issues, process maturity, as well as best practices for the management of software-intensive systems are also reviewed.

Objectives: Students who successfully complete this course will be able to:

- understand software acquisition and information technology (IT) management-specific terms and concepts;
- recognize software measures, development models, paradigms, and strategies appropriate for use in software-intensive acquisitions;
- recognize organizational and individual roles and responsibilities; and
- reference sources for software acquisition and IT management policies, standards, and best practices.

Target Audience: This course is part of the Level I certification training requirement for the IT career field and is for acquisition workforce members who are members or prospective members of the IT career field.

Prerequisite: ACQ 101

Recommended: At least 1 year of acquisition experience

Length: This is a non-Resident, self-paced course available through the Internet. Students must pass the final examination within 60 calendar days of the start date.

Method of Delivery: Distance Learning—See "Course Offerings" on page 10

PDS Code: JHD

IRM 201
Intermediate Information Systems Acquisition

Intermediate Information Systems Acquisition focuses on the application of policies, concepts, and practices that guide and control the management and acquisition of information systems/information technology (IS/IT) in DoD. Exercises, labs, lectures, and group discussion are used to cover such topics as IS/IT policies, strategic planning, information assurance, architecture, advancing technologies, and more.

Objectives: Students who successfully complete this course will be able to:

- explain the concepts and terminology that comprise the major and nonmajor IS acquisition management processes and how the processes interact;
- define the roles, activities, and relationships of the DoD, other government entities, and industry that participate in, and affect the acquisition of IT;
- apply management skills needed to effectively and efficiently use people, money, facilities, information, and time to accomplish IS acquisition objectives;
- identify internal and external factors that influence and constrain the IS acquisition process; and
- summarize strategies on how to deal with these factors in light of risk, uncertainty, and change.

Target Audience: This course is part of the Level II certification training requirement for the IT career field. Additionally, members of other acquisition career fields, as well as defense industry equivalents, who require an understanding of the management and acquisition of information systems will benefit from this course.

Prerequisites: ACQ 201B and either IRM 101 or SAM 101

Recommended: At least 2 years of IT acquisition experience and complete Information Assurance for Acquisition Professionals (CLE 025)

Length: 10 class days

Method of Delivery: Resident/Local

PDS Code: QN5

IRM 304
Advanced Information Systems Acquisition

Advanced Information Systems Acquisition is the capstone course in the DAU Information Resource Management sequence. It focuses on decision making and issues related to information systems/information technology (IS/IT) leadership, capital investment management, and acquisition. Using case studies, the course integrates advanced topics in planning, designing, and implementing comprehensive programs to acquire effective information systems.

Objectives: Students who successfully complete this course will be able to:

- evaluate IS/IT leadership, management, and acquisition issues to make strategic-level decisions in DoD; and
- effectively lead or participate in IS/IT integrated product teams that foster acquisition excellence initiatives and manage IS/IT as a capital investment.

Target Audience: This course is part of the Level III certification training requirement for the IT career field. Typical attendees include senior civilian and military managers of DoD IT and software-intensive systems as well as defense industry equivalents.

Prerequisites: IRM 201 and SAM 201

Recommended: Students should have at least 4 years of IT acquisition experience and should complete Enterprise Integration Overview (CLE 006).

Length: 5 class days

Method of Delivery: Resident/Local

PDS Code: BZE

LAW 801
Acquisition Law

DoD policy now mandates that the acquisition process be conducted through integrated product teams (IPTs). The employment of IPTs in the acquisition process has resulted in the involvement of many noncontracting government personnel. This course provides an overview of government contract law to students from the various acquisition disciplines. LAW 801 also provides useful knowledge of the laws and regulations specifically applicable to government contracts.

Objectives: Students who successfully complete this course will be able to:

- apply various laws and regulations applicable to the government contracting process; and
- comprehend the legal significance of the contents of the contractual instrument and actions taken by those involved in the acquisition process.

Target Audience: This is a continuing education course for Level I certified personnel in any career field who are either not required to take CON 210 or who completed CON 210 more than 5 years ago.

Prerequisite: None

Length: 5 class days

Method of Delivery: Resident/Local

PDS Code: JHH

LOG 101
Acquisition Logistics Fundamentals

Acquisition Logistics Fundamentals provides a broad overview of the role of acquisition logistics in the system acquisition life cycle and system engineering processes. Modules cover the logistics-relevant aspects of requirements identification, life cycle costing, integrated product and process development, sustainment logistics, supportability analysis, product support, contracting, and contractor support.

Objectives: Students who successfully complete this course will be able to:

- understand how today's defense systems and equipment are conceived, developed, tested, acquired, and operated;
- understand the role of the commercial sector;
- comprehend the philosophy and objectives of logistics support and attendant management functions; and
- understand logistics-related disciplines and the policies, procedures, and management techniques used to establish a logistics support capability.

Target Audience: Individuals recently assigned responsibility to plan, establish, and maintain the logistics support infrastructure for DoD systems and equipment in each phase of the acquisition life cycle.

Prerequisite: ACQ 101

Recommended: Students who take this course should have at least 6 to 12 months of experience in an acquisition organization.

Length: This is a non-Resident, self-paced course available through the Internet. Students must pass the final examination within 60 calendar days of the start date.

Method of Delivery: Distance Learning—See "Course Offerings" on page 10

PDS Code: JR1

LOG 102
Systems Sustainment Management Fundamentals

Systems Sustainment Management Fundamentals provides a broad overview of the role of the life cycle logistician during the sustainment phase of a weapon systems life cycle. Modules cover logistics/supply-chain management concepts, maintenance processes, end-to-end distribution, best commercial practices as applied to weapon systems sustainment, performance metrics, partnering/alliance opportunities and experiences, performance-based support, enterprise business environment and opportunities, and reduction in life cycle/total ownership costs.

Objectives: Students who successfully complete this course will be able to:

- recognize the role of the life cycle logistician during the sustainment phase of a weapon system's life cycle;
- identify the concepts, policies, and practices of logistics/supply-chain management as they apply to new and legacy systems during the sustainment phase of their life cycle; and
- identify the best practices in developing and implementing performance-based support.

Target Audience: Individuals recently assigned the responsibility of establishing and maintaining the life cycle logistics support for defense systems and equipment during the sustainment phase of their life cycle. Personnel previously certified at Level I and above are also encouraged to take this course.

Prerequisite: ACQ 101

Recommended: Students who take this course should have at least 6 to 12 months of experience in an acquisition or sustainment organization.

Length: This is a non-Resident, self-paced course available through the Internet. Students must pass the final examination within 60 calendar days of the start date.

Method of Delivery: Distance Learning—See "Course Offerings" on page 10

PDS Code: JHF

LOG 200

Intermediate Acquisition Logistics, Part A

(Formerly LOG 201A Intermediate Acquisition Logistics, Part A)

LOG 200 is the first part in a two-course series on intermediate acquisition logistics. It provides a dynamic, real-time learning environment oriented toward developing the managerial and technical logistics competencies of the life cycle logistician. Special emphasis is placed on the roles and responsibilities of the life cycle logistician in the areas of regulatory environment, oversight, and review; management processes; technical activities; and the DoD Planning, Programming, Budgeting and Execution process. LOG 200 challenges the student to review current policy and guidance and demonstrate an understanding of how early integration of operational supportability into the system development process leads to achievement of DoD's strategic logistics goals.

Objectives: Students who successfully complete this course will be able to:

- understand the integrated defense acquisition, technology, and logistics life cycle management framework from pre-concept refinement through system development and demonstration;
- perform life cycle logistics functions, such as defining supportability objectives, evaluating product support capabilities, developing initial product support strategies, and completing a product support plan; and
- identify the key acquisition milestones and events that require direct life cycle logistician interface and the necessary deliverables that ensure that systems are designed for supportability.

Target Audience: LOG 200 is for military officers, O-3 and above; civilians, GS-9 and above; and industry equivalents who are Level I certified in Life Cycle Logistics. Students should have 2 to 4 years of acquisition and/or logistics experience.

Prerequisites: ACQ 201B, LOG 101, and LOG 102

Recommended: Students should have acquisition logistics experience and be currently assigned, or expected to be assigned, to a life cycle logistics position.

Length: This is a non-Resident, self-paced course available through the Internet. Students must pass the final examination within 60 calendar days of the start date.

Method of Delivery: Distance Learning—See "Course Offerings" on page 10

PDS Code: RGS

LOG 201

Intermediate Acquisition Logistics, Part B

(Formerly LOG 201B Intermediate Acquisition Logistics, Part B)

Intermediate Acquisition Logistics, Part B, provides a dynamic, group-based and facilitated learning environment oriented toward further development of logistics competencies required by the life cycle logistician during weapons and equipment system development (introduced in LOG 200). It challenges the student to think critically, differentiate support alternatives, and provide solutions to ensure the early integration of operational supportability into the system development process. These skills are refined by instructor-facilitated student group exercise and discussion. Special emphasis is placed on developing and delivering the required logistics inputs that ensure supportability is designed into a system. The course is intended for the mid-level logistics professional needing the skills required to excel in today's demanding and dynamic product support environment.

Objectives: Students who successfully complete this course will be able to understand:

- the major interfaces and decision points in the integrated defense acquisition, technology, and logistics life cycle management framework;
- development and delivery of logistics and sustainment inputs required to ensure supportability is designed into DoD weapon systems; and
- the role of the life cycle logistician in system development.

Target Audience: LOG 201 is for military officers, O-3 and above; civilians, GS-9 and above; and industry equivalents who are Level I certified in Life Cycle Logistics. Students should have 2 to 4 years of acquisition and/or logistics experience.

Prerequisite: LOG 200

Recommended: Students should have life cycle logistics experience and be currently assigned, or expected to be assigned, to a life cycle logistics position.

Length: 5 class days

Method of Delivery: Resident/Local

PDS Code: JR3

LOG 203
Reliability and Maintainability

This course concentrates on reliability and maintainability (R&M) activities, enabling students to understand the relationship between R&M and acquisition logistics and to evaluate the impact of R&M decisions. Stressing a conceptual approach, the course presents basic R&M terminology and engineering practices.

Objectives: Students who successfully complete this course will be able to:

- explain why successful R&M activity decreases logistics costs and increases combat capability;
- develop operational and contractual R&M requirements;
- discuss well-established R&M design/analysis activities;
- explain reliability growth testing and reliability qualification testing; and
- explain how to preclude latent defects from entering service.

Target Audience: This course is intended for life cycle logisticians, systems engineers, reliability and maintainability engineers, program managers, and others involved in the development of systems and life cycle support.

Prerequisite: None

Length: This is a non-Resident, self-paced course available through the Internet. Students must pass the end-of-module and end-of-course tests within 60 calendar days of the start date.

Method of Delivery: Distance Learning—See "Course Offerings" on page 10

PDS Code: AKA

LOG 204
Configuration Management

This fast-paced, cross-disciplinary course provides the knowledge necessary to apply configuration management (CM). It includes the interrelationship of CM to such life cycle activities as systems engineering, data management, logistics support planning, and weapon systems sustainment. LOG 204 provides an overview of the concepts and basic practices of CM, including configuration identification, status accounting, audits and verification, configuration change management, performance measures, and CM planning. Requirements to design, develop, implement, oversee, and operate a CM program across the system life cycle are discussed. In addition to identifying government and commercial CM best practices, the course also addresses the application and impacts on CM by such current and emerging issues as Total Life Cycle Systems Management, product data management, unique item identification, evolutionary acquisition, performance-based logistics, condition-based maintenance, prognostics and health management, and diminishing manufacturing sources and material shortages.

Objectives: Students who successfully complete this course will be able to:

- incorporate CM concepts, principles, processes, and applications for managing configuration across the system life cycle into applicable on-the-job activities;
- apply CM planning and performance measures when engaged in system configuration management processes; and
- integrate the latest initiatives, guidance, and policies when analyzing the impact of current and emerging issues, policies, and support concepts on CM.

Target Audience: This course is intended for life cycle logisticians, systems engineers, configuration managers, program managers, and others involved in the development of systems and life cycle support.

Prerequisite: ACQ 101

Recommended: At least 2 to 4 years of experience in an acquisition or sustainment organization

Length: This is a non-Resident, self-paced course available through the Internet. Students must pass the final examination within 60 calendar days of the start date.

Method of Delivery: Distance Learning—See "Course Offerings" on page 10

PDS Code: QMB

LOG 210

Supportability Manager Tools

This course provides the knowledge necessary to identify and apply various supportability tools to meet logistics requirements throughout the system life cycle. LOG 210 provides hands-on familiarization in the use and application of select supportability tools in areas such as life cycle cost; maintenance concept optimization and level of repair analysis; logistics management information development, management and integration; program management documentation generation; sparing analysis; and post-fielding support analysis. Scenario-driven practical exercises are used to enhance tool understanding and analysis applications.

Objectives: Students who successfully complete this course will be able to:

- better comprehend the purpose of supportability tools and how they are applied throughout the system life cycle;
- comprehend and relate the overall use, capabilities, features, benefits, and key input/outputs of Joint Service supportability tools; and
- successfully apply the knowledge and understanding of supportability tools through the use of scenario-driven practical exercises.

Target Audience: This course is for logisticians and systems engineers involved in the development of weapons and equipment systems and their related life cycle support.

Prerequisite: None

Recommended: Students should have life cycle logistics experience and be currently assigned or expected to be assigned to a supportability manager position.

Length: 3 class days

Method of Delivery: Resident/Local

PDS Code: JHW

LOG 235

Performance Based Logistics, Part A

(Formerly LOG 235A Performance Based Logistics, Part A)

Performance Based Logistics, Part A, provides a dynamic, real-time learning environment oriented toward developing a range of logistics competencies. It challenges the student to review current policy and demonstrate an understanding of how early integration of performance-based support concepts into the system development process leads to achievement of DoD's logistics goals. It is intended for mid-level logistics professionals needing skills required to excel in today's demanding and dynamic product support environment.

Objectives: Students who successfully complete this course will be able to:

- more fully understand the knowledge areas of their job as members of the life cycle logistics workforce (concentrating on performance-based product support; business case analysis; continuous modernization; supply chain management; configuration management; enterprise integration; commercial integration; support options; and reliability, maintainability, and supportability);
- understand the specific relation and application of the functional areas in a performance-based logistics framework; and
- develop a more in-depth knowledge of their current applications within the DoD.

Target Audience: LOG 235 is for military officers, O-3 and above; civilians, GS-9 and above; and industry equivalents who are Level I certified in Life Cycle Logistics. Students should have 2 to 4 years of acquisition and/or logistics experience.

Prerequisite: None

Recommended: Students should have life cycle logistics experience and be currently assigned or expected to be assigned to a life cycle logistics position.

Length: This is a non-Resident, self-paced course available through the Internet. Students must pass the final examination within 60 calendar days of the start date.

Method of Delivery: Distance Learning—See "Course Offerings" on page 10; supplemental student readings and iterative knowledge assessments, which are integrated into the course, are required.

PDS Code: JHL

LOG 236

Performance Based Logistics, Part B

(Formerly LOG 235B Performance Based Logistics, Part B)

Performance Based Logistics, Part B, provides a dynamic, group-based and facilitated learning environment where the student develops the logistics competencies introduced in LOG 235. The student will acquire tools and techniques required to design, develop, and implement performance-based support at the system, subsystem, or commodity level in new acquisition and legacy systems. It challenges the student to think critically and differentiate among support alternatives and provide solutions that ensure the early integration of performance-based product support in the system development process. These skills are refined by instructor-facilitated student group exercises and discussions.

Objectives: Students who successfully complete this course will be able to:

- apply skills introduced in the LOG 235 distance learning phase through case-based learning in a small group environment;
- perform proficiently as members of the life cycle logistics workforce;
- apply their knowledge of the concepts, policies, and practices of Performance Based Logistics (PBL);
- identify the relationship between logistics functions and processes;
- understand the basic concepts of business case analysis and its application in assessing and determining potential performance-based support alternatives;
- understand the role and integration of PBL in the logistics transformation environment; and
- successfully apply the knowledge and understanding in the context of a performance-based support strategy.

Target Audience: LOG 236 is for military officers, O-3 and above; civilians, GS-9 and above; and industry equivalents who are Level I certified in Life Cycle Logistics. Students should have 2 to 4 years of acquisition and/or logistics experience.

Prerequisites: LOG 201 and LOG 235

Recommended: Students should have life cycle logistics experience and be currently assigned or expected to be assigned to a life cycle logistics position.

Length: 5 class days

Method of Delivery: Resident/Local

PDS Code: RGY

LOG 304

Advanced Life Cycle Logistics Management

Advanced Life Cycle Logistics Management prepares the acquisition and sustainment life cycle logistician to perform in advanced-level logistics management and policy-making positions. Students are required to conduct research and perform critical thinking in a small group decision-making environment. Students engage in dynamic, fast-paced case study exercises addressing complex relationships in life cycle logistics support planning, acquisition policy, capabilities analysis, program management, performance-based logistics, and business case analysis.

Objectives: Students who successfully complete this course will be able to:

- serve as proactive, credible, and influential life cycle logisticians;
- distinguish the life cycle logistician's functions during each phase of the life cycle;
- evaluate the components of and the life cycle logistician's role in the systems engineering process;
- analyze and integrate major acquisition and sustainment policy requirements from the advanced-level logistics perspective; and
- understand the integration of life cycle logistics processes with the operational tenets of Defense transformation.

Target Audience: This course is for Level II certified Life Cycle Logisticians who are military officers, O-4 and above; DoD civilians, GS-13 and above; and industry counterparts.

Prerequisite: LOG 236

Length: 9 class days preceded by approximately 8 to 16 hours of precourse work assigned by the instructor online and completed prior to class attendance (Based on this pre-course assignment, students will submit to the instructor and brief to the class an advanced-level, contemporary logistics topic during the resident course.)

Method of Delivery: Resident/Local

PDS Code: AH1

PMT 202

Multinational Program Management

This course prepares students to be effective in the international defense acquisition environment. The course emphasizes the U.S. policy of encouraging armaments cooperation and interoperability with our allies. National, DoD, and Service policies on international cooperative development, production, and support are explored, as well as the relationship of cooperative acquisition and Foreign Military Sales (FMS). This course is considered Level II in the framework of the International Acquisition career path that aims to augment training in any acquisition career field.

Objectives: Students who successfully complete this course will:

- participate more effectively in the international acquisition environment;
- understand the roles and responsibilities of individuals involved in cooperative acquisition and FMS programs, including the involvement of foreign governments and their industries;
- understand key Department of State, DoD, and Service policies on international cooperative development, production and logistics, as well as FMS;
- recognize various types of agreements that promote U.S. international cooperation policy (data exchanges, Nunn Amendment programs, foreign comparative testing, bilateral and multilateral projects and programs, and security assistance—FMS); and
- prepare, formulate, and support an FMS, direct commercial sales, cooperative acquisition, or hybrid international program.

Target Audience: This course is designed for members of the DoD Acquisition, Technology and Logistics workforce (any career field) and members of International Affairs workforce who are involved in any form of international defense cooperation or FMS. This course is appropriate for personnel in international defense acquisition program offices, support offices, laboratories, headquarters staff offices, as well as Offices of Defense Cooperation and attachés.

Prerequisite: None.

Recommended: Students are encouraged to complete the International Armaments Cooperation continuous learning modules (CLI 001–003).

Length: 5 class days

Method of Delivery: Resident

PDS Code: PAJ

PMT 203

International Security and Technology Transfer/Control

This course provides a comprehensive overview of U.S. law, policy, and regulations that govern International Security and Technology Transfer/Control (ISTT/C). Students will learn the procedures for the export and import of defense and dual-use equipment and services, for handling classified and controlled unclassified program information, and for foreign visit control. The course has five components: acquisition documentation; security and data transfer; export/import licensing; contractor operations; and laws, policies, and procedures. This course is considered Level II in the framework of the International Acquisition career path that aims to augment training in any acquisition career field.

Objectives: Students who successfully complete this course will be able to:

- identify, analyze, and apply the laws, policies, and processes necessary to develop system and contractor classification guidance for the control of critical program information;
- understand the national security policy issues and export/import licensing constraints (as defined by the Departments of State, Commerce, Treasury, and Customs) and evaluate their effects on domestic and international DoD programs;
- recognize hostile and friendly foreign power elicitation and technology collection methods and techniques and develop methods of protecting information; and
- describe the U.S. Government's ownership, usage, and transfer rights to foreign governments and contractors of intellectual property.

Target Audience: This course is designed for members of the DoD Acquisition, Technology and Logistics workforce (any career field) and members of International Affairs workforce who are involved in any form of international defense cooperation or security assistance.

Prerequisite: None.

Recommended: Students are encouraged to complete Fundamentals of Technology Transfer and Export Control (CLM 036).

Note: Due to security restrictions, allied students are ineligible to attend under most circumstances.

Length: 5 class days

Method of Delivery: Resident

PDS Code: PAK

PMT 250
Program Management Tools

The Program Management Tools course provides application skills needed in a program office or as an integrated product team (IPT) lead. It is a follow-on to ACQ 201B and is designed to enhance journeyman-level skills. This course is required, along with ACQ 201B, for Level II certification in Program Management (PM) and also prepares students for later work in the Level III Program Management Office Course, PMT 352, Parts A and B.

Objectives: Students who successfully complete this course will be able to:

- apply best practices for establishing effective IPTs;
- develop work breakdown structures;
- build program schedules and apply risk management principles using state-of-the-industry software;
- apply current cost estimating processes;
- perform contract planning and post-award activities; and
- use earned value tools and techniques for program planning and control.

Target Audience: Target attendees are military officers, O-3/O-4, and civilians, GS-12/GS-13, in the PM career field. Lower grades may apply if they have completed ACQ 201B. Personnel who were certified Level II in PM prior to October 1, 2001 or are certified Level III in other career fields and want to take PMT 352, Parts A and B, may obtain credit for PMT 250 by passing an equivalency exam. Students may apply for the exam by selecting the correct category at **www.dau.mil**. Once connected to the registration site, click on the "Apply for Training" link. The exam may be taken only once.

Prerequisite: ACQ 201B

Length: This is a non-Resident, distance learning course available through the Internet. The course length is 71 calendar days. Students must complete modules 1–8 (approximately 56 hours of work) within 60 calendar days of the start date. Modules 9 and 10 comprise a team-based "virtual classroom" using a combination of teleconferences and the Internet and require full-time participation (6 to 7 hours each day) during the last 4 days of the course (Monday–Thursday). There is a 7-day break between the online portion (days 1–60) and the virtual classroom (days 68–71).

Method of Delivery: Distance Learning—See "Course Offerings" on page 10

PDS Code: PGM

PMT 304
Advanced International Management Workshop

This course prepares students to participate effectively in the development and negotiation of defense armaments cooperation agreements ranging from simple data exchange agreements to complex cooperative development, production, and support agreements. This course is considered Level III in the framework of the International Acquisition career path that aims to augment training in any acquisition career field.

Objectives: Students who successfully complete this course will be able to:

- synthesize, integrate and apply U.S. policy on international cooperative defense acquisition, spanning policies of the Departments of Defense, State, Commerce, and Treasury; and
- formulate and negotiate international acquisition agreement in accordance with U.S. policies.

Target Audience: This course is designed for members of the DoD Acquisition, Technology and Logistics workforce (any career field) and International Affairs workforce who may be involved in the development or execution of international cooperative agreements.

Note: Due to security restrictions, allied students are ineligible to attend under most circumstances.

Prerequisite: None.

Recommended: Students are encouraged to complete PMT 202 and Fundamentals of Technology Transfer and Export Control (CLM 036).

Length: 5 class days

Method of Delivery: Resident

PDS Code: PAL

PMT 352A

Program Management Office Course, Part A

The Program Management Office Course (PMOC), Part A, is the first part of the Level III certification course in the Program Management (PM) career field. It is a follow-on to ACQ 201B and PMT 250 and is designed to train Level II qualified students to be effective PM Level III leaders in a program office by honing analysis, synthesis, and evaluative skills. PMT 352A focuses on key PMO knowledge and skills not covered in the prerequisite courses. This course must be completed prior to attending PMT 352B.

Objectives: Students who successfully complete this course will be able to:

- describe the role of science and technology in supporting the system acquisition process;
- understand information technology (IT) policy, best practices, information assurance measures, and interoperability considerations;
- describe current manufacturing and logistics concepts and best practices such as lean manufacturing and supply chain management; and
- explain appropriate management and decision-making models to aid in addressing various acquisition program issues (business and financial; international; environmental, safety, and health; etc.).

Target Audience: Target attendees are civilians, GS-13/GS-14, and military officers, O-4/O-5, in the PM career field. Personnel certified at Level III in other career fields desiring to take PMOC for Level III PM certification must first complete PMT 250.

Prerequisite: PMT 250

Length: This is a non-Resident, self-paced course available through the Internet. Students must complete the course within 60 calendar days of the start date.

Method of Delivery: Distance Learning—See "Course Offerings" on page 10

PDS Code: BZH

PMT 352B

Program Management Office Course, Part B

The Program Management Office Course (PMOC), Part B, is the second part of the Level III certification course in the Program Management (PM) career field. PMOC is a follow-on to ACQ 201B and PMT 250. The classroom component of PMOC, PMT 352B, follows PMT 352A, which is the prerequisite distance learning component of PMOC. These courses are designed to train Level II qualified students to be effective PM Level III leaders in a program office by honing analysis, synthesis, and evaluative skills. PMT 352B features scenario-based practical exercises with topical themes such as interoperability, prototyping, and evolutionary acquisition.

Objectives: Students who successfully complete this course will be able to:

- lead and contribute to effective teams in a DoD PMO;
- apply critical-thinking and problem-solving skills to systems acquisition problems throughout a defense system's life cycle;
- understand, analyze, and develop solutions to cost, schedule, and performance issues faced in defense program management; and
- evaluate the tradeoffs in program decisions in compliance with DoD 5000 Series directives.

Target Audience: Target attendees are civilians, GS-13/GS-14, and military officers, O-4/O-5, in the PM career field.

Prerequisite: PMT 352A

Length: 5 weeks

Method of Delivery: Resident

PDS Code: BZJ

PMT 401

Program Manager's Course

This course is designed to improve DoD acquisition outcomes by strengthening the critical thinking and decision-making skills of potential leaders of major defense acquisition programs and program support. Participants analyze acquisition case studies that represent contemporary acquisition program challenges; apply a broad cross section of knowledge of the acquisition environment and experience; and deepen their understanding of acquisition principles and practices through peer and instructor mentoring and coaching. Speakers, team projects, media training, and management simulations are designed to enrich every week of the course. An elective program enables each participant to pursue individual learning needs, such as decision analysis, integrated project management, etc.

Objectives: Participants who complete this course will be able to:

- recognize acquisition challenges and dilemmas more quickly and apply critical thinking to reach sound solutions and plans of action;
- lead and integrate functional and multifunctional teams to address the varied and complex problems that confront acquisition leaders; and
- apply best business practices to achieve successful acquisition outcomes, including effective relationships with their industry partners.

Target Audience: Level III Program Management (PM) career field members who have demonstrated the potential to become major program or project managers and high potential Level III acquisition professionals in other career fields, such as Contracting, Logistics, and Financial Management. Participants must be O-5/GS-14 or above with extensive experience in acquisition, including 4 years in or directly supporting a program organization. Industry participants of equivalent experience are also sought. This course is **statutorily required** for program executive officers (PEOs), deputy PEOs, and PMs/deputy PMs of ACAT I, IA, and II programs.

Prerequisite: PMT 352B

Length: 10 Weeks

Method of Delivery: Resident

PDS Code: PGN

PMT 402

Executive Program Manager's Course

This course is designed to meet the learning and performance needs of newly selected program executive officers (PEOs), deputy program executive officers (DPEOs), and ACAT I (ID/IC and IAM/IAC) and II program managers (PMs)/deputy program managers (DPMs). Situational awareness of the Defense acquisition system environment is enhanced by a concentrated 4-week resident period preceded by a self-assessment and assessment of each learner's program office to develop individual learning needs and issues to be explored. Learning is achieved through the extensive use of open, interactive dialogue with senior DoD, congressional, Government Accountability Office, and industry leaders; tailored sessions on contemporary topics and processes; and student-directed activities based on individual learning needs.

Objectives: Participants who successfully complete this course will:

- complete comprehensive assessments of their program, program office, and individual learning needs;
- identify program and program office issues;
- fill knowledge needs and work issues;
- interface with acquisition leaders and executives across the DoD enterprise; and
- develop a plan of action to better manage their program, program office, and professional development.

Target Audience: This course is **statutorily required** for newly selected PEOs, DPEOs, and ACAT I, IA, and II PMs/DPMs prior to assuming the respective position. Allied personnel and industry students are eligible to attend on a space-available basis. (The Program Manager's Course statutory requirement is met through completion of either PMT 302 and PMT 402 or PMT 401 and PMT 402.)

Prerequisite: PMT 401

Length: 20 class days preceded by an online workshop

Method of Delivery: Resident

PDS Code: AH2

PMT 403

Program Manager's Skills

This course is designed to meet the learning and performance needs of newly selected program/project/product managers (PMs) and deputy or assistant program/project/product managers (DPMs or APMs) for ACAT III programs. Skills and behaviors are developed through a concentrated 2-week resident period preceded by a self assessment and assessment of each learner's program and program office to develop individual learning needs. Learning is achieved through the use of open, interactive dialogue with senior DoD leaders, tailored sessions on contemporary topics and processes, and student-directed activities based on individual learning needs.

Objectives: Participants who successfully complete this course will:

- identify and prioritize the top issues they will face during the first 6 to 12 months as a PM or DPM/APM;
- create a strategic plan, including resources and metrics, to address those issues;
- examine lessons learned from PMs, program executive officers, and other acquisition practitioners; and
- enhance their understanding of the current acquisition system, how it operates, and how to operate effectively within it.

Target Audience: This course is for newly selected or serving ACAT III PMs, DPMs, or APMs. Allied and industry students are encouraged to attend on a space-available basis.

Prerequisite: Level III DAWIA certification and assignment to one of the identified acquisition workforce positions

Recommended: PMT 352A

Length: 10 class days

Method of Delivery: Resident

PDS Code: BU8

PQM 101

Production, Quality and Manufacturing Fundamentals

Production, Quality and Manufacturing Fundamentals is an entry-level course that emphasizes basic production, manufacturing, and quality assurance principles, policies, processes, and practices.

Objectives: Students who successfully complete this course will be able to:

- understand the multifunctional roles performed by members of the Production, Quality and Manufacturing (PQM) career field; and
- describe manufacturing and quality processes, scheduling and control techniques, and various quality and production surveillance activities.

Target Audience: This course is for industrial specialists, industrial engineers, quality assurance specialists, production officers, production specialists, contract administrators, and other acquisition personnel involved with or having duties in the areas of production, quality, or manufacturing. PQM 101 is part of the Level I certification training requirement for the PQM career field.

Prerequisite: ACQ 101

Recommended: Students should have at least 1 year of acquisition experience and, if a basic math skills refresher is needed, complete Basic Math Tutorial (CLC 024) prior to taking this course.

Length: This is a non-Resident, self-paced course available through the Internet. Students must pass the final examination within 60 calendar days of the start date.

Method of Delivery: Distance Learning—See "Course Offerings" on page 10

PDS Code: BU2

PQM 103
Defense Specification Management

Defense Specification Management covers DoD policies and procedures for the development, management, and use of nongovernment standards, commercial item descriptions, and specifications and standards. Emphasis is placed on interoperability, market research, use of commercial/nondevelopmental item alternatives, use of performance specifications, International Standardization Agreements, and the Single Process Initiative.

Objectives: Students who successfully complete this course will be able to:

- use DoD policy for stating performance-based requirements;
- develop requirements documents that promote the use of commercial products and practices;
- use market research in creating new documents and revising existing documents that support acquisitions;
- apply DoD policy in managing standardization documents; and
- develop and apply standardization documents to meet essential user needs as best value to the government.

Target Audience: This course is designed for DoD acquisition personnel actively involved in the development or management of specifications and standards, handbooks, commercial item descriptions, or nongovernment standards.

Prerequisite: None

Recommended: ACQ 101

Length: 9 class days

Method of Delivery: Resident/Local

PDS Code: BAP

PQM 104
Specification Selection and Application

The Specification Selection and Application course provides instruction on the appropriate selection and correct application of nongovernmental standards, commercial item descriptions, specifications and standards, and related documents in the acquisition process. Emphasis is placed on current acquisition initiatives such as interoperability and the proper use of standardization documents.

Objectives: Students who successfully complete this course will be able to:

- apply DoD objectives, policies, and procedures for the proper use of standardization documents;
- make well-informed standardization decisions using a variety of automated tools and decision-tree techniques; and
- identify, locate, and obtain standardization documents.

Target Audience: This course is designed for personnel who are involved in setting requirements and making standardization decisions or for those who use specifications and standards but are not actively involved in the development or management of requirements documentation.

Prerequisite: None

Length: 2 class days

Method of Delivery: Resident/Local

PDS Code: PGH

PQM 201A

Intermediate Production, Quality and Manufacturing, Part A

This journeyman-level course exposes students to manufacturing and quality processes, production scheduling and control techniques, surveillance activities, and systems-level production and quality planning. It provides an understanding of production, quality, and manufacturing processes and their relationships to systems engineering activities throughout the life cycle. Course content includes the contracting aspects of the job; planning for manufacturing and quality; lean concepts; material control; and technical, ethical, and quality issues.

Objectives: Students who successfully complete this course will be able to:

- review integrated management plans for manufacturing and quality requirements;
- understand the technical aspects of cost estimating, activity-based costing, and physical progress reviews;
- identify the concepts that apply to lean manufacturing, the Theory of Constraints, and other production management and material control techniques; and
- address issues related to quality audits, nonconforming material, and other quality topics.

Target Audience: This course is required for Level II certification in the Production, Quality and Manufacturing (PQM) career field. It is also useful for engineering personnel who provide pre- or post-award technical support in production, quality, or manufacturing.

Prerequisites: ACQ 201B and PQM 101

Recommended: At least 2 years of production or quality management experience after Level I PQM certification

Length: This is a non-Resident, self-paced course available through the Internet. Students must pass the final examination within 60 calendar days of the start date.

Method of Delivery: Distance Learning—See "Course Offerings" on page 10

PDS Code: BZK

PQM 201B

Intermediate Production, Quality and Manufacturing, Part B

This journeyman-level course requires students to apply the manufacturing and quality planning processes and techniques learned in PQM 201A. Students will work in integrated product teams to develop manufacturing and quality plans, apply lean techniques, use cost estimating techniques, and make progress payment recommendations based on completion of a physical progress review. Course content includes the contracting aspects of the job; planning for manufacturing and quality; lean concepts; material control; and technical, ethical, and quality issues.

Objectives: Students who successfully complete this course will be able to:

- apply production and quality requirements of the Federal Acquisition Regulation (FAR) and Defense FAR Supplement (DFARS);
- prepare and review integrated management plans for manufacturing and quality requirements;
- audit a supplier's quality manual against a commercial quality standard; and
- apply the concepts of lean manufacturing, theory of constraints, and other production management tools.

Target Audience: This course is required for Level II certification in the Production, Quality and Manufacturing (PQM) career field; it is also for production, quality, or engineering personnel providing pre- or post-award technical support.

Prerequisite: PQM 201A

Recommended: At least 2 years of production or quality management experience after Level I PQM certification

Length: 5 class days

Method of Delivery: Resident/Local

PDS Code: BZL

PQM 202

Commercial and Nondevelopmental Item Acquisition Course for Engineering and Technical Personnel

The Commercial and Nondevelopmental Item Acquisition Course for Engineering and Technical Personnel focuses on tools and techniques used by engineering, logistics, and related technical personnel for identifying and evaluating Commercial and Nondevelopmental Item (C/NDI) alternatives throughout the acquisition process. The course provides instruction on requirements definition, acquisition strategy development, support planning, and the use of market acceptability criteria for C/NDI acquisitions.

Objectives: Students who successfully complete this course will be able to:

- employ market research to determine the appropriateness of commercial or nondevelopmental items for satisfying users' needs; and
- plan an acquisition strategy for the management of commercial and nondevelopmental items.

Target Audience: This course is designed for acquisition personnel in the Program Management; Systems Engineering; Acquisition Logistics; Test and Evaluation; Production, Quality and Manufacturing; and related career fields involved in planning and managing the acquisition of commercial and nondevelopmental items.

Prerequisite: None

Recommended: ACQ 101

Length: 11 class days

Method of Delivery: Local

PDS Code: PAM

PQM 203

Preparation of Commercial Item Descriptions for Engineering and Technical Personnel

This course presents instruction on the preparation and use of Commercial Item Descriptions (CIDs), including characterization of commercial items, the development and use of market acceptability criteria, and the development of performance-based salient characteristics. Current policy on the use of CIDs and performance specifications is discussed. This course utilizes an interactive, asynchronous learning environment focused on self-paced learning that is demonstrated in a virtual group environment.

Objectives: Students who successfully complete this course will be able to:

- employ market research to develop a performance-based CID or other suitable performance-based document for describing commercially available products acceptable for meeting the users' needs; and
- implement appropriate DoD policies in this area.

Target Audience: This course is designed for personnel who are involved in generating product descriptions for commercial and nondevelopmental items or who are involved in determining the commerciality of an item.

Prerequisite: None

Length: 15 calendar days (approximately 12 hours total effort)

Method of Delivery: Distance Learning—See "Course Offerings" on page 10

PDS Code: PAN

PQM 212

Market Research for Engineering and Technical Personnel

Market Research for Engineering and Technical Personnel describes market research from the perspective of technical personnel. It explains the practical value and discusses the government mandate to conduct market research. The course addresses market research team membership, sources for obtaining market data, and techniques for technical evaluation and documentation of market information.

Objectives: Students who successfully complete this course will be able to:

- plan and conduct market surveillance within a commodity or technical area; and
- plan and conduct a market investigation for a specific acquisition requirement.

Target Audience: This course is designed for acquisition personnel who are in the Program Management; Planning, Research, Development and Engineering; Life Cycle Logistics; Test and Evaluation; Production, Quality and Manufacturing; and related career fields and who are involved in developing acquisition requirements, conducting tradeoff evaluations with users, or determining the commerciality of supplies or services.

Prerequisite: None

Recommended: ACQ 101

Length: 2 class days

Method of Delivery: Resident/Local

PDS Code: PGK

PQM 301

Advanced Production, Quality and Manufacturing

This rigorous leadership course is structured around integrated production, quality and manufacturing processes. Students will learn and practice advanced production and quality approaches supporting DoD acquisition activities. Key areas covered include problem-solving and decision-making issues relevant to successfully managing core technical areas.

Objectives: Students who successfully complete this course will be able to:

- explain the role of manufacturing and quality assurance as part of the integrated DoD systems engineering process;
- implement modern distributed manufacturing management practices;
- fully understand the use of best manufacturing practices such as supply chain management, e-manufacturing, Lean Six Sigma, and Theory of Constraints, in manufacturing and transactional environments;
- apply basic design of experiments, modeling and simulation, quality function deployment, statistical process control, six sigma, design-build principles, and risk management techniques; and
- describe the use of DoD e-commerce policy and information technology to leverage the integrated digital environment to support technical and business operations.

Target Audience: This course is part of the Level III certification requirements for the PQM career field. It is designed for senior military and civilian personnel as well as defense industry equivalents who are assigned to DoD production, manufacturing, or quality positions or performing duties in related areas.

Prerequisite: PQM 201B

Recommended: Students should have at least 4 years of production or quality management experience after Level II PQM certification. Additionally, students who complete three designated DAU continuous learning modules on Lean Six Sigma prior to attendance will be awarded a DAU Lean Six Sigma Yellow Belt certification upon successful graduation from PQM 301. Details are provided as part of the course welcome letter.

Length: 10 class days

Method of Delivery: Resident

PDS Code: HV2

SAM 101

Basic Software Acquisition Management

This course covers introductory-level concepts in DoD information systems acquisition management. It covers software acquisition/development risks, DoD regulatory and technical frameworks, software and system architectures, and software development life cycle and integration processes. Software standards, measurements, testing, security, quality issues, process maturity, as well as best practices for the management of software-intensive systems are also reviewed.

Objectives: Students who successfully complete this course will be able to:

- understand software acquisition and information technology management-specific terms and concepts;
- recognize software measures, development models, paradigms, and strategies appropriate for use in software-intensive acquisitions;
- recognize organizational and individual roles and responsibilities; and
- reference sources for software acquisition and information technology management policies, standards, and best practices.

Target Audience: This course is designed for those acquisition personnel who are not in the IT career field but are in positions that include some aspect of software acquisition or information technology management. Because of this, personnel seeking Level I IT certification should take IRM 101, not SAM 101.

Prerequisite: ACQ 101

Length: This is a non-Resident, self-paced course available through the Internet. Students must pass the final examination within 60 calendar days of the start date.

Method of Delivery: Distance Learning—See "Course Offerings" on page 10

PDS Code: JHB

SAM 201

Intermediate Software Acquisition Management

Using in-depth integrated product team case studies, labs, and exercises supplemented by lecture and group discussion, students learn how to manage DoD software-intensive systems. They also learn to apply a variety of real-world software acquisition management best practices. Topics include requirements management, architectures, cost estimation, vendor qualification, metrics, process maturity, quality, testing, and more.

Objectives: Students who successfully complete this course will be able to:

- apply acquisition strategies used for software and software-intensive systems;
- evaluate factors related to software architecture and systems architecture;
- perform domain analysis on a software-intensive system acquisition;
- assess program software life cycle planning and test program planning factors;
- apply requirements management and risk mitigation;
- illustrate the value of modeling and simulation in requirements analysis; and
- analyze software performance measures.

Target Audience: This course is part of the Information Technology career field Level II functional training certification requirement. It is also recommended for those who serve in Level II DoD acquisition positions having duties that include software acquisition management as well as defense industry equivalents.

Prerequisites: ACQ 201B and either SAM 101 or IRM 101

Recommended: Students should have at least 2 years of IT acquisition experience and complete Technical Reviews (CLE 003).

Length: 5 class days

Method of Delivery: Resident/Local

PDS Code: JHC

SAM 301
Advanced Software Acquisition Management

Advanced Software Acquisition Management is the capstone course in the DAU Software Acquisition Management sequence. This seminar-based course is for senior personnel who acquire, engineer, test, and evaluate DoD software-intensive systems. SAM 301 is also for acquisition professionals interested in gaining a comprehensive insight into the risks and issues associated with developing and implementing complex DoD software systems.

Objectives: Students who successfully complete this course will be able to:

- analyze the causes of cost, schedule, and performance problems in large software efforts;
- examine differences between commercial software acquisition efforts and DoD efforts;
- develop an ability to recognize and selectively adopt commercial practices;
- understand the organizational and cultural dynamics of program offices and software development teams;
- evaluate the suitability of alternative organization structures, including integrated product teams;
- evaluate and select software metrics that will provide insight into program status and facilitate early detection of potential problems; and
- assess Federal and DoD acquisition initiatives.

Target Audience: This course is part of the Information Technology career field Level III functional training certification requirement. It is also recommended for those who serve in Level III DoD acquisition positions and have duties that include software acquisition management as well as defense industry equivalents.

Prerequisite: SAM 201

Length: 5 class days

Method of Delivery: Resident/Local

PDS Code: BU9

STM 201
Intermediate S&T Management

This course provides an understanding of the procedures and mechanisms used to transition advanced technologies into warfighting systems. Personnel associated with science and technology (S&T) program management will be able to understand the challenges presented in the weapons systems acquisition process, assess the implications of various technology transition mechanisms, and apply effective technology transition practices.

Objectives: Students who successfully complete this course will be able to:

- understand the challenge presented in the weapons systems acquisition process;
- assess the implications of various technology transition mechanisms; and
- apply effective technology transition practices.

Target Audience: This course is part of the Level II certification training requirement for Systems Planning, Research, Development and Engineering—Science and Technology Manager (SPRDE-STM) career field. Personnel whose duties include developing overall program goals for S&T funds and acquiring the services of scientists, engineers, and technical support personnel to perform S&T research for DoD should attend this course. Attendance is also recommended for those who provide funds and oversight to the S&T performers, including universities, industry, and Federal organizations, and interface with the technology customers to expedite the transition of technology to the user.

Prerequisite: ACQ 101 and Technology Readiness Assessment (CLE 021)

Length: 3 class days

Method of Delivery: Resident/Local

PDS Code: JHZ

STM 302

Advanced S&T Management

This course provides an understanding of the procedures and mechanisms used to transition emerging technologies into warfighting systems. Attendees will be able to apply the critical skills of the systems engineering, integrated product and process development (IPPD), and software management processes. They will also learn how to apply effective technology transition practices.

Objectives: Students who successfully complete this course will be able to:

- apply the principles of systems engineering management and its various tools such as:
  - —systems engineering process,
  - —configuration management and technology readiness,
  - —risk management,
  - —trade studies,
  - —value engineering,
  - —Six Sigma,
  - —software management,
  - —test and evaluation planning, and
  - —modeling and simulation;
- assess the implications of various technology transition mechanisms using the IPPD process, including integrated product teams; and
- apply effective technology transition practices such as transition exit criteria, transition plans, affordability analyses, and cost schedule reporting.

Target Audience: This course is part of the Level III certification training requirement for Systems Planning, Research, Development and Engineering—Science and Technology Manager (SPRDE-STM) career field. Personnel should attend this course if they develop overall program goals for science and technology (S&T) funds; acquire the services of scientists, engineers, and technical support personnel to perform advanced S&T research for DoD; provide funds and oversight of the S&T performers, including universities, industry, and Federal organizations; and interface with the technology customers to expedite the transition to the user.

Prerequisite: STM 201

Length: 5 class days

Method of Delivery: Resident/Local

PDS Code: PGR

SYS 101

Fundamentals of Systems Planning, Research, Development and Engineering

This course is a technically rigorous, comprehensive introduction to systems engineering and the various technical management and technical processes involved in its application. Based around the 16 systems engineering processes outlined in the *Defense Acquisition Guidebook*, SYS 101 provides the essential foundations needed for Systems Planning, Research, Development and Engineering (SPRDE) careerists and others to effectively participate in the application and the management of DoD systems engineering processes and their activities.

Objectives: Students who successfully complete this course will be able to:

- more capably interact with program integrated product teams regarding the proper application of systems engineering;
- understand how the eight technical processes can be applied in top-down development and bottom-product realization;
- understand how the eight technical management processes are used to control and assess systems engineering activities; and
- describe the role of a systems model, the work breakdown structure, standards, top-down design, bottom-up product realization, and the systems engineering plan.

Target Audience: This course is part of the Level I certification training requirement for the Systems Planning, Research, Development and Engineering—Systems Engineering (SPRDE-SE) career field. Additionally, as an in-depth introduction to systems engineering and its technical management and technical processes, it is suitable for personnel in technical management and program management positions who want to understand more about systems engineering and the details of its processes.

Prerequisite: ACQ 101

Length: This is a non-Resident, self-paced course available through the Internet. Students must complete the course within 60 calendar days of the start date.

Method of Delivery: Distance Learning—See "Course Offerings" on page 10

PDS Code: J01

SYS 202

Intermediate Systems Planning, Research, Development and Engineering, Part I

This journeyman-level course provides an understanding of how the DoD systems engineering (SE) processes can be applied within the context of the activities illustrated on the DAU *Integrated Defense Acquisition, Technology, & Logistics Life Cycle Management Framework* chart. Course content includes the scope and role of SE and its key technical inputs and outputs, the key aspects of technical baselines and the role of technical reviews, and important design considerations.

Objectives: Students who successfully complete this course will be able to:

- outline SE activities in the context of the various life cycle phases of the Defense acquisition framework;
- understand the scope of SE and its relationship to other program management functions across the life cycle;
- list important design considerations and their impacts; and
- understand the linkage of technical reviews to technical program management.

Target Audience: This course is part of the Level II certification training requirement for the Systems Planning, Research, Development and Engineering—Systems Engineering (SPRDE-SE) career field. Additionally, members of other career fields who require an understanding of how systems engineering is applied to systems acquisition and sustainment will benefit from this course.

Prerequisites: SYS 101, ACQ 201B, and access to the DAU *Integrated Defense Acquisition, Technology, & Logistics Life Cycle Management Framework* chart available at **https://acc.dau.mil/IFC/download_pdf.htm**

Recommended: At least 2 years of technical experience in an acquisition position to include industry or government equivalent from among the following career fields/paths: SPRDE-SE; SPRDE-Science and Technology Manager; Information Technology; Test and Evaluation; Production, Quality and Manufacturing; Program Management; or Life Cycle Logistics

Length: This is a non-Resident, self-paced course available through the Internet. Students must pass the final examination within 60 calendar days of the start date.

Method of Delivery: Distance Learning—See "Online Courses" on page 10

PDS Code: J05

SYS 203

Intermediate Systems Planning, Research, Development and Engineering, Part II

This journeyman-level course requires students to apply the DoD systems engineering processes and techniques learned in SYS 202. Students will work in integrated product teams and apply systems engineering technical processes and technical management processes to a defense system across the various phases of the Defense acquisition framework.

Objectives: Students who successfully complete this course will be able to:

- relate systems engineering to program management;
- apply systems engineering to a given system at various stages in its life cycle;
- use and apply event-based technical reviews; and
- develop key portions of a Systems Engineering Plan.

Target Audience: This course is part of the Level II certification training requirement for the Systems Planning, Research, Development and Engineering—Systems Engineering (SPRDE-SE) career field. Additionally, members of other career fields who require understanding of how systems engineering is applied to systems acquisition and sustainment will benefit from this course.

Prerequisites: SYS 202 and Technical Reviews (CLE 003)

Recommended: At least 2 years of technical experience in an acquisition position to include industry or government equivalent from among the following career fields/paths: SPRDE–SE; SPRDE–Science and Technology Manager; Information Technology; Test and Evaluation; Production, Quality and Manufacturing; Program Management; or Life Cycle Logistics

Length: 5 class days

Method of Delivery: Resident/Local

PDS Code: J06

SYS 302
Technical Leadership in Systems Engineering

Designed for senior DoD acquisition personnel, SYS 302 is focused on the application of technical leadership skills within a typical DoD systems engineering (SE) environment. SYS 302 participants are expected to have sufficient background knowledge of the DoD's SE technical and technical management processes, knowledge of the application of SE to each acquisition phase, and the capability to apply these concepts to complex technical management problems involving critical thinking. As part of the SYS 302 course, students will lead and participate in an engineering team that analyzes and resolves a variety of technical engineering critical issues. Class exercises are supplemented by lessons on current policy, architectures, design considerations, etc.

Objectives: Participants who successfully complete this course will be better able to:

- analyze and resolve senior-level technical problems;
- understand how to assess and manage technical product maturity and risk across the acquisition life cycle; and
- integrate program office technical engineering activities and process teams.

Target Audience: This course is for senior civilian and military personnel who are Level II certified in the Systems Planning, Research, Development and Engineering—Systems Engineering (SPRDE-SE) career field as well as defense industry equivalents. This course is part of the Level III certification training requirement for the SPRDE-SE career field.

Prerequisites: ACQ 201B, SYS 203, and Technical Reviews (CLE 003). Participants will also complete an ungraded pre-course diagnostic assessment of their knowledge of DoD SE processes prior to the class. Details will be provided separately as part of the course welcome message.

Recommended: Students should have at least 4 years of SPRDE experience and complete Designing for Supportability in DoD Systems (CLL 008).

Length: 10 class days

Method of Delivery: Resident/Local

PDS Code: J07

TST 102
Fundamentals of Test and Evaluation

The Fundamentals of Test and Evaluation course emphasizes basic DoD test and evaluation (T&E) principles, policies, processes, and practices. TST 102 covers the integrated T&E processes outlined in the *Defense Acquisition Guidebook*; and this course provides the essential foundation knowledge needed by T&E careerists and others to more effectively participate in DoD T&E activities.

Objectives: Students who successfully complete this course will be able to:

- better understand the role of T&E functions within the DoD acquisition framework and more effectively interact with program office personnel regarding basic T&E processes;
- describe the role of T&E as a feedback and risk reduction mechanism and its relationship to systems engineering and the development process;
- understand DoD T&E policies, processes, and procedures, including how a test and evaluation strategy (TES) and a test and evaluation master plan (TEMP) are developed and used; and
- outline the four stages of testing and describe key activities that should occur within each stage.

Target Audience: This course is part of the Level I certification training requirement for the Test & Evaluation career field. Additionally, as a basic introduction to T&E, it is suitable for personnel in other technical acquisition management and program management positions who want to understand more about T&E and the critical role it plays in system acquisition.

Prerequisite: ACQ 101 and either Modeling and Simulation in Systems Engineering (CLE 011) or Modeling and Simulation for Test and Evaluation (CLE 023)

Recommended: At least 1 year of acquisition experience

Length: This is a non-Resident, self-paced course that is available through the Internet. Students must complete the course within 60 calendar days of the start date.

Method of Delivery: Distance Learning—See "Course Offerings" on page 10

PDS Code: JHY

TST 203
Intermediate Test and Evaluation

This course builds upon students' knowledge, skills, and on-the-job experience relating to DoD test and evaluation (T&E) policies, processes, and practices. A number of problem-solving situations engage students in the application of T&E concepts and principles. Course topics include the role of T&E in systems acquisition; T&E planning and the Test and Evaluation Strategy (TES); Test and Evaluation Master Plan (TEMP) development; managing a T&E program; and planning, conducting, and processing the results of T&E events.

Objectives: Students who successfully complete this course will be able to:

- recognize the interactions among T&E organizations;
- describe the impact of program changes on T&E-related documentation;
- tailor T&E processes and practices for a given system;
- identify the key considerations impacting the development of an integrated TES; and
- identify the key considerations for minimizing risks inherent in test execution activities.

Target Audience: This course is part of the Level II certification training requirement for the Test and Evaluation career field. Additionally, members of other acquisition career fields, including defense industry personnel, who require an understanding of how T&E is applied to systems acquisition will benefit from this course.

Prerequisites: ACQ 201B and TST 102

Recommended: At least 2 years of T&E experience

Length: 5 class days

Method of Delivery: Resident/Local

PDS Code: QMI

TST 302
Advanced Test and Evaluation

Designed for senior DoD acquisition personnel, the Advanced Test and Evaluation course is focused around leadership and management issues. TST 302 provides for facilitated discussion of current DoD policies, strategies, processes, and practices as they are applied and used for the planning and management of test and evaluation (T&E) of DoD systems. This course covers a variety of knowledge building and interactive problem-solving skills using case studies developed around lessons learned from actual system acquisitions. Class discussion and study group efforts culminate in student presentations based around case analysis and solution analysis. Knowledge and skills developed in this course will facilitate successful student participation as a T&E member in integrated planning and development activities.

Objectives: Students who successfully complete this course will be able to:

- identify T&E management issues relevant to a given situation;
- identify, analyze, and assess T&E best practices;
- research, prepare, and present briefings on assigned case topics;
- assess the impact of recent changes in T&E policies or practices; and
- assess the value of T&E and its relationship to other processes, including systems engineering.

Target Audience: This course is part of the Level III certification training requirement for the Test and Evaluation (T&E) career field. Typical attendees include T&E leads for programs and Service/agency/facility T&E managers and engineers. Other senior technical and management personnel, including defense industry personnel, who plan, perform, and manage T&E tasks in support of acquisition will also benefit from the course.

Prerequisites: Either TST 202 or TST 203 and Net-Ready Key Performance Parameter (CLM 029)

Recommended: At least 4 years of T&E experience

Length: 5 class days

Method of Delivery: Resident/Local

PDS Code: QL9

Predecessor Courses

DAU courses are updated for currency. They may undergo name changes, number changes, or even be replaced by a new course with very similar content. Some courses no longer offered by DAU qualify as "Predecessor Courses." Students who have completed these courses may use them to meet prerequisite requirements and/or receive credit for them toward DAWIA certification. Although not all inclusive, the following is a list of Predecessor Courses:

Course Number			Personnel Data System (PDS) Code
Current DAU	**Predecessor**	**Predecessor Course Title**	
ACQ 101	PMT 101	Fundamentals of Systems Acquisition Management	BB1
	DSMC-26	Fundamentals of Systems Acquisition Management	BB1
ACQ 201A	ACQ 201	Intermediate Systems Acquisition	JHA
ACQ 201B	ACQ 201	Intermediate Systems Acquisition	JHA
BCF 101	BCE 101	Fundamentals of Cost Analysis	Q1A
BCF 102	BFM 102	Contract Performance Management Fundamentals	Q1B
	BCF 202	Intermediate Contractor Performance Measurement	QMK
	DSMC-6	Contractor Performance Measurement Course	QMK
BCF 103	BFM 201	Systems Acquisition Funds Management	PCW
	BCF 201	Systems Acquisition Funds Management	PCW
	DSMC-9	Systems Acquisition Funds Management	PCW
BCF 204	BCE 204	Intermediate Cost Analysis	Q2B
BCF 206	BCE 206	Cost Risk Analysis	Q2C
BCF 207	BCE 207	Economic Analysis	Q2D
BCF 208	BCE 208	Software Cost Estimating	Q2E
BCF 209	BFM 209	Selected Acquisition Report	Q2F
	BCF 209C	Acquisition Reporting Course, Part C	BE7
BCF 211	BCF 211B	Acquisition Business Management	RG5
CON 110, CON 111, and CON 112	CON 101	Basics of Contracting	BDQ
CON 120	CON 104B	Principles of Contract Pricing, Part B	RGR
	CON 104	Principles of Contract Pricing	BDR
	CON 105	Operational Level Contract Pricing	QNU
	CON 106	Facilities Contract Pricing	BDU
CON 214 CON 215	CON 202	Intermediate Contracting	PGE
CON 216	CON 210	Government Contract Law	BDP
CON 217	CON 204	Intermediate Contract Pricing	BU6
CON 236	CON 212	Contractual Aspects of Value Engineering	PAR
CON 353	CON 333	Management for Contracting Supervisors	BU7
	CON 311	Executive Pre-award Contracting	BCL
	CON 321	Executive Contract Administration	BCM
IND 100	IND 101 and	Contract Property Administration Fundamentals	PDM
	IND 102	Contract Property Disposition	PDO
IND 200	IND 201 and	Intermediate Contract Property Administration	PDN
	IND 202	Contract Property Management Seminar	BRM
IRM 304	IRM 303	Advanced Information Systems Acquisition	BZE
LOG 200	LOG 201A	Intermediate Acquisition Logistics, Part A	RGS

Course Number			Personnel Data System (PDS) Code
Current DAU	**Predecessor**	**Predecessor Course Title**	
LOG 201	LOG 201B LOG 201 DSMC-24	Intermediate Acquisition Logistics, Part B Intermediate Acquisition Logistics Management of Acquisition Logistics	RGT JR3 BCU
LOG 235	LOG 235A	Performance Based Logistics, Part A	JHL
LOG 236	LOG 235B	Performance Based Logistics, Part B	RGY
PMT 352B	PMT 352 PMT 302 PMT 301	Program Management Office Course Advanced Program Management Course Program Management Course	BZG BU1 BBW
PMT 401	PMT 302 PMT 301	Advanced Program Management Course Program Management Course	BU1 BBW
PMT 402	PMT 303B PMT 303 Ph2 PMT 402B	Executive Program Manager's Course Executive Program Manager's Course Executive Program Manager's Course, Part B	AH2 AH2 AH2
PMT 403	PMT 305	Program Manager's Skills (ACAT III Programs)	BU8
PQM 201B	PQM 201	Intermediate Production, Quality and Management	BU3
STM 201	STM 301	Program Management for S&T Managers	PGP
SYS 202	SYS 201A	Intermediate Systems Planning, Research, Development and Engineering, Part A	RGW
SYS 203	SYS 201B	Intermediate Systems Planning, Research, Development and Engineering, Part B	RGX
SYS 302	SYS 301	Advanced Systems Planning, Research, Development and Engineering	HV1
TST 102	TST 101	Introduction to Acquisition Workforce Test and Evaluation	PC5
TST 203	TST 202	Intermediate Test and Evaluation	QMI
TST 302	TST 301	Advanced Test and Evaluation	QL9

Distance Learning

DAU offers several courses using distance learning—either exclusively or partially online. "Hybrid" courses consist of a distance learning portion (Part A) followed by a resident or local offering (Part B). Other courses are offered in residence but require some online precourse work. Attendance in the classroom portion of a hybrid course is dependent on successful completion of the distance learning portion, and completion of both parts is required to obtain full credit for career field certification. Students attending resident offerings with one or more pre-course assignments also must finish the online work prior to arriving for the classroom course.

Reserve component members may be granted retirement points for completion of DAU distance learning courses. Reservists should contact their respective Director, Acquisition Career Management office (see pages 13–14 for contact information).

A list of the courses currently conducted using distance learning follows:

Online Courses

ACQ 101	Fundamentals of Systems Acquisition Management
BCF 102	Fundamentals of Earned Value Management
BCF 103	Fundamentals of Business Financial Management
BCF 206	Cost Risk Analysis
BCF 208	Software Cost Estimating
CON 110	Mission Support Planning
CON 111	Mission Planning Execution
CON 112	Mission Performance Assessment
CON 214	Business Decisions for Contracting
CON 216	Legal Considerations in Contracting
CON 217	Cost Analysis and Negotiation Techniques
CON 237	Simplified Acquisition Procedures
FE 201	Intermediate Facilities Engineering
IND 103	Contract Property Systems Analysis Fundamentals
IRM 101	Basic Information Systems Acquisition
LOG 101	Acquisition Logistics Fundamentals
LOG 102	Systems Sustainment Management Fundamentals
LOG 200	Intermediate Acquisition Logistics, Part A
LOG 203	Reliability and Maintainability
LOG 204	Configuration Management
LOG 235	Performance Based Logistics, Part A
PMT 250	Program Management Tools
PQM 101	Production, Quality and Manufacturing Fundamentals
PQM 203	Preparation of Commercial Item Descriptions for Engineering and Technical Personnel
SAM 101	Basic Software Acquisition Management
SYS 101	Fundamentals of Systems Planning, Research, Development and Engineering
SYS 202	Intermediate Systems Planning, Research, Development and Engineering, Part I
TST 102	Fundamentals of Test and Evaluation

Hybrid Courses

ACQ 201A	Intermediate Systems Acquisition, Part A
CON 260A	The Small Business Program, Part A
PMT 352A	Program Management Office Course, Part A
PQM 201A	Intermediate Production, Quality and Manufacturing, Part A

Resident Courses with Online Precourse Work

ACQ 450	Leading in the Acquisition Environment
ACQ 451	Integrated Acquisition for Decision Makers
ACQ 452	Forging Stakeholder Relationships
BCF 209	Acquisition Reporting for MDAPs and MAIS
BCF 211	Acquisition Business Management
CON 215	Intermediate Contracting for Mission Support
CON 218	Advanced Contracting for Mission Support
CON 353	Advanced Business Solutions for Mission Support
LOG 304	Advanced Life Cycle Logistics Management
SYS 302	Technical Leadership in Systems Engineering

The AT&L PLM …

Performance Support

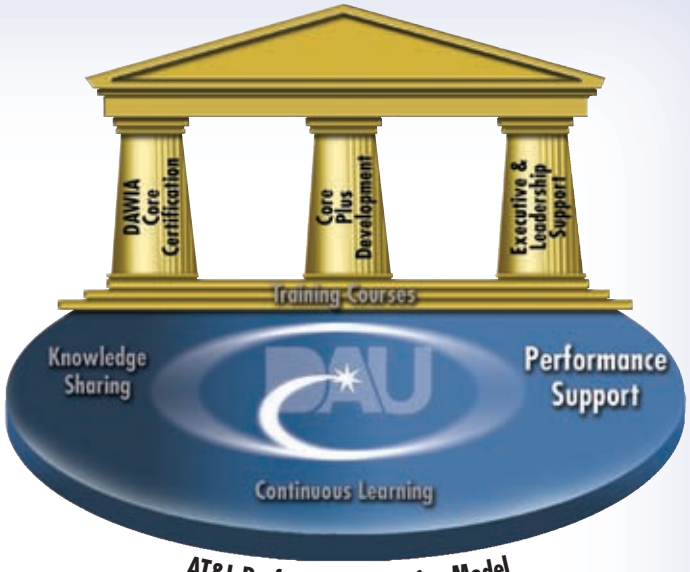
Performance Support enables DAU to provide expert resources and learning assets and may include consulting, targeted training, group facilitation, and rapid deployment training (RDT). Faculty from all disciplines and regions can consult with government acquisition organizations in integrated product teams on either a long- or short-term basis. The list and brief descriptions of developed targeted training courses are provided on the next few pages. At the customer's request and as resources allow, faculty can develop specific tailored training courses. Consulting can be scheduled to conduct content, process, or applied research consultation. Performance Support is tailored to the customer's needs and may include consulting, targeted training, group facilitation, and rapid deployment training (RDT). Faculty from all disciplines and regions can consult with government acquisition organizations in integrated product teams on either a long- or short-term basis. The list and brief descriptions of standing targeted training courses are provided on the next few pages. At the customer's request and as resources are available, faculty can develop specific targeted training courses. Experienced facilitators can be scheduled within days of release of new initiatives that affect the acquisition workforce.

Consulting

DAU offers consulting in most functional areas. Information on topics such as dispute resolution, strategic planning, and problem solving is also offered through such media as magazines, books, guides, and other training materials.

Consulting services are provided by DAU's seasoned faculty. Our faculty have extensive acquisition program experience, education, and training to provide the right solutions at the right time to solve individual, field organization, and agency acquisition problems. We utilize systems thinking and other problem-solving methods to identify, evaluate, and develop timely and appropriate solutions to your acquisition and organizational challenges.

DAU offers a Program Start-up Workshop to facilitate better government and industry teaming after contract award on defense acquisition programs. The 3- to 5-day workshop is tailored to match the specific needs of each program and is conducted jointly with government and industry teams. Ideally held 2 to 4 weeks after contract award, the workshop provides training on essential start-up activities and creates an environment of teamwork, communication, and trust.



AT&L Performance Learning Model

For team collaboration and complex problem solving, a state-of-the-art Management Decision Center (MDC) is available at our Capital and Northeast regional campus at Fort Belvoir, Virginia. DoD and civilian agencies may reserve the MDC for strategic planning, team building, brainstorming, and other facilitated interventions. Trained facilitators help plan and implement your organization's performance support requirements. Reservations for the MDC and facilitation services should be made well in advance of your organization's planned offsite. A portable system can be used for similar facilitation services at your location or other DAU campuses.

Rapid Deployment Training

In response to the accelerated rate of change to acquisition policies, procedures, and best practices, DAU established a rapid deployment training (RDT) capability. By quickly focusing attention on high-value initiatives, DAU is able to develop and deliver training to large numbers of the acquisition workforce soon after an initiative is implemented and in parallel with changes to our formal courses. RDT will be provided via all available media, including live webcasts, recorded video-on-demand and podcasts, classroom training, continuous learning modules, and local sessions.

A few notable examples of RDT include the Item Unique Identification/Radio Frequency Identification (IUID/RFID) program and the FAR Part 45 Rewrite on Government Property, which have significantly improved efficiency in moving supplies to warfighters and facilitated item tracking. Our faculty stand ready to fulfill specific requests for consulting and targeted training. Rapid deployment training will be designed and tailored for government and industry customers at the direction of DoD officials.

For more information, visit the Performance Support/Rapid Deployment Training Web site at **www.dau.mil/performance_support**.

Targeted Training

The following targeted training workshops and mini-courses are available to the AT&L community. To find out more about these courses or to request a course for your organization, visit **www.dau.mil/performance_support/targeted_training.asp**.

ACTD Execution (How to Run an Advanced Concept Technology Demonstration) provides the student the necessary programmatic, systems engineering, and technical management skills and know-how to become an effective, productive member of an Advanced Concept Technology Demonstration (ACTD) execution team. **5 days**

ACTD Transition Management Course introduces the management team of an ACTD project to some of the realities of the procurement and acquisition environment into which most ACTDs expect to transition. **5 days**

Activity Based Costing Principles introduces the principles and techniques of this powerful management tool, which accurately relates the cost of products and services offered to customers with the consumption of organizational resources. **3.5 days**

Alternative Dispute Resolution (ADR) covers such topics as interest-based negotiation, partnering, and third-party-assisted ADR procedures, which lead to equitable, cost-effective, and time-efficient mutual agreements while building positive working relationships that continue beyond the life of the contract. **2 days**

Contracting Officer's Representative (COR) Course explains the duties, responsibilities, limitations, nature, and scope of personal interactions and gives a full picture of what this position requires. **4.5 days**

Cost Risk Analysis—A Monte Carlo Simulation Approach. After a program's risks (performance, schedule, and cost estimating) have been identified, an approach is selected to estimate the cost impact to the program. This class uses a Monte Carlo simulation to analyze uncertainty, construct a total cost distribution, and make probability statements concerning program cost. **2 days**

Crucial Conversations provides high-level skills for individuals, teams, and organizations needing to more effectively communicate, share information, and act with unity and conviction. **2 days**

Design of Experiments—Industrial Strength (DOE-IS) is designed for those looking for a genuine understanding of both the design of an experiment and the analysis of the data that emanate from the experiment(s). The course requires statistical thinking but is not heavily oriented in mathematics. It does provide the necessary tools for application. **5 days**

DISA Information Systems Engineering Seminar (ISES) introduces the software management team of any Defense Information Systems Agency (DISA) project to some of the realities of procurement, acquisition, basic systems, and software engineering. **3 days**

Diversity Games Workshop is based on the "whole brain" concept described in the Herrmann Brain Dominance Instrument (HBDI) developed by William "Ned" Herrmann. Students learn to understand their own thinking styles as well as the styles of others. It clearly shows how diversity is not a liability but can become one of a team's best assets as it encompasses the best there is to offer in a group. **.5–1 day**

Earned Value Management (EVM) is an important program management tool for large acquisition programs. Using basic definitions and analytical tools, this class can be tailored to the beginning EVM analyst or kept at the management level to address managing a program based on the EVM information that has been provided. **3 days**

Economic Analysis for Decision Making (EADM) explores the processes and techniques for making decisions among different economic alternatives and will enable the student to plan and conduct studies and recommend courses of action. **5 days**

Economic Analysis for Managers (EAM) is a broad review of the techniques recognized by the DoD for making decisions among different economic courses of action. **5 days**

Executive Seminar in Government Property (ESGP) employs case studies and exercises to demonstrate the value of good government property management. The workshop is designed for managerial personnel with overall responsibility for government property. **3 days**

Fiscal Responsibilities for the DoD Technical Professional explains laws and regulations that have a large impact on the test and evaluation community, such as the National Defense Authorization Act, DoD 5000 documents, and the Joint Capabilities Integration and Development System (JCIDS). Note: This short course is updated frequently to include the latest available information. **2 days**

General Acquisition Principles and Fiscal Responsibilities provides the student an update on the DoD acquisition process and principles; the standards of conduct and potential consequences that govern and guide the acquisition workforce; and the basics of fiscal (appropriations) law, rules, and practices that govern how appropriated funds are spent. **3 days**

Government Property Disposition Seminar (GPDS) provides an overview for contracting offices covering the statutory and regulatory disposal requirements for government property in the possession of contractors. **2 days**

Government Property Forms (GPF) explains the numerous forms required for use in the management of government property, including the Inventory Schedule, DD Form 1662, DD Form 1149, SF Form 1423, and Reports of Discrepancies. **1 day**

Government Property in a Contingency Contracting Environment (GPCCE) covers the issues surrounding GPCCE, including special concerns for providing and controlling government property in a wartime environment. **2 days**

Integrated Baseline Review Workshop is tailored to the participant's particular project and provides instructions on how to best conduct an Integrated Baseline Review (IBR) to assess the reasonableness, adequacy, and accuracy of this baseline plan. **2 days**

ISO 9000/2000 provides an understanding and a working knowledge of the application, interpretation, and evaluation of the International Organization of Standards (ISO) 9000 series standards for quality management systems as used in defense acquisition. **2 days**

Leading Project Teams Course illustrates the principles of team development and operation using practical examples and exercises. (The course can be tailored to meet the specific needs of the sponsoring organization.) **3–5 days**

Lean Thinking and Value Stream Mapping Seminar focuses on creating value as determined by the customer emphasizing lean thinking principles and concepts. **2.5 days**

Lean Value Stream Mapping provides students the opportunity to learn to see the flow of information and material throughout the value stream. It emphasizes the techniques of value stream mapping. Students will apply these techniques to their work environment, drawing current and future state maps. **2 days**

Logistics Test and Evaluation is an orientation for members of the logistics test and evaluation community who have been selected from operational units to do test and evaluation on weapons systems. **2 days**

Myers Briggs Type Indicator (MBTI) Workshop provides participants with heightened self-awareness and useful knowledge on working with others in organizational and team settings. Participants will complete the MBTI in the workshop. **4–6 hours**

Navy Systems Engineering Guide explains the Naval Air Systems Command approach to systems engineering (designed for NAVAIR technical managers). **5 days**

New Program Start-up Workshop is tailored to the specific needs of each program. DAU and Raytheon have jointly developed this workshop to facilitate better government and industry teaming after contract award on defense acquisition programs. **3–5 days**

Performance-Based Logistics (PBL) Overview explores the basics of PBL as the DoD preferred weapon system product support strategy, including information from the DoD 12-Step PBL Implementation Strategy contained in the DoD PBL guidebook, *Performance Based Logistics: A Program Manager's Product Support Guide*. **1 day**

Performance Based Service Acquisition (PBSA) provides an overview of performance-based methods and how to determine when they are appropriate. The course is designed for personnel who must work with program officials to plan, award, and administer performance-based contracts. **3 days**

Phone Negotiations Workshop emphasizes management-level planning and oversight of logistics support development for a new system. **1 day**

Problem Solving Techniques for Quality Improvement (PSTQ) examines problem-solving methodology, statistical techniques, and a tool kit of ideas that may be used to achieve quality improvement goals. **3 days**

Program Attorney's Acquisition Overview Course provides program attorneys with insights regarding program management office functions, challenges, and processes involved in fielding needed capabilities to their customers within budget and schedule constraints. **5 days**

Program Management through the Looking Glass provides coaching and feedback to program managers and their teams using the Looking Glass, Inc.® management simulation. **3 days**

Property Administration/Management for Contracting Officers (PACO) explains the roles and responsibilities of the contracting officer in regard to government property when provided to contractors. **3 days**

Property Control Systems Analysis Workshop (PCSAW) examines worksheet design, data analysis, and case-based problem solving as well as a number of advanced audit techniques available to the property administrator. **3 days**

Provisioning Management emphasizes management-level planning and oversight of logistics support development for a new system. **4 days**

Quality Assurance for Commercial Activities (QACA) provides the requisite tools and knowledge to effectively design quality assurance surveillance plans for commercial activities. **4 days**

Resources for the Test and Evaluation Professional introduces a wealth of information and resources available to the Test and Evaluation workforce, including magazines and publications, handbooks and guidebooks, Web sites, classes, online courses, CD-ROMs, and software resources. **5 hours**

Risk Management Workshop provides an overview of risk management and a process to identify, evaluate, and develop risk-handling strategies. **1 day**

Sole Source Commercial Item Pricing addresses potential problems associated with purchasing a commercial supply or service on a sole source basis. Note: Students must bring a basic calculator to class to accomplish the application exercises. **1 day**

Source Selection provides an overview of Source Selection and Technical Evaluation Board documentation pertaining to competitive proposals using the Federal Acquisition Regulation (FAR) Subpart 15.3, Source Selection Process. **1–2 days**

Statistical Process Control (SPC) offers a clear, effective way to learn basic statistical process control and techniques that can be applied immediately. Note: A basic understanding of algebra is recommended, and participants should bring a scientific or statistical calculator to class. **5 days**

Statistical Process Control for Short Runs provides the basic knowledge required for reaping the benefits of Statistical Process Control (SPC) with short production runs. **3 days**

System Acquisition Overview (SAO) provides members of the acquisition community a basic understanding of the terms, relationships, decisions, and actions taken by a program management office during the life cycle of a major weapon system. **3 days**

Technical Issues in Government Property Disposal (TIGPD) covers the technical issues surrounding the disposition of government property in the possession of contractors, including inventory verification, sampling requirements, hazardous wastes, demilitarization, and information technology resources. **2 days**

Technology Assessment and Transition Management prepares the student to conduct technology assessment using a variety of tools and provides training on technology development strategies, technology transition agreements, and other technology transition documentation. **2 days**

Whole Brain Dominance Workshop uses the Herrmann Brain Dominance Instrument (HBDI), a widely used instrument for understanding the implications of thinking style preferences on communications, problem solving, and team building. Participants will complete the HBDI and receive individual feedback on their results. They can then use the workshop to improve self management and to work with others in group settings. **2–4 hours**

For more information on targeted training or to schedule consulting services, contact the performance support team at your regional DAU campus:

West Region 619-584-4811
Midwest Region 937-781-1029
South Region. 256-722-1014
Mid-Atlantic Region 240-895-7324
Capital & Northeast Region 703-805-4978
DSMC–School of
Program Managers 703-805-4368
DAU Headquarters 703-805-4993

The AT&L PLM …

Continuous Learning

The DAU Continuous Learning Center (CLC) offers online, self-paced continuous learning (CL) modules with assessments and certificates as well as presentations intended for awareness only. Links to modules from the Air Force Institute of Technology (AFIT), the General Services Administration (GSA), the Section 508 Initiative, and the Navy are also offered. Also, several easy-to-use online modules sponsored by Harvard ManageMentor® 10 provide information on topics fundamental to managerial success. These topics range from running an effective meeting or managing a project to negotiating skills. Information regarding these opportunities is available at the CLC Web site at **http://clc.dau.mil**.

DAU continually develops and adds new offerings to the CLC site. To see what's new, check the CLC Web site frequently. The following list provides the continuous learning points (CLPs) for DAU continuous learning opportunities available at the time of this printing:

Business Modules

Acquisition Reporting Concepts and Policy Requirements for APB, DAES, and SAR (CLB 014) provides information on the terminology, concepts, and policies pertaining to required acquisition reports generated using the Consolidated Acquisition Reporting System (CARS) software. **3 CLPs**

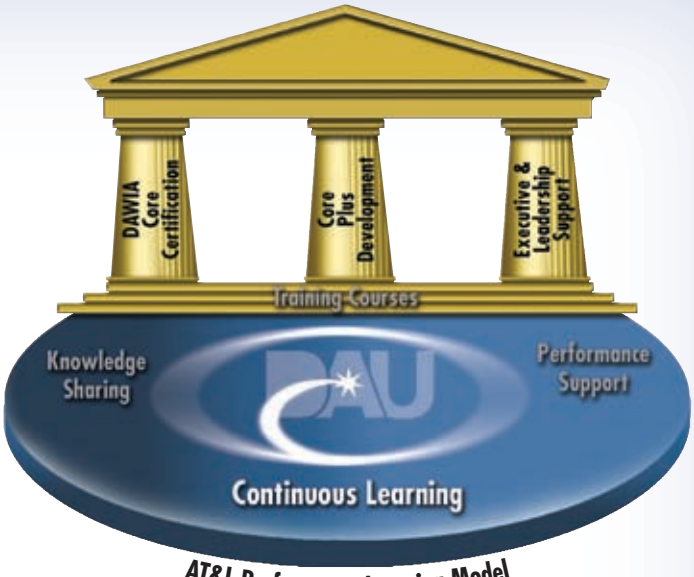
Baseline Maintenance (CLB 020) reviews the concepts associated with performance measurement baseline maintenance. **1 CLP**

Budget Policy (CLB 011) focuses on appropriations and the funding policies associated with each appropriation. It relates a defense acquisition program's cost estimate to its programming and budgeting requirements. **4.5 CLPs**

Congressional Enactment (CLB 010) focuses on the congressional processes that lead to a budget resolution, an Authorization Act, and an Appropriation Act and the implications of those process outcomes to defense acquisition programs. **3.5 CLPs**

Cost Analysis (CLB 007) focuses on the basic cost analysis process that is one of the fundamental building blocks of any acquisition program. **3.5 CLPs**

Cost As an Independent Variable (CAIV) (CLB 012) is designed to help develop a well-planned and informative CAIV plan. **1 CLP**



AT&L Performance Learning Model

Earned Value and Financial Management Reports (CLB 018) reviews the most common DoD data reports associated with earned value management (EVM), cost estimating, and financial management. **1 CLP**

Estimate at Completion (CLB 019) reviews the process for computing an estimate at completion range when given EVM data. **1 CLP**

Introduction to Earned Value Management (CLB 016) provides the basics of EVM as they relate to acquisition program management. **1 CLP**

Performance Measurement Baseline (CLB 017) introduces the EVM language and processes associated with development of the performance measurement baseline. **1 CLP**

Planning, Programming, Budgeting and Execution (PPBE) and Budget Exhibits (CLB 009) explains the PPBE process, including the legal concerns and potential impact of poor budget execution. **3 CLPs**

Program Execution (CLB 008) describes the budget execution process, including the legal concerns and potential impact of poor budget execution. **3 CLPs**

Software Cost Estimating (CLB 023) explains DoD's policy, guidance, and application of SCE and enables the business or program manager to determine if an estimate is realistic and defendable. **2 CLPs**

Contracting Modules

A-76 Competitive Sourcing Overview (CLC 037) provides an introduction to the Office of Management and Budget Circular A-76 that implements the President's Management Agenda for Competitive Sourcing. **1.5 CLPs**

Administration of Other Transactions (CLC 102) focuses on other transactions (OT) from contracts, grants, and cooperative agreements, governing regulations, management responsibilities, financial implications, intellectual property, data and real property rights, and modification and termination issues. **1.5 CLPs**

Analyzing Profit or Fee (CLC 104) explains the structured approach the Federal Acquisition Regulation (FAR) provides for developing a reasonable profit/fee position. **1 CLP**

Basic Math Tutorial (CLC 024) provides a refresher of basic math skills that may be required when performing calculations without the aid of a performance-support tool or calculator. (Briefing) **0 CLPs***

Berry Amendment (CLC 125) covers the necessary statutory requirements to be applied during the acquisition process in order to comply with the provisions of the Berry Amendment. **1 CLP**

Buy American Act (CLC 027) demystifies Federal Acquisition Regulation (FAR), Part 25, and DFARS (Defense Federal Acquisition Regulation Supplement) 225 with materials and practical examples. **3 CLPs**

Commercial Acquisition (CLC 015) reinforces the latest guidance for commercial acquisitions, outlining the major changes to the contracting process brought about by the Federal Acquisition Streamlining Act of 1994 and the Clinger-Cohen Act of 1996. (Briefing) **0 CLPs***

Commercial Item Determination (CLC 020) explores the commercial item determination process as outlined in the *Commercial Item Determination Handbook*. **3.5 CLPs**

Commercial Item Determination: Executive Overview (CLC 023) reviews the process outlined in the *Commercial Item Determination Handbook*. **.5 CLP**

Commercial Item Pricing (CLC 131) covers the new Procedures, Guidance, and Information concerning sole-source commercial items and elaboration on the requirements of FAR 15.4. **1 CLP**

Contingency Contracting Officer Refresher (CLC 114) explains how to apply sound procurement techniques and effectively administer your contracts and provides an understanding of the funding implications. **2 CLPs**

Contract Source Selection (CLC 007) provides Federal procurement and acquisition professionals with a better understanding of the source selection process and its goals. **1 CLP**

Contract Terminations (CLC 006) addresses the appropriate ways of determining how to prepare and process a termination notice. **2 CLPs**

Contracting for the Rest of Us (CLC 011) provides people who do not work in the Contracting field with a basic knowledge of some of the essential processes and considerations that DoD contracting professionals encounter in order to satisfy customers' requirements. **2 CLPs**

Contracting Officer's Representative (COR) Overview (CLC 012) provides students with a general knowledge of roles and responsibilities as individuals involved in the contracting process. **4 CLPs**

Contracting Officer's Representative (COR) with a Mission Focus (CLC 106) provides students a basic understanding of contract types, processes, ethics and integrity, and authorities relevant to their positions. **8 CLPs**

Contracting with Canada (CLC 050), developed with the assistance of the Canadian Commercial Corporation, demonstrates the efficiency and effectiveness of contracting with Canadian companies. **1 CLP**

Contractors Accompanying the Force (CLC 112) introduces basic acquisition and contract management requirements related to implementation of DoDI 3020.41, Contractor Personnel Authorized to Accompany the U.S. Armed Forces. **1 CLP**

Contractual Incentives (CLC 018) focuses on the balance between government and industry goals and objectives in crafting an effective incentive strategy that delivers value to both parties. **3 CLPs**

*No CLPs are awarded for briefings.

DCMA Intern Training (CLC 105) provides introductory information for new members of the Defense Contract Management Agency. **2 CLPs**

Defense Subcontract Management (CLC 001) addresses subcontracting activities from the perspective of the staff of a defense acquisition program office. The module also addresses the activities of supporting government offices and agencies, issues faced by prime contractors employing subcontractors, and issues faced by subcontractors themselves. ***4 CLPs***

Essentials of Interagency Acquisitions/Fair Opportunity (CLC 030) provides acquisition professionals with a better understanding of the need to ensure that non-DoD contracting instruments are appropriately used by DoD. ***2.5 CLP***

Facilities Capital Cost of Money (CLC 103) provides points to consider as you develop a prenegotiation position for facilities capital cost of money that is fair and reasonable, given market research and proposed information from the offeror. **1.5 CLPs**

Implementing Price-Based Acquisition (CLC 016) examines how the contracting officer or contracting specialist can use price-based acquisition as a tool to streamline the source selection process. (Briefing) **0 CLPs***

Indirect Costs (CLC 008) serves as a primer for those who are unfamiliar with indirect costs associated with pricing of contracts, interim contract billing, and determination of actual contract costs. **1 CLP**

Leveraging DCMA for Program Success (CLC 019) details Defense Contract Management Agency (DCMA) products and services that can be utilized to reduce program risk. **2 CLPs**

Market Research (CLC 004) explains market research and its importance in acquiring weapons and combat system capabilities better, faster, and more cheaply. **3 CLPs**

OPSEC Contract Requirements (CLC 107) outlines the basic elements of operations security (OPSEC), identifies the role of OPSEC within the Department of Defense, and defines the OPSEC responsibilities of program managers and contracting officers. **1 CLP**

Organizational Conflicts of Interest (OCI) (CLC 132) provides an overview of the increasing risk of OCIs in federal procurement, elements of an OCI, situations that lead to an OCI, and the roles and responsibilities of government agencies and contracting officers in identifying and mitigating actual or potential OCI situations **1.5 CLPs**

Other Transactions Authority (OTA) for Prototype Projects: Comprehensive Coverage (CLC 035) presents the mandatory requirements and other guidelines to consider when using OTA for prototype projects. **3 CLPs**

Other Transactions Authority (OTA) for Prototype Projects Overview (CLC 036) summarizes the mandatory requirements and other guidelines to consider when using OTA for prototype projects. **.5 CLP**

Past Performance Information (CLC 028) explains the rationale behind collecting past performance information, why it should be used, and how its use improves contractor performance. **3 CLPs**

Performance Based Payments (PBPs) Overview (CLC 026) presents an overview of the fundamental concepts of PBPs and the guidance necessary for implementing a PBP financing structure as part of a fixed-price contract. **.5 CLP**

Performance Based Services Acquisition (PBSA) (CLC 013) explains how PBSA strategies adapt best commercial practices and maximize performance, innovation, and competition. **6 CLPs**

Predictive Analysis and Quality Assurance (CLC 042) provides an overview of quality assurance activities and how they relate to the use of predictive analysis as a tool to form assumptions of future events. **1 CLP**

Predictive Analysis and Scheduling (CLC 040) provides an overview of the various types of schedules used by DCMA personnel and a background of how predictive analysis is utilized to determine and maintain schedules. **1 CLP**

Predictive Analysis and Systems Engineering (CLC 041) provides an overview of how predictive analysis plays a role in systems engineering. Various systems engineering tools are also discussed. **1 CLP**

Procedures, Guidance, and Information (CLC 113) presents basic information about the Defense Federal Acquisition Regulation Supplement (DFARS) procedures, guidance, and information. **1 CLP**

Profit Policy Revisions (CLC 022) addresses changes to DoD's profit policy as a result of DFARS Cases 2000-D300 and 2000-D018. **1 CLP**

Provisional Award Fee Awareness (CLC 034) explains the DFARS guidance, effective January 13, 2004, for the use of provisional award fee payments in cost-plus-award-fee contracts. **1 CLP**

Reverse Auctioning (CLC 031) introduces a new Internet-based contracting technique used by the DoD acquisition community to achieve significant cost savings through e-commerce capabilities. **1 CLP**

*No CLPs are awarded for briefings.

Sealed Bidding (CLC 003) provides the Federal procurement professional a better understanding of contracting for supplies and services using the sealed bidding process. **2 CLPs**

Section 803 Competition Requirements (CLC 017) addresses the new Section 803 Policy: Competition for Purchase of Services Pursuant to Multiple Award Contracts and is intended for all personnel involved with service contracts. **1 CLP**

Service-Disabled Veteran-Owned Small Business Program (CLC 009) explains the basic requirements of the Service-Disabled Veteran-Owned Small Business Program. **1 CLP**

Simplified Acquisition Procedures Overview (CLC 005) aims at providing Federal procurement and acquisition professionals with a better understanding of contracting for supplies and services using Simplified Acquisition Procedures. **2 CLPs**

Spend Analysis Strategies (CLC 110) explains the means by which spend analysis contributes to the "commodity fact base" for identifying valuable strategic sourcing improvement opportunities. **2.5 CLPs**

Strategic Sourcing Overview (CLC 108) introduces strategic sourcing concepts and techniques for helping organizations shift from tactical to strategic purchasing. **4.5 CLPs**

Structuring Contracts for the Emerging DoD Environment (CLC 033) identifies the problems associated with poor contract structure, differentiates among special contract structures, and identifies elements of effective contract line items structure. **2 CLPs**

Time and Materials Contracts (CLC 060) includes an overview of the new policies, with links to the Federal Acquisition Regulation and Defense Federal Acquisition Regulation Supplement changes, and examples of applications. **1 CLP**

Utilities Privatization Contract Administration (CLC 120) is designed for the DoD professional involved in the contract administration, or post-award, stage of utilities privatization services contracts. **2 CLPs**

Engineering and Technology Modules

Continuous Process Improvement Familiarization (CLE 015) provides basic information concerning various CPI methodologies and tools and how their implementation can improve organizational performance to better support the warfighter. **1.5 CLPs**

DTEPI (Defense Test and Evaluation Professional Institute) Introduction to Probability and Statistics (CLE 035) covers the basics of probability and statistics for test and evaluation. **2 CLPs**

E3 and Spectrum Supportability for Acquisition Professionals (CLE 018) introduces program office and acquisition management personnel to the proper ways to consider E3 and SS concerns in the DoD systems acquisition process. **2 CLPs**

Enterprise Architecture (CLE 020) is for acquisition and sustainment professionals with an interest in the systems, activities, and organizations of Air Force Materiel Command (AFMC) program management. **2 CLPs**

Enterprise Integration Overview (CLE 006) introduces fundamental Enterprise Integration (EI) concepts, defines EI implementation strategies, and describes suggested EI best practices. **3.5 CLPs**

Information Assurance for Acquisition Professionals (CLE 025) identifies key information assurance (IA) attributes, statutory and regulatory requirements for IA, IA strategies for acquisition programs, and steps for successfully implementing IA; explains the IA certification and accreditation process; and enables program managers and other acquisition professionals to integrate IA into acquisition programs. **4 CLPs**

Introduction to Lean Enterprise Concepts (CLE 004) explains lean enterprise concepts and techniques, the key to success for many corporations around the world in the 21st century. **3.5 CLPs**

ISO 9000:2000 (CLE 201) teaches the basic elements of ISO 9000:2000 and lessons learned regarding its implementation and use. **3 CLPs**

Lean Six Sigma (CLE 007) is a continuation of the "Introduction to Lean Enterprise Concepts" and "Six Sigma: Concepts and Process" modules. **6 CLPs**

Modeling and Simulation for Systems Engineering (CLE 011) explains how modeling and sumilation (M&S) can be a benefit over the entire life cycle of a project, supports systems engineering, and can be planned and shared along with data and results. **3 CLPs**

Modeling and Simulation for Test and Evaluation (CLE 023) explains the requirements, benefits, and challenges of modeling and simulation planning and execution to support test and evaluation. **3 CLPs**

Naval Open Architecture (CLE 012) defines open architecture (OA), summarizes DoD and Navy OA policy and guidance, explains the need to transform the systems design approach, and identifies the Modular Open Systems Approach principles and benefits. **2 CLPs**

Outcome-based Performance Measures (CLE 016) defines measurement terminology related to DoD policy and provides guidance on formulating effective outcome-based performance measures for IT investments. **3 CLPs**

Privacy Protection (CLE 010) describes the general scope, guidance and laws, potential risks, and procedures necessary in understanding and promoting privacy protection. **1 CLP**

Program Manager Introduction to Anti-Tamper (AT) (CLE 022) discusses DoD critical technology and how AT fits within the spectrum of DoD activities focused on protecting critical program information. **3 CLPs**

Reliability and Maintainability (CLE 301) defines reliability, availability, and maintainability; explores the significant influence of reliability and maintainability (R&M) on key issues; and provides practical application techniques. **4 CLPs**

Six Sigma: Concepts and Process (CLE 008) introduces the foundations of the Six Sigma quality control methodology created by Motorola to increase the productivity and quality of products and customer service processes. **8 CLPs**

System Safety in Systems Engineering (CLE 009) shows how the MIL-STD-882D methodology is integrated into the DoD systems engineering process for eliminating environment, safety, and occupational health hazards or minimizing the associated risk. **3.5 CLPs**

Technical Planning (CLE 017) provides guidance for integrating program management tools with systems engineering tools into an effective approach for managing the overall program. **3 CLPs**

Technical Reviews (CLE 003) presents essential practical guidelines for integrating several different technical reviews into the systems engineering process and DoD acquisition life cycle based on best engineering practices. **3 CLPs**

Technology Readiness Assessments (TRA) (CLE 021) explains critical technology elements, technology readiness levels, technology maturation plans, and technology readiness assessment reports. **3 CLPs**

Value Engineering (VE) (CLE 001) is an overview for all personnel; it encompasses the uses of this technique to reduce cost, increase productivity, improve quality, and achieve the lowest life cycle cost. **3 CLPs**

Government Purchase Card Modules

DoD Government Purchase Card (CLG 001) presents the mandatory requirements and other guidelines to consider when using the Government Purchase Card. **3.5 CLPs**

DoD Government Purchase Card Refresher Training (CLG 004) presents the mandatory requirements and other guidelines to consider and apply when utilizing the Government Purchase Card. It was developed to provide refresher training for Government Purchase Card holders and approving officials. **3.5 CLPs**

*No CLPs are awarded for briefings.

DTRA Government Purchase Card (CLG 003) presents the mandatory requirements and other guidelines to consider and apply when DTRA personnel utilize the Government Purchase Card. **4 CLPs**

International Modules

International Armaments Cooperation, Part 1, (CLI 001) introduces the history and functioning of International Armaments Cooperation. **2 CLPs**

International Armaments Cooperation, Part 2, (CLI 002) explains the International Agreement Process and the Defense Data Exchange Program. **2 CLPs**

International Armaments Cooperation, Part 3, (CLI 003) discusses foreign participation in systems acquisition and production, cooperative logistics, and international environmental cooperation. **2 CLPs**

Logistics Modules

Business Case Analysis (CLL 015) provides an overview of DoD policy, guidance, and application of business case analysis, with a primary focus on structure, format, process, and methodology. **3 CLPs**

Defense Logistics Agency Support to the PM (CLL 002) introduces the capabilities of the Defense Logistics Agency in delivering tailored support to the program manager, operational unit, Service inventory control points, etc. **3 CLPs**

Depot Maintenance Interservice Support Agreements (DMISA) (CLL 025) explains the process for creating the DMISA and the duties involved. **5 CLPs**

Depot Maintenance Partnering (DMP) (CLL 006) introduces ways in which DMP serves as a cost-effective technique for applying a performance-based logistics philosophy in the real world. **2 CLPs**

Designing for Supportability in DoD Systems (CLL 008) provides a comprehensive overview and introduction to incorporating the principles of systems engineering throughout the system life cycle to design, develop, produce, and sustain operationally reliable, supportable, and effective systems. **3 CLPs**

Diminishing Manufacturing Sources and Material Shortages (DMSMS) Case Studies (CLL 204) provides a basic understanding of the DMSMS issues, tying together basic concepts, tools information, and skills. **2 CLPs**

Diminishing Manufacturing Sources and Material Shortages (DMSMS) Essentials (CLL 203) addresses electronics, mechanical and materials initiatives; introduces the Defense Logistics Agency's DMSMS programs and capabilities; and reviews basic techniques for component research. **2 CLPs**

Diminishing Manufacturing Sources and Material Shortages (DMSMS) Executive Overview (CLL 202) offers the executive a perspective of management/supervisory actions necessary to enable effective Diminishing Manufacturing Sources and Material Shortages (DMSMS) mitigation and thereby enhancing mission readiness, efficiency, and cost effectiveness. **1 CLP**

Diminishing Manufacturing Sources and Material Shortages (DMSMS) Fundamentals (CLL 201) introduces a working-level overview of DMSMS history, issues, tools, current initiatives, and real-life examples of successful programs. **3 CLPs**

Independent Logistics Assessments (CLL 020) introduces the formal review of the state of a program's logistics planning and documentation. **3 CLPs**

Introduction to Defense Distribution (CLL 017) introduces the organizations, processes, and tools instrumental in deployment and sustainment as well as customer service transformational efforts **2 CLPs**

Joint Systems Integrated Support Strategies (CLL 014) addresses the importance of integrated support strategies to a joint acquisition program as well as guidance and policy relevant to the development of joint strategies. **3 CLPs**

Performance Based Logistics (PBL) (CLL 011) presents PBL as the strategy of choice for product support. **3 CLPs**

Title 10 Depot Maintenance Statute Overview (CLL 022) introduces the variety of statutory requirements governing depot-level maintenance and public/private partnering agreements. **2 CLPs**

Title 10 Limitations on the Performance of Depot-Level Maintenance (50/50) (CLL 024) reviews Section 2466 of Title 10 U.S. Code, which mandates that no more than 50 percent of depot maintenance may be performed by non-DoD personnel. **3 CLPs**

Title 10 U.S.C. 2464 Core Statute Implementation (CLL 023) reviews the capabilities, methodology, policy, roles, and responsibilities required for services. **3 CLPs**

Acquisition Management & Program Management Modules

Analysis of Alternatives (AoA)—USAF Process (CLM 101) presents the process used to conduct an AoA in support of requirements development and systems acquisition. **2 CLPs**

Common Supplier Engagement (CLM 030) explains the changes resulting from the transition to an electronic acquisition model that follows e-business practices. **2 CLPs**

Contracting Overview (CLM 024) introduces the market research process, the process for developing criteria or factors that teams will use to evaluate contractors during source selection, and the use of the uniform contract format. **8 CLPs**

Corrosion Prevention and Control Overview (CLM 038) guides you through your Corrosion Prevention and Control Overview training and serves as a readily accessible reference guide to answer future questions. **8 CLPs**

Cost Estimating (CLM 016) focuses on basic cost-estimating tools and techniques that are fundamental building blocks of the acquisition process. **8 CLPs**

COTS Acquisitions for Program Managers (CLM 025) summarizes fundamental challenges organizations face when integrating commercial items into a system. **3 CLPs**

Defense Acquisition Workforce Improvement Act (DAWIA) II (CLM 033) explains the transformation from DAWIA and the amendments that enable DoD to more effectively develop and manage its AT&L workforce. **3 CLPs**

Environmental Safety and Occupational Health—Lesson from PMT 352A (CLM 035) helps program managers ensure their programs comply with ESOH statutory and regulatory requirements. **4 CLPs**

Ethics Training for AT&L Workforce (CLM 003) reinforces the most important legal ethics standards governing interaction between government personnel and contractors. **2 CLPs**

Evolutionary Acquisition (CLM 032) introduces the ideas and principles of Evolutionary Acquisition and how to apply them in a rapidly changing environment. **2 CLPs**

Technology Transfer and Export Control Fundamentals (CLM 036) explains international security and program protection, planning processes, and the role of the program manager. **2 CLPs**

Improved Statement of Work (CLM 031) explains the purpose, preparation, and evaluation and provides an understanding and appreciation of the critical role of requirements development in the acquisition process. **4 CLPs**

Information Assurance (CLM 010) describes the importance of information assurance (IA), the program manager's responsibilities, and steps for integrating IA into an acquisition program. **3 CLPs**

Information Exchange Program (IEP), Army Specific RDT&E (CLI 005) ensures that all required acquisition workforce personnel comprehend Army-specific IEP annex development, coordination, negotiation, and execution changes in policy and procedures. **1 CLP**

Information Exchange Program (IEP), DoD Generic (CLI 004) describes the procedures for implementing the DoD's IEP, why all required AT&L workforce personnel should participate in the IEP, and how to execute IEP information exchanges. **2 CLPs**

Information Exchange Program (IEP), Navy Specific RDT&E (CLI 006) describes the Navy-specific procedures for implementing the DoD's IEP, reasons for participating in the IEP, and procedures for execution of IEP information exchanges. **1 CLP**

Introduction to Interoperability (CLM 022) provides an overview of the requirements generation system, then focuses on interoperability as a key performance parameter in both Capstone and Operational Requirements Documents. (Briefing) **0 CLPs***

Introduction to Reducing Total Ownership Costs (R-TOC) (CLM 021) provides an orientation to the R-TOC requirement, defines key R-TOC concepts, describes best practices, emphasizing R-TOC from a systems perspective. **3 CLPs**

IPT Management and Leadership (CLM 014) introduces management and leadership concepts used to organize, manage, and lead an integrated product team (IPT). **8 CLPs**

Item Unique Identification (IUID) (CLM 200) enables item tracking in DoD business systems and provides reliable and accurate data for management, financial accountability, and asset management purposes. **3 CLPs**

Javits-Wagner-O'Day (JWOD) Tutorial (CLM 023) provides a better understanding of the JWOD program, which helps people with disabilities obtain or maintain employment. **1 CLP**

Net-Ready Key Performance Parameter (NR-KPP) (CLM 029) exposes program managers to the NR-KPP development resources with the ultimate goal of ensuring the necessary program interoperability and supportability (I&S) and joint interoperability test certifications. **3 CLPs**

Physical Inventories (CLM 037) explains the duties and responsibilities of an accountable property officer or property custodian. **CLPs - TBD**

Proper Financial Accounting Treatments for Military Equipment (CLM 040) addresses changes in the acquisition business process which affect how DoD values military equipment and reports these values on financial statements. **1.5 CLPs**

Quality Assurance Auditing (CLM 103) describes the distinct phases of three general types of audits: system, process, and product. **2 CLPs**

Risk Management (CLM 017) focuses on tools and processes that can be used to manage risk on a defense acquisition project. **8 CLPs**

Scheduling (CLM 012) focuses on scheduling processes and tools that can be used to develop schedules on a defense systems acquisition project. **12 CLPs**

Science and Technology—Lesson from PMT 352A (CLM 034) explains the importance of the science and technology (S&T) role in the systems acquisition process and identifies sources of S&T information. **4 CLPs**

Space Acquisition (CLM 028) explains the space acquisition process outlined in National Security Space Acquisition Policy 03-01 (NSS 03-01), which streamlines the acquisition oversight process with emphasis on the earlier phases of space program development. **4 CLPs**

Work Breakdown Structure (WBS) (CLM 013) addresses two fundamental and interrelated types of work breakdown structures—the Program WBS developed by the Performance Management Office and the contract WBS developed by the contractor. **6 CLPs**

Standard Procurement System (SPS) Modules

SPS FPDS-NG System Administrator (SPS 100) explains how to use the Standard Procurement System (SPS) and Federal Procurement Data System Next Generation (FPDS-NG) Integration at a system administrator level. **1 CLP**

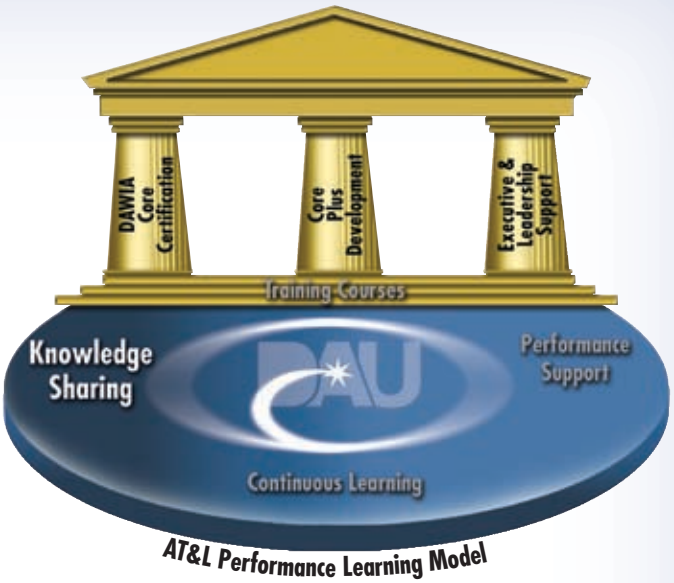
SPS FPDS-NG User (SPS 101) teaches SPS users the way SPS interfaces with FPDS-NG and the various types of contract action reports that can be created in FPDS-NG through SPS. **2.5 CLPs**

*No CLPs are awarded for briefings.

The AT&L PLM …

Knowledge Sharing

Knowledge Sharing—the blending of people, processes, and information technology—improves organizational performance through increased efficiency, effectiveness, and innovation. As a learning institution, DAU has been sharing knowledge in the classroom and through research and consulting activities for many years. By leveraging technology, sharing knowledge is no longer restricted to traditional classroom offerings. DAU expands its reach to the AT&L community through online resources and interactive venues that facilitate the sharing of experiences and lessons learned among individuals and organizations. DAU's primary components of Knowledge Sharing include the AT&L Knowledge Management System (AKMS) and the David D. Acker Virtual Library.



AT&L Performance Learning Model

AT&L Knowledge Management System

DAU provides access to online acquisition resources and learning assets via the AT&L Knowledge Management System (AKMS). The AKMS consists of the AT&L Knowledge Sharing System (AKSS), the Acquisition Community Connection (ACC), and the ACQuire search capability. The AKMS is accessible 24 hours a day, 7 days a week, and extends the concept of learning beyond the classroom and into the workplace to fully engage and support the AT&L workforce at the point of need.

AT&L Knowledge Sharing System (AKSS)

The AKSS is the central repository for acquisition policy and reference materials that leverages valued sources of knowledge developed and continuously

maintained by the Office of the Secretary of Defense, the Services, and agencies. The *Defense Acquisition Guidebook* and the *Integrated Defense Acquisition, Technology, & Logistics Life Cycle Management Framework* chart are two Acquisition Knowledge Gateways that allow users to quickly focus on elements of specific knowledge resources.

AKSS is the central gateway for AT&L resources and information, and a central source for current information on acquisition initiatives. As the primary reference tool for the Defense AT&L workforce, it provides a means to link sources of information and reference assets from various disciplines into a single integrated, centralized information source. Information available from the AKSS menu includes:

- Policy Documents
- FAR, DFARS, and other FAR Supplements
- Defense Procurement and Acquisition Policy
- Communities of Practice
- Glossaries and Acronyms
- Education and Training
- Software Tools
- Defense Acquisition Policy Center
- Video Library
- Rapid Deployment Training
- AT&L Web sites
- News and Publications
- Ask a Professor (AAP)
- Forms
- Events
- Guidebooks and Handbooks
- Ethics

Two additional Knowledge Gateways are featured on the AKSS home page:

The *Defense Acquisition Guidebook* is an interactive Web-based tool. Users can navigate through key terms and requirements in DoD Directive 5000.1, DoD Instruction 5000.2, and discretionary guidance. An on-site tutorial is available to assist users.

The *Integrated Defense Acquisition, Technology, & Logistics Life Cycle Management Framework* chart represents a new gateway to policy, guides, and other knowledge resources. The IFC is a graphical representation of the entire AT&L decision, management, and budget process. Tasks and requirements are presented as they relate to each other in both functional and time-phased views.

Become a part of the AT&L Knowledge Sharing System at **http://akss.dau.mil/jsp/default.jsp**.

Acquisition Community Connection

Acquisition Community Connection—where the AT&L workforce meets to share knowledge—is an online forum that includes Communities of Practice, Special Interest Areas, and Workspaces. The ACC provides a collaborative environment for accessing important acquisition resources, connecting with professionals in your field, sharing information and knowledge, joining in discussion areas, and creating private workspaces.

DAU makes Communities of Practice available as an extension of its learning environment. As a best-in-class corporate university, DAU enables the acquisition workforce to make better and faster business decisions by broadening the collection of tools and learning resources. The ability to access critical pieces of information and to interface with other knowledgeable workforce members is at the heart of the DAU Knowledge Sharing strategy.

For current information and access to the valuable tools listed above, visit the ACC Web site at **https://acc.dau.mil/CommunityBrowser.aspx**.

ACQuire

ACQuire is the enterprise search engine for DAU information repositories. ACQuire allows the user to select the information source—AKSS, ACC, DAG, AAP, Distance Learning courses, Continuous Learning courses, and the virtual DAU library—and search for exact terms, phrases, multiple terms, acronyms, or numerical references. ACQuire searches can also be expanded to popular DoD and commercial search engines.

Find the information you need through ACQuire at **http://acquire.dau.mil**.

DAU Virtual Library

The David D. Acker Library supports the university's curricula and its defense acquisition research. Full borrowing privileges are available to current acquisition, technology, and logistics students; and alumni may register for weekend borrowing privileges. The library participates in interlibrary loans through the Online Computer Library Center.

The David D. Acker Library maintains an online presence at **www.dau.mil/library**. A link to the catalog of collections provides easy searches by author, title, subject terms, keywords, date, and format. While all catalog entries are available in hard copy in the library collection, many of these publications are also available on the Web—in this case, the catalog record includes a link to the online publication.

Appendices

Appendix A
DAU Regions

Appendix B
Career Field Certification and Core Plus Development Guides

Appendix C
Equivalencies

Appendix D
Continuing Education Units

Appendix E
Meeting Acquisition Corps Education Standards

Appendix F
Other Products and Services Provided by DAU

APPENDICES

Capital and Northeast Region

West Region

Midwest Region

DSMC–School of Program Managers

South Region

Mid-Atlantic Region

Appendix A—DAU Regions

In order to better serve the AT&L workforce, DAU has established five regional campuses. All regions maintain training sites in addition to their main campuses. DAU's regional campuses and their additional training sites are listed below:

DAU West Region, San Diego, CA
Colorado Springs, CO
Los Angeles, CA
Pearl Harbor, HI
Port Hueneme, CA
Rock Island, IL

DAU Midwest Region, Kettering, OH
Columbus, OH
Warren, MI

DAU South Region, Huntsville, AL
Eglin AFB, FL
MacDill AFB, FL
Warner-Robins, GA

DAU Mid-Atlantic Region, California, MD
Fort Lee, VA
Kaiserslautern, Germany
Norfolk, VA

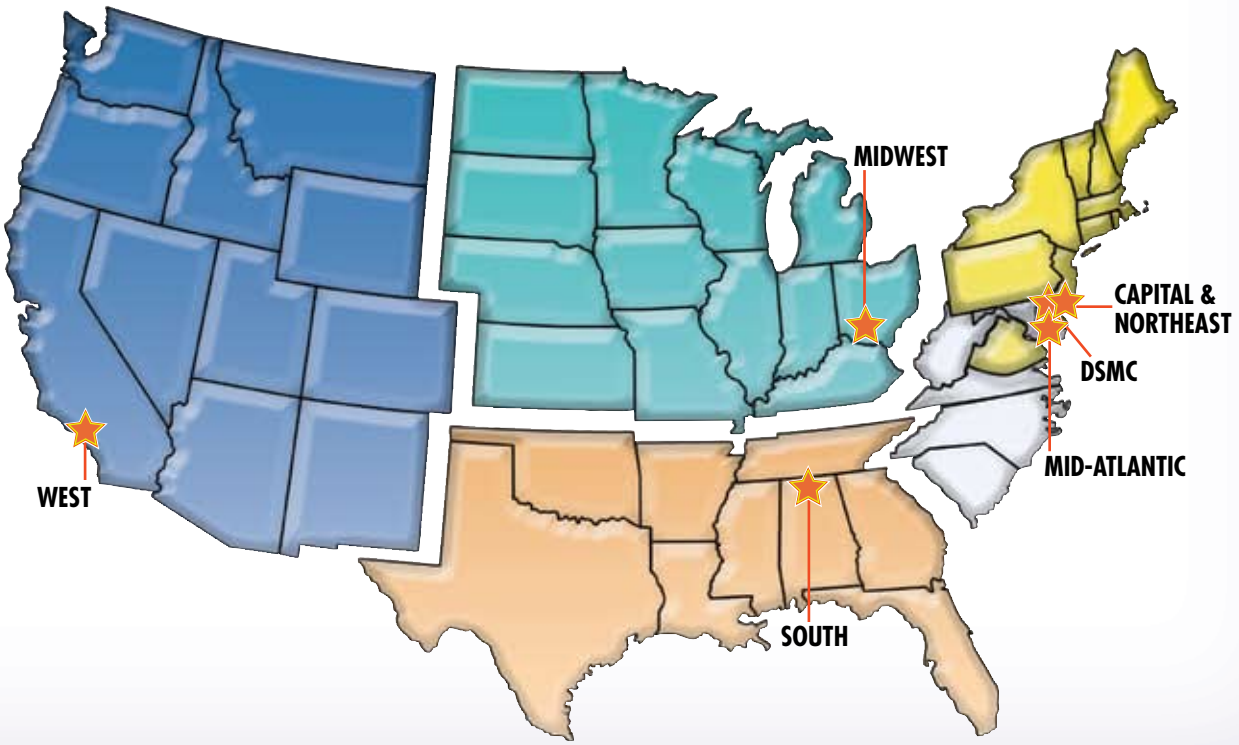
DAU Capital & Northeast Region, Fort Belvoir, VA
Fort Monmouth, NJ
Hanscom AFB, MA

The DSMC – School of Program Managers is colocated with the Capital and Northeast Region at Fort Belvoir, VA.

Each DAU campus is fully equipped to accommodate the student's needs. Housing, dining facilities, libraries, fitness facilities, and medical facilities are available to DAU students at each campus. Each training site has a minimum of one DAU-dedicated classroom with state-of-the-art instructional technology. Since all of these sites are located either on or near a military facility, a full range of support services is available.

Main campus classrooms are furnished with state-of-the-art equipment to enhance the student's learning experience. Many sites also provide bookstores, post/base exchanges and commissaries, chapels, bus transportation, barber shops, dry cleaners, and ATM locations. Upon registration, students will receive information about these and other services.

In addition to resident and online training, many classes are offered locally when the number of students in one location warrants bringing the instruction to where the workforce is concentrated. Usually this is determined by what proves to be the best value for the government. (See Chapter 3, Course Descriptions, for the method of delivery for each course.)



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DAU West Region
San Diego, California

DAU West Region
33000 Nixie Way, Bldg. 50, Suite 345
San Diego, CA 92147-5117
619-524-4800, DSN 524
Fax: 619-524-4794

Training Centers:

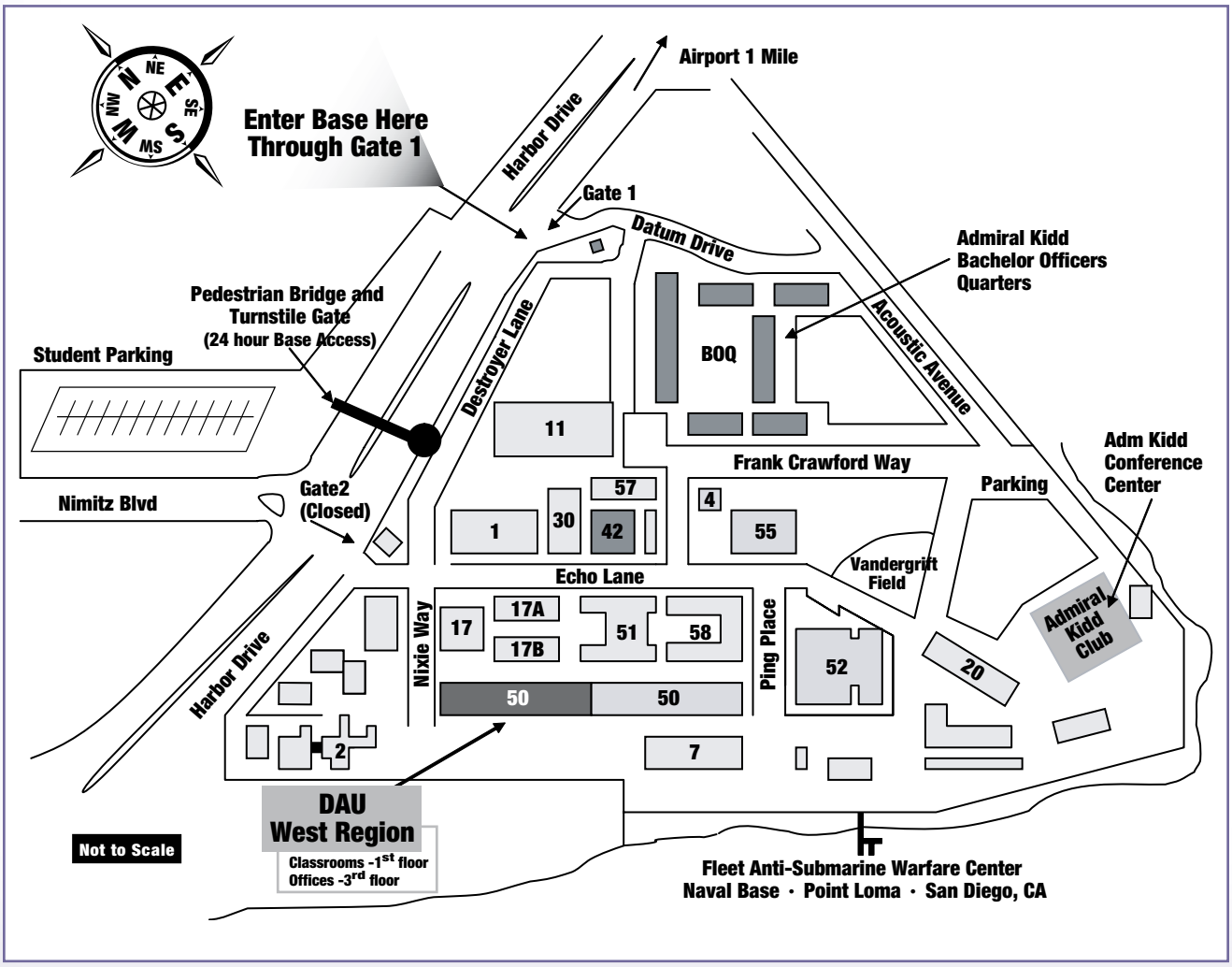
HQ National Security Space Institute
7150 Campus Drive, Suite 365
Colorado Springs, CO 80920
719-593-8794, Ext. 225

Los Angeles, CA
2401 East El Segundo Boulevard, Suite 420
Los Angeles, CA 90245
310-356-1275; Fax: 310-356-1280

Ford Island Campus
Bldg. 39, Suite 161
Ford Island
Pearl Harbor, HI 96860-4437

Port Hueneme, CA
3502 Goodspeed St.
Bldg. 1444, Suite 5
Port Hueneme, CA 93043-4425
805-982-2151, DSN 551
Fax: 805-982-4843

Rock Island, IL
Bldg. 56, 2nd Floor, Rm 222
1 Rock Island Arsenal
Rock Island, IL 61299-7640
309-782-0454, DSN 793
Fax: 309-782-0518



DAU Midwest Region
Kettering, Ohio

DAU Midwest Region
3100 Research Blvd., Pod 3, 3rd Floor
Kettering, OH 45420
937-781-1025
Fax: 937-781-1026

Training Centers:

Columbus, OH
Bldg. 10, Section 10
3990 E. Broad Street
Columbus, OH 43216
614-692-1559, DSN 850
Fax: 614-692-1552

Warren, MI
DAU-MW (TACOM)
Bldg. 231, MS 335
6501 E. 11 Mile Road
Warren, MI 48397-5000
586-574-8113, DSN 786
Fax: 586-574-7066

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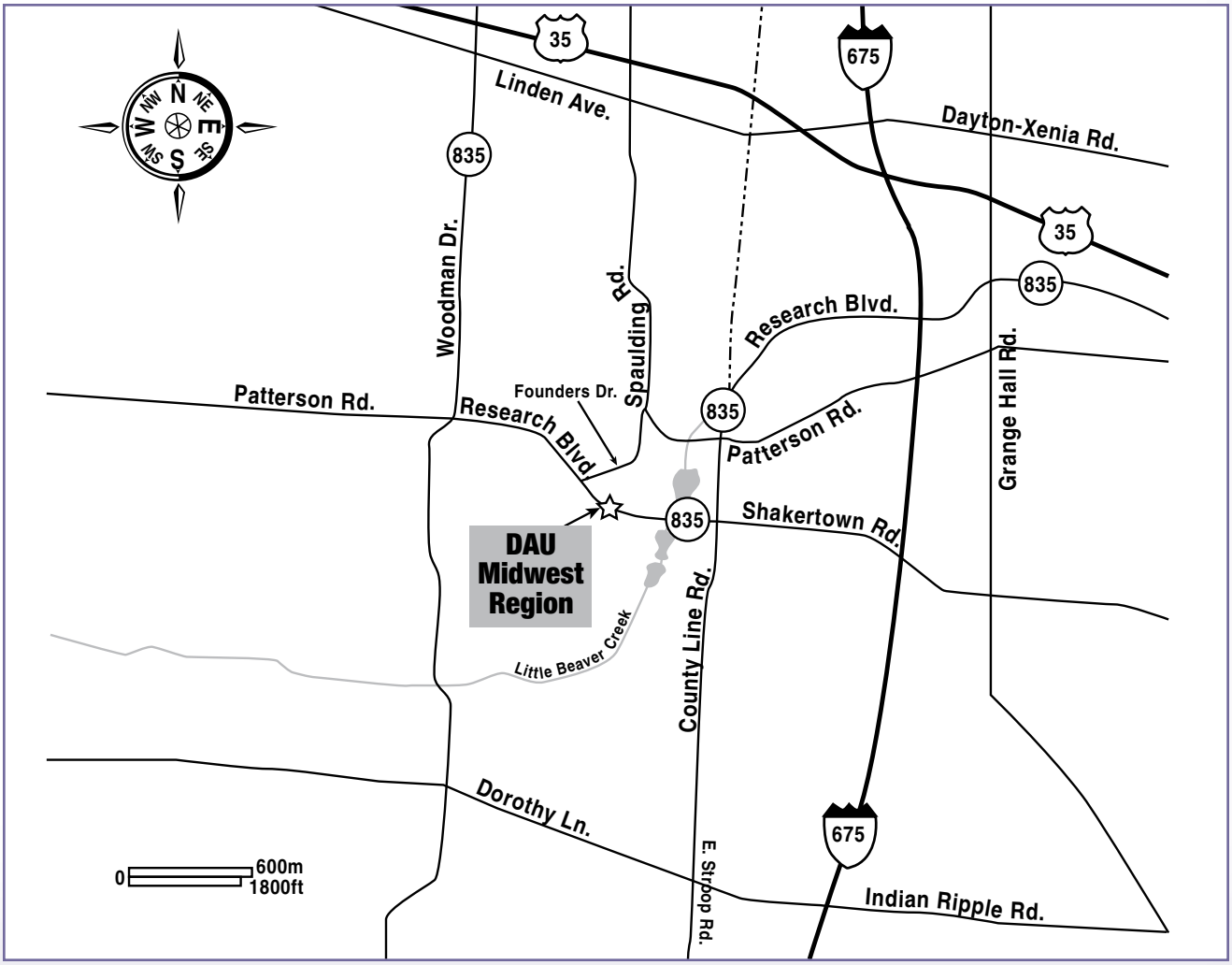


DAU South Region
Huntsville, Alabama

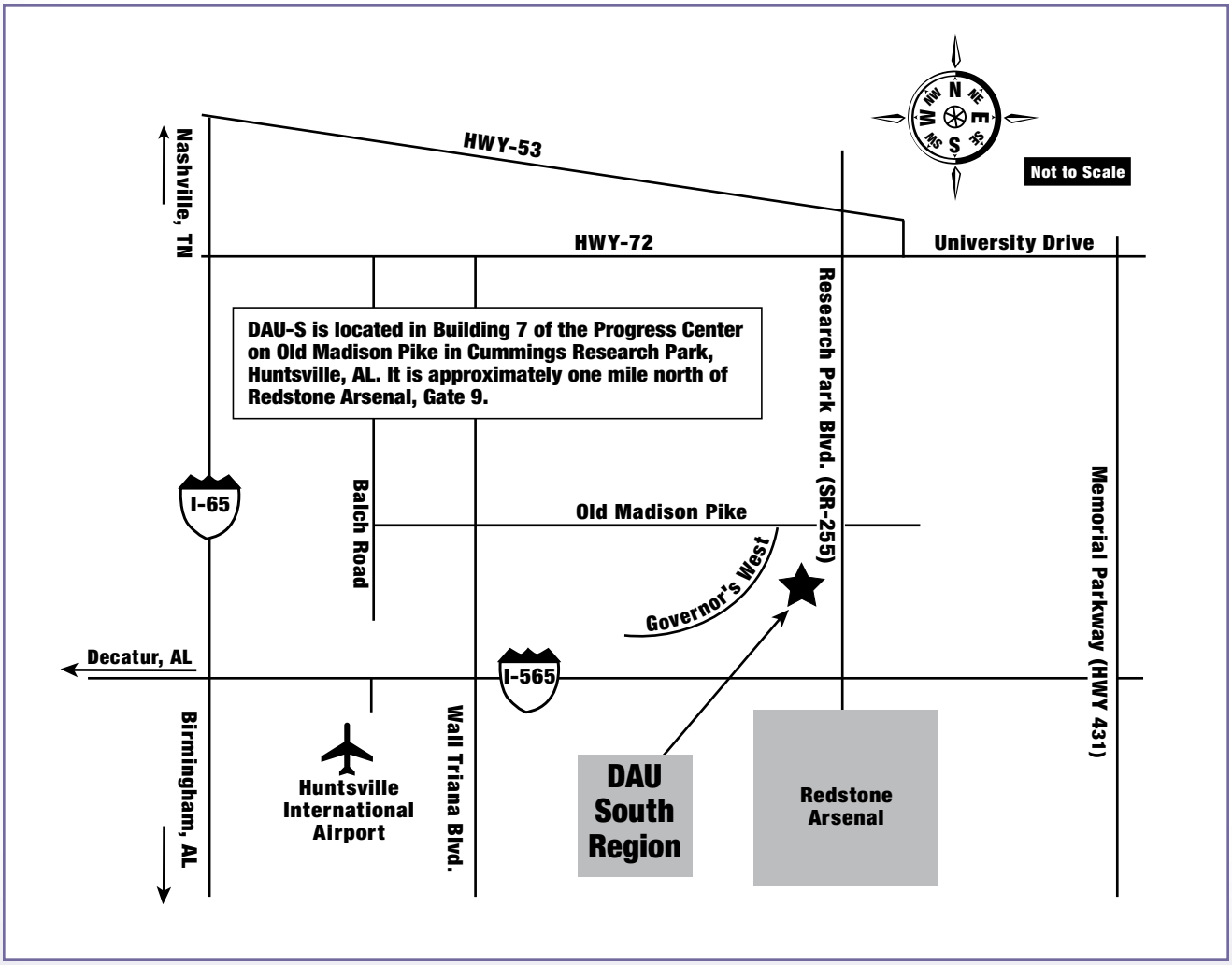
DAU South Region
6767 Old Madison Pike
Building 7
Huntsville, AL 35806
256-722-1100, DSN 569
Fax: 256-722-1003

Training Centers:

Eglin AFB
AAC/EN
102 West D Ave, 1st Floor
Eglin AFB, FL 32542-6807
850-883-4630
Fax: 850-883-3085

MacDill AFB
Special Operations Command
(SOCOM)
Building 501C
7701 Tampa Point Boulevard
MacDill AFB, FL 33621
813-826-9426
Fax: 813-826-9434

Warner-Robins, GA
WRLC/PKP
235 Byron Street
Bldg 300, West Wing, Door 23A
Robins AFB, GA 31098
478-926-9409, DSN 468
Fax: 478-327-4829



DAU Mid-Atlantic Region
California, Maryland

(Near Patuxent River Naval Air Station)

DAU Mid-Atlantic Region
23330 Cottonwood Parkway, Suite 200
California, MD 20619
240-895-7344
Fax: 240-895-7333

Training Centers:

Fort Lee, VA
2401 Quarters Road
Bldg. 12500
Fort Lee, VA 23801-1705
804-765-4411
DSN 539
Fax: 804-765-4792

Kaiserslautern, Germany
Defense Acquisition University
Bldg 164, Room 114, Rhine Ordnance Barracks
67663 Kaiserslauten Germany
(49) 631-536-6332
Fax: (49) 631-536-7056, (49) 631-536-8507

Norfolk, VA
1968 Gilbert Street
Suite 660
Norfolk, VA 23511
757-443-2350
DSN 564
Fax: 757-443-2343

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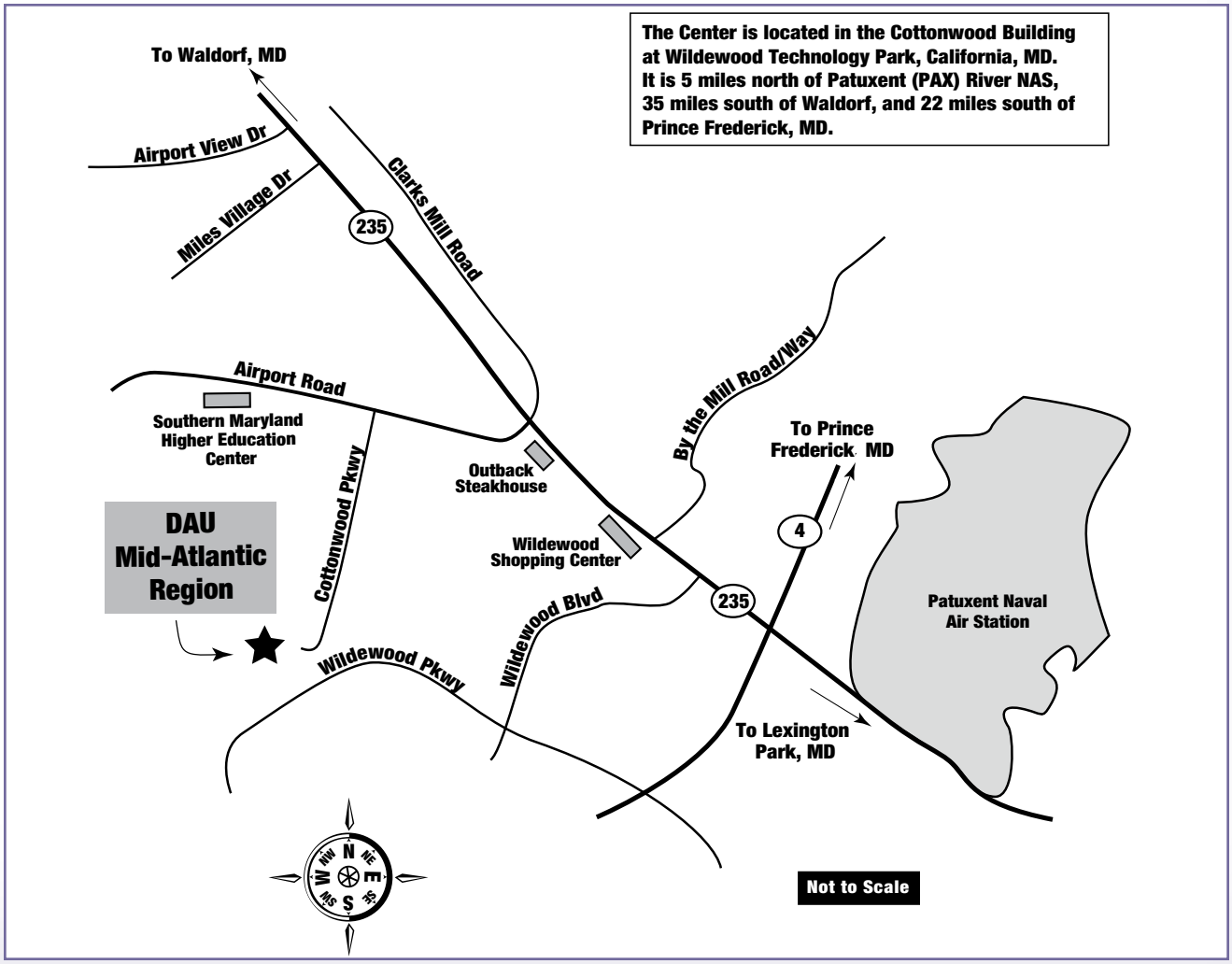


DAU Capital & Northeast Region
Fort Belvoir, Virginia

9820 Belvoir Road, Fort Belvoir, VA 22060-5565
703-805-2764, DSN 655
Fax: 703-805-2877

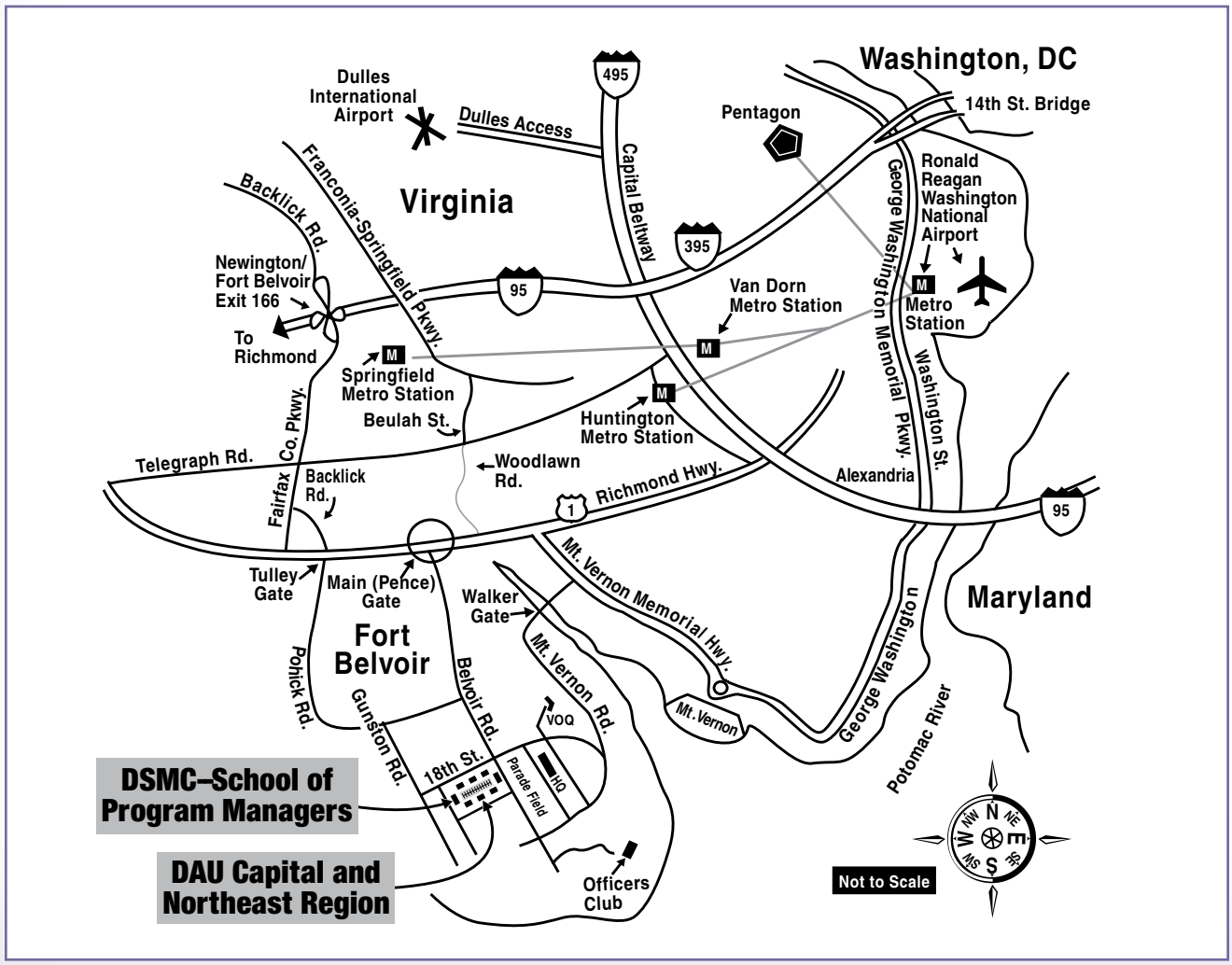
DSMC–School of Program Managers
Fort Belvoir, Virginia

9820 Belvoir Road, Fort Belvoir, VA 22060-5565
703-805-2436, DSN 655
Fax: 703-805-3201

Training Centers:

Fort Monmouth, NJ
Commander
HQ, US Army, CECOM
ATTN: AMSEL-PT-HRD, Malterer Ave., Bldg. 551
Fort Monmouth, NJ 07703
732-532-1039, DSN 992; Fax: 732-532-2780

Hanscom AFB, MA
29 Chennault Street
Bldg. 1728
Hanscom AFB, MA 01731-1706
781-377-3593, DSN 478
Fax: 781-377-9907



Appendix B—Career Field Certification and Core Plus Development Guides

The certification standards published in this catalog are effective October 1, 2007. Changes and updates to these standards are posted on the DAU Web site as they occur. Check the online catalog at ***www.dau.mil/catalog*** *for current information on certification standards and courses.*

Introduction

The Under Secretary of Defense for Acquisition, Technology and Logistics (USD(AT&L)) has approved the Core Certification Standards contained in this appendix for the DoD AT&L workforce under the authority of DoD Directive 5000.52, "Defense Acquisition Education, Training and Career Development Program." DoD components are responsible for ensuring that workforce personnel are trained and qualified for their current assignment, prepared for more responsible jobs, and cross-trained for assignments in other acquisition career fields. The authorized acquisition career fields/paths are:

- Auditing
- Business, Cost Estimating, and Financial Management
- Contracting
- Facilities Engineering
- Industrial/Contract Property Management
- Information Technology
- Life Cycle Logistics
- Production, Quality, and Manufacturing
- Program Management
- Purchasing
- Systems Planning, Research, Development and Engineering—Program Systems Engineer
- Systems Planning, Research, Development and Engineering—Science and Technology Manager
- Systems Planning, Research, Development and Engineering—Systems Engineering
- Test & Evaluation

Core Plus

The Core Plus construct was designed to advance the DoD AT&L competency management model by providing a "roadmap" for the development of acquisition workforce members beyond the minimum certification standards required for their position. Accordingly, the Core Certification Standards and Core Plus Development Guide provided in this appendix provide the acquisition workforce member a listing of the:

- Core Certification Standards by acquisition career field and level; as well as
- "Core Plus" knowledge and skills that are delivered through coursework that targets functions or tasks directly related to specific types of job assignments.

Core Plus Attributes

Core Plus helps identify the right learning for the right people at the right time during their professional development. It does this by connecting workforce members not only to their career field and level but also to their particular job assignment needs. Core Plus also identifies targeted training that relates to specific tasks in a given assignment type. As Core Plus matures, you can expect:

- "scrap learning," i.e., wasted or irrelevant course content, to be minimized;
- repetitive course content to be minimized;
- the development of more well-rounded acquisition core coursework;
- shorter functional courses required for certification;
- an increase in modular course content;
- an increase in courses targeted to workforce job assignments; and
- more flexibility, focus, and guidance in the construction of Individual Development Plans (IDPs).

Navigating the Guides

Similar to the former career field certification standards, there is a Core Certification and Core Plus Development Guide for each career field at each level—Level I (Entry), Level II (Intermediate), and Level III (Advanced).

Each guide, as displayed in the sample on page 97, is also broken down into at least four, and perhaps five, major sections:

- Types of Assignments
- Core Certification Standards
- Unique Position Training Standards (if applicable)
- Core Plus Development Guide
- Footnotes

Types of Assignments. Subject matter experts in their respective acquisition career fields have grouped the fundamental types of work associated with the career field/path into one or more types of assignments. Included is a brief description of the representative activities that best describe the assignment type. Regardless of your position title, you should be able to associate the work you generally perform with one of the assignment types listed. While the assignment types are consistent across all three levels, the representative activities will vary from one level to another.

Core Certification Standards. Each acquisition position within DoD is assigned a position category (career field/path) and a certification level that is required of the incumbent. This part of the guide outlines the minimum standards that must be met by the incumbent in order to meet the certification requirements of DoDD 5000.52, "Defense Acquisition Education,

Training, and Career Development Program." The competencies gained from fulfilling these requirements are fundamental to successful performance in the career field or path at the stated level.

To achieve certification, the requirements in each of the following core areas must be met:

- Core Acquisition Training Standards
- Core Functional Training Standards
- Core Education Standards
- Core Experience Standards

All of the elements identified in the standard must be met before an acquisition workforce member can apply for certification through his or her DoD Component processes. Workforce members have 24 months from the time they assume an acquisition position to meet these standards. The 24-month period also applies if the position category or level required of an encumbered position changes.

Unique Position Training Standards. Some career fields have additional requirements between the Core Certification Standards and the Core Plus Development Guide. When applicable, this section identifies a unique type of assignment with associated training requirements that should or must be met when assigned to the specific type of duty. When present, there is a footnote that amplifies the requirement. Coursework listed in this section is not required to meet certification standards.

Core Plus Development Guide. The Core Plus Development Guide is intended to assist employees and their supervisors in preparing an IDP by identifying training, education, and experience beyond certification requirements that may be beneficial to career development or performance in a particular type of assignment. For the initial deployment of Core Plus, most career fields have identified recommended training for broad types of assignments in the career field. DAU courses are listed by an alphanumeric designator with resident classroom and distance learning courses listed first, followed by continuous learning modules.

Footnotes. Each guide contains two or more footnotes. Footnotes are not necessarily consistent across all guides and levels. Be particularly observant of footnotes:

- in the Auditing career field;
- when the guide displays a purple Unique Position Training Standards section (Auditing, Contracting, and Program Management); and
- when there are fewer than three levels in the career field (Facilities Engineering; Purchasing; and Systems Planning, Research, Development and Engineering—Science and Technology Manager).

Constructing Your Individual Development Plan (IDP)

If you have not met the certification standards for your position, the courses listed in the Core Certification Standards section for your career field and level should be your highest priority, followed by those certification courses at the lower levels as appropriate.

From there, you and your supervisor should consider the training activities listed in the Core Plus Development Guide for your career field and level as well as the lower levels if you have not completed those activities. You should next consider higher-level guides as well as the guides of other career fields as opportunities to broaden your development.

It is important to note that these guides should not be considered all-inclusive when constructing your IDP. There are other competencies associated with training, education, and experience activities that should be addressed when constructing your IDP with your supervisor. For example, the Ethics Training for AT&L Workforce (CLM 003) continuous learning module is not addressed in the guides because it is not unique to any career field or level. However, this is a course that should appear on your IDP annually. And, of course, your IDP should always include professional development outside acquisition, such as executive skills development, conference participation, etc.

You are not expected to accomplish everything listed in the Core Plus Development Guide; it is provided as a menu from which to select training applicable to your situation. You and your supervisor should select the training that applies to your duties, program tasks, and skill development needs. The guide helps you find relevant training easily.

Finally, keep in mind that unlike certification training, there is no deadline to complete Core Plus training other than what your supervisor specifies and what you need to meet your continuous learning standards. Competency development requires a mixture of training and job experience. Pace your training while you practice your profession on the job.

For updates to these guides during the training year, consult the online version of this catalog at **www.dau.mil/catalog**.

Acronyms Used in this Chapter

ACAT—Acquisition Category
ANSI—American National Standards Institute
APB—Acquisition Program Baseline
APPS—Audit Planning and Performance System
AT&L—Acquisition, Technology, and Logistics
C2—Command and Control
C4ISR—Command, Control, Communications, Computers, Intelligence, Surveillance, and Reconnaissance
CAS—Cost Accounting Standards
CASB—Cost Accounting Standards Board
CIA—Certified Internal Auditor
CISA—Certified Information Systems Auditor
CMA—Certified Management Accountant
COR—Contracting Officer's Representative
COTS—Commercial Off-the-Shelf
CPA—Certified Public Accountant
CPI—Continuous Process Improvement
DAES—Defense Acquisition Executive Summary
DCAA—Defense Contract Audit Agency
DCMA—Defense Contract Management Agency
DPM—Deputy Program Manager
DSIMA—Depot Maintenance Interservice Support Agreements

Contracting *(Advanced)* Level III

Type of Assignment	Representative Activities
Operational Contracting	Contracting functions in support of post, camp, or station
Research & Development	Contracting functions in support of research and development
Systems Acquisition	Contracting functions in support of systems acquisition to include all ACAT programs
Logistics & Sustainment	Contracting functions performed by the Defense Logistics Agency or by other offices to sustain weapon systems
Construction/A&E	Contracting functions in support of construction and/or architect and engineering services
Contingency/Combat Operations	Contracting functions performed in a contingency or combat environment
Contract Administration Office	Contracting function is primarily focused on contract administration
Contract Cost/Price Analyst	Contracting function is primarily focused on advanced cost/price analysis
Small Business Specialist	Contracting function is primarily focused on advising small businesses or on strategies for maximizing use of small businesses
Other	Contracting functions that perform a variety of assignments or are at a headquarters, secretariat, or OSD

Core Certification Standards[1] *("R" indicates Resident instruction.)*	
Acquisition Training	• **ACQ 201A** *Intermediate Systems Acquisition, Part A*
Functional Training	• **CON 353** *Advanced Business Solutions for Mission Support* **(R)** • 1 additional course from the Harvard Business Management Modules
Education[2]	• Baccalaureate degree **and** • At least 24 semester hours in accounting, law, business, finance, contracts, purchasing, economics, industrial management, marketing, quantitative methods, or organization and management
Experience	• 4 years of contracting experience

Unique Position Training Standards[3]	
Level III contracting personnel assigned to or devoting at least 50% of their time in support of a MDAP/MAIS program	• **ACQ 201B** *Intermediate Systems Acquisition, Part B* **(R)**

Core Plus Development Guide[4]	Type of Assignment
Training *("R" indicates Resident instruction.)*	All
ACQ 201B *Intermediate Systems Acquisition, Part B*	X
See Contracting Matrix following the Certification and Core Plus Development Guide	
Education	
Master's degree in business administration or procurement	
Experience	
An additional 4 years of contracting experience	

[1] These standards list the training, education, and experience required for certification at this level.
[2] See 10 U.S.C 1724 (provides for limited exceptions).
[3] Workforce members assigned to the position(s) identified must meet the training standard(s) identified within 6 months of assignment.
[4] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this and the lower-level Core Plus Development Guides if not already completed.

Core Certification and Core Plus Development Guide Sample

DTEPI—Defense Test and Evaluation Professional Institute
EI—Enterprise Integration
EVM—Earned Value Management
EVMS—Earned Value Management Systems
FAR—Federal Acquisition Regulation
FE—Facilities Engineering
FLA—Financial Liaison Advisor
IBR—Integrated Baseline Review
IDP—Individual Development Plan
IOT&E —Independent Initial Operational Test & Evaluation
IPT—Integrated Project Teams
IUID—Item Unique Identification
JSISS—Joint Systems Integrated Support Strategies
JWOD—Javits-Wagner O'Day
LCL—Life Cycle Logistics
MAIS—Major Automated Information System
MDAP—Major Defense Acquisition Program
NDI—Non-Developmental Items
NR-KPP—Net-Ready Key Performance Parameter
OPSEC—Operations Security
OSD—Office of the Secretary of Defense
PBL—Performance Based Logistics
PBSA—Performance Based Services Acquisition
PEO—Program Executive Officer
PGI—Procedures, Guidance, and Information
PM—Program Management or Program Manager
PPBE—Planning, Programming, Budgeting, and Executing
PQM—Production, Quality & Manufacturing
PWT—Participative Work Teams
R-TOC—Reducing Total Ownership Costs
SAR—Selected Acquisition Reports
SAS—Statistical Analysis System
SCM—Supply Chain Management
SDOE—System Design and Operational Effectiveness
SE—Systems Engineering
SPRDE—Systems Planning, Research Development, and Engineering
S/W—Software
T&E—Test & Evaluation
TRA—Technology Readiness Assessments
WBS—Work Breakdown Structure

Auditing *(Entry)* Level I

Type of Assignment	Representative Activities
Auditor	• Audits financial records, reports, management controls, policies, and practices affecting or reflecting the financial condition and operation of Department of Defense and other Federal agency contractors

Core Certification Standards [1] *("R" indicates Resident instruction.)*	
Acquisition Training	None required
Functional Training	• **AUD 1130** *Technical Indoctrination* **(R)**
Education	• A baccalaureate degree in accounting; or • A baccalaureate degree in a business-related field with at least 24 semester credit hours in accounting; or • 4 years of experience in accounting; or • An equivalent combination of accounting experience, college education, and training
Experience	• 1 year of contract auditing experience

Core Plus Development Guide [2]	Type of Assignment
Training [3] *("R" indicates Resident instruction.)*	Auditor
AUD 1113 *Orientation to DCAA*	X
AUD 1114 *Orientation to Federal Procurement Regulations*	X
AUD 1115 *Orientation to Contract Auditing Procedures*	X
AUD 1116 *Orientation to DCAA Audits*	X
AUD 1261 *Scanning Guidance*	X
AUD 1265 *APPS Performance Support Module*	X
AUD 1601 *FAR 31, Allowable and Unallowable Costs*	X
AUD 1602 *Allowable Costs with Restrictions (Non-employee)*	X
AUD 1603 *Allowable Costs with Restrictions (Employee)*	X
AUD 8445 *PWT Basics*	X
AUD 9201 *New Employee Ethics*	X
Education	
No additional education specified	
Experience	
No additional experience specified	

[1] These standards list the training, education, and experience required for certification at this level.
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this Core Plus Development Guide if not already completed.
[3] For information on these courses, contact the Defense Contract Audit Institute at 901-325-6100.

Auditing *(Intermediate)* Level II

Type of Assignment	Representative Activities
Auditor	• Audits financial records, reports, management controls, policies, and practices affecting or reflecting the financial condition and operation of Department of Defense and other Federal agency contractors

Core Certification Standards[1] *("R" indicates Resident instruction.)*	
Acquisition Training	None required
Functional Training	Complete one of the following • **AUD 1320** *Intermediate Contract Auditing* **(R)** • **AUD 4120** *Statistical Sampling* **(R)**
Education	Entry below GS-9: Same as Level I Entry at GS-9: Same as Level I **and** • 2 full years of graduate education leading to a master's degree in accounting, auditing, or related field such as business administration or finance; or • 1 full year of professional accounting, auditing, or related experience
Experience	• 2 years of contract auditing experience of increasing complexity and responsibility

Core Plus Development Guide[2]	Type of Assignment
Training[3] *("R" indicates* ***Resident instruction.)***	Auditor
AUD 1121 *Briefing Contracts*	X
AUD 1122 *Accounting System Survey*	X
AUD 1126 *Adequacy of Proposals*	X
AUD 1142 *Progress Payments*	X
AUD 1170 *Financial Capability* **(R)**	X
AUD 1221 *Basic Flowcharting*	X
AUD 1232 *Internal Control Assessment* **(R)**	X
AUD 1239 *Risk and Materiality Assessment*	X
AUD 1249 *Agreed-upon Procedures*	X
AUD 1269 *Working Paper Documentation*	X
AUD 1271 *Permanent Files*	X
AUD 1283 *Fraud Awareness*	X
AUD 1325 *Internal Control Systems: Planning*	X
AUD 1326 *Internal Control Systems: Writing the Audit Report*	X
AUD 1338 *Internal Control Systems: Compensation*	X
AUD 1541 *Cost Accounting Standards* **(R)**	X
AUD 5614 *Fundamentals of Auditing Information Systems* **(R)**	X
AUD 5651 *Retrieving and Analyzing Electronic Data Using SAS* **(R)**	X
AUD 5653 *Computer Assisted Audit Techniques* **(R)**	X
AUD 6115 *Effective Report Writing — The Audit Process* **(R)**	X
AUD 6220 *Auditor Interview and Interpersonal Reactions* **(R)**	X
AUD 6240 *Oral Presentation Workshop* **(R)**	X
Education	
Beginning graduate studies leading to a master's degree in accounting or business	
Professional certification — CPA, CMA, CIA, CISA	
Experience	
Experience performing increasingly complex audits for normal position progression and with increasing independence	

[1] These standards list the training, education, and experience required for certification at this level.
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this and the lower-level Core Plus Development Guide if not already completed.
[3] For information on these courses, contact the Defense Contract Audit Institute at 901-325-6100.

Auditing *(Advanced)* Level III

Type of Assignment	Representative Activities
Auditor	• Supervises those performing contract audits; or • Acts as the subject matter expert in technical audit areas (technical specialist); or • Acts as the liaison between DCAA and buying commands (FLA)

Core Certification Standards[1]	
Acquisition Training	None required
Functional Training	None required
Education	• Same as Level II
Experience	• 3 years of contract auditing experience and attainment of position beyond senior auditor

Unique Position Training Standards[2] *("R" indicates Resident instruction.)*	
Supervisory Auditor	• **AUD 8562** *DCAA Personnel Management Policy* **(R)**
Financial Liaison Auditor	Complete one of the following: • **ACQ 101** *Fundamentals of Systems Acquisition Management* • **AUD 6240** *Oral Presentation Workshop* **(R)** • **AUD 6510** *Instructor Workshop* **(R)** • **AUD 8414** *DDI Leadership Skills* **(R)**
Technical Specialist	Complete one of the following: • **AUD 1431** *Accounting and Auditing Refresher* **(R)** • **AUD 1541** *Cost Accounting Standards* **(R)** • **AUD 2311** *Defective Pricing* • **AUD 4035** *Quantitative Methods Refresher* **(R)** • **AUD 5651** *Retrieving and Analyzing Electronic Data Using SAS* **(R)**

Core Plus Development Guide[3]	Type of Assignment
Training[4] *("R" indicates Resident instruction.)*	Auditor
ACQ 101 *Fundamentals of Systems Acquisition Management*	X
AUD 1431 *Accounting and Auditing Refresher* **(R)**	X
AUD 1570 *CAS – Administration and Coverage*	X
AUD 1571 *CAS 401, 402, and 405*	X
AUD 1572 *CAS 403, 410, 418, and 420*	X
AUD 1573 *CAS 404 and 409*	X
AUD 1574 *CAS 414 and 417*	X
AUD 1575 *CAS 406 – Cost Accounting Period*	X
AUD 1576 *CAS 408 and 415*	X
AUD 1577 *CAS 407*	X
AUD 1578 *CAS 416*	X
AUD 1579 *CAS 411*	X
AUD 1580 *CASB Disclosure Statements*	X
AUD 2311 *Defective Pricing*	X
AUD S6000 *Conflict Resolution Techniques* **(R)**	X
AUD 8414 *DDI Leadership Skills* **(R)**	X
AUD 8564 *Administration & Management of Audits for Supervisors* **(R)**	X
Education	
No additional education specified	
Experience	
No additional experience specified	

[1] These standards list the training, education, and experience required for certification at this level.
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this and the lower-level Core Plus Development Guides if not already completed.
[3] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed on the lower-level Core Plus Development Guides if not already completed.
[4] For information on these courses, contact the Defense Contract Audit Institute at 901-325-6100.

Business, Cost Estimating, and Financial Management *(Entry)* Level I

Type of Assignment	Representative Activities
Budget/Program/FM Analyst	• Applies basic concepts of budget and program principles, policies, procedures, concepts, standards, and terminology, and a general knowledge of the financial management and business operation systems • Possesses a basic knowledge of acquisition; recognizes the life cycle process of an acquisition program
CE Analyst	• Relates the processes of life cycle cost estimating within the context of materiel system acquisition in the Department of Defense
EVM Analyst	• Relates earned value management to acquisition and financial management associated processes • Identifies DoD and DFARS earned value contractual requirements • Calculates simple EVM metrics from EVM data

Core Certification Standards[1] *("R" indicates Resident instruction.)*	
Acquisition Training	• **ACQ 101** *Fundamentals of Systems Acquisition Management*
Functional Training	Complete two of the following courses: • **BCF 101** *Fundamentals of Cost Analysis* **(R)** • **BCF 102** *Fundamentals of Earned Value Management* • **BCF 103** *Fundamentals of Business Financial Management*
Education	Formal education not required for certification
Experience	• 1 year of acquisition experience in business, cost estimating, earned value, and/or financial management

Core Plus Development Guide[2]	**Type of Assignment**		
Training *("R" indicates Resident instruction.)*	Budget/Program/ FM Analyst	CE Analyst	EVM Analyst
CLB 001 *Business Management Modernization Program*	X	X	
CLB 007 *Cost Analysis*		X	X
CLB 012 *Cost as an Independent Variable*	X	X	X
CLB 014 *Acquisition Reporting Concepts and Policy Requirements for APB, DAES, and SAR*	X	X	X
CLB 016 *Introduction to Earned Value Management*	X	X	X
CLC 024 *Basic Math Tutorial*	X		
CLM 016 *Cost Estimating*		X	
Education			
Associate in Applied Science (A.A.S.) or equivalent in business or a business-related field			
Experience			
1 additional year of acquisition experience in business, cost estimating, earned value, and/or financial management in support of an acquisition program			

[1] These standards list the training, education, and experience required for certification at this level.
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this Core Plus Development Guide if not already completed.

Business, Cost Estimating, and Financial Management *(Intermediate)* Level II

Type of Assignment	Representative Activities
Budget/Program/FM Analyst	• Applies general knowledge of budget and program principles, policies, procedures, concepts, standards and terminology, and financial management and business operation systems • Applies knowledge of the acquisition life cycle process and supports development and preparation of acquisition documents • Prepares and/or reviews acquisition and financial management documents
CE Analyst	• Applies the cost estimating process in the construction of a cost estimate
EVM Analyst	• Interprets program status and predicts trends by analyzing earned value cost and schedule data as an element of integrated program management • Applies EVM concepts as principal EVM member of an IBR review IPT • Interprets ANSI EVM standard as entry level EVMS review team evaluator • Completes EVM requirements for acquisition solicitation packages

Core Certification Standards [1] *("R" indicates Resident instruction.)*	
Acquisition Training	• **ACQ 201A** *Intermediate Systems Acquisition, Part A* • **ACQ 201B** *Intermediate Systems Acquisition, Part B* **(R)**
Functional Training	• **BCF 205** *Contractor Business Strategies* **(R)** Complete ONE of the following courses (not previously taken at Level I): • **BCF 101** *Fundamentals of Cost Analysis* **(R)** • **BCF 102** *Fundamentals of Earned Value Management* • **BCF 103** *Fundamentals of Business Financial Management* Complete ONE of the following courses (related to specific job duties): • **BCF 211** *Acquisition Business Management* **(R)** • **BCF 203** *Intermediate Earned Value Management* **(R)** • **BCF 204** *Intermediate Cost Analysis* **(R)**
Education	Formal education not required for certification
Experience	• 2 years of acquisition experience in business, cost estimating, earned value, and/or financial management

Core Plus Development Guide [2]	Type of Assignment		
Training *("R" indicates Resident instruction.)*	Budget/Program/FM Analyst	CE Analyst	EVM Analyst
BCF 207 *Economic Analysis* **(R)**	X	X	X
BCF 215 *Operating and Support Cost Analysis* **(R)**	X	X	X
BCF 262 *EVMS Validation and Surveillance* **(R)**			X
BCF 263 *Principles of Schedule Management* **(R)**			X
SAM 101 *Basic Software Acquisition Management*		X	
CLB 017 *Performance Measurement Baseline*	X	X	X
CLB 018 *Earned Value and Financial Management Reports*	X	X	X
CLB 019 *Estimate at Completion*	X	X	X
CLB 020 *Baseline Maintenance*	X	X	X
CLC 005 *Simplified Acquisition Procedures*	X	X	X
CLC 007 *Contract Source Selection*	X	X	X
CLC 030 *Essentials of Interagency Acquisitions/Fair Opportunity*	X		
CLC 011 *Contracting for the Rest of Us*	X	X	
CLM 012 *Scheduling*	X	X	X
CLM 017 *Risk Management*		X	
CLM 024 *Contracting Overview*	X	X	
CLM 040 *Proper Financial Accounting Treatments for Military Equipment*	X		
Education			
Baccalaureate degree in business or a business-related field			
Experience			
1 additional year of acquisition experience in business, cost estimating, earned value, and/or financial management in support of an acquisition program			

[1] These standards list the training, education, and experience required for certification at this level.
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this and the lower-level Core Plus Development Guide if not already completed.

Business, Cost Estimating, and Financial Management *(Advanced)* Level III

Type of Assignment	Representative Activities
Budget/Program/FM Analyst	• Manages development and evaluation of budget and program improvement plans and resolves complex issues, identifies options, and negotiates with internal and external stakeholders for implementation • Advises senior management on fiscal aspects of program management, ensures fiscal integrity, supports integration of acquisition disciplines • Manages all aspects of the business financial management process for Defense acquisition programs
CE Analyst	• Performs analyses and estimates for a variety of programs
EVM Analyst	• Plans and manages the IBR process as program manager's principal earned value advisor • Leads EVMS validation reviews as review director or principle deputy • Analyzes and applies EVM data to determine root causes of existing cost and schedule problems, to forecast potential cost and schedule problems, and to forecast final project costs

Core Certification Standards[1] *("R" indicates Resident instruction.)*	
Acquisition Training	None required
Functional Training	• **BCF 301** *Business, Cost Estimating, and Financial Management Workshop* **(R)**
Education	Formal education not required for certification
Experience	• 4 years of acquisition experience in business, cost estimating, earned value, or financial management

Core Plus Development Guide[2]	Type of Assignment		
Training *("R" indicates Resident instruction.)*	Budget/Program/ FM Analyst	CE Analyst	EVM Analyst
ACQ 450 *Leading in the Acquisition Environment* **(R)**	X	X	X
ACQ 451 *Integrated Acquisition for Decision Makers* **(R)**	X	X	X
ACQ 452 *Forging Stakeholder Relationships* **(R)**	X	X	X
CON 110 *Mission Support Planning*	X		
CON 111 *Mission Planning Execution*	X		
CON 112 *Mission Performance Assessment*	X		
PMT 250 *Program Management Tools*	X	X	X
PMT 352A *Program Management Office, Part A*	X	X	X
PMT 352B *Program Management Office, Part B* **(R)**	X	X	X
CLC 008 *Indirect Costs*		X	
CLC 102 *Administration of Other Transactions*	X		
CLC 104 *Analyzing Profit or Fee*		X	
CLC 106 *Contracting Officer's Representative with a Mission Focus*	X		X
CLG 001 *DoD Government Purchase Card*	X		
CLL 015 *Business Case Analysis*	X	X	X
CLM 014 *IPT Management and Leadership*	X	X	X
CLM 101 *Analysis of Alternatives (AoA)*	X	X	
CLM 200 *Item Unique Identification*	X	X	
Education			
Graduate degree in business or a business-related field			
Experience			
2 additional years of acquisition experience in business, cost estimating, earned value, and/or financial management in support of an acquisition program			

[1] These standards list the training, education, and experience required for certification at this level.
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this and the lower-level Core Plus Development Guide if not already completed.

Contracting *(Entry)* Level I

Type of Assignment	Representative Activities
Operational Contracting	Contracting functions in support of post, camp, or station
Research & Development	Contracting functions in support of research and development
Systems Acquisition	Contracting functions in support of systems acquisition to include all ACAT programs
Logistics & Sustainment	Contracting functions performed by the Defense Logistics Agency or by other offices to sustain weapon systems
Construction/A&E	Contracting functions in support of construction and/or architect and engineering services
Contingency/Combat Operations	Contracting functions performed in a contingency or combat environment
Contract Administration Office	Contracting function is primarily focused on contract administration
Contract Cost/Price Analyst	Contracting function is primarily focused on advanced cost/price analysis
Small Business Specialist	Contracting function is primarily focused on advising small businesses or on strategies for maximizing use of small businesses
Other	Contracting functions that perform a variety of assignments or are at a headquarters, secretariat, or OSD

Core Certification Standards[1] *("R" indicates Resident instruction.)*	
Acquisition Training	None required
Functional Training	• **CON 100** *Shaping Smart Business Arrangements* **(R)** • **CON 110** *Mission Support Planning* • **CON 111** *Mission Planning Execution* • **CON 112** *Mission Performance Assessment* • **CLC 033** *Contract Format and Structure for the DoD eBusiness Environment* • **CON 120** *Mission Focused Contracting* **(R)**
Education[2]	• Baccalaureate degree **and** • At least 24 semester hours in accounting, law, business, finance, contracts, purchasing, economics, industrial management, marketing, quantitative methods, or organization and management
Experience	• 1 year of contracting experience

Unique Position Training Standards[3]	
Level I contracting personnel assigned to support a MDAP/MAIS program	• **ACQ 101** *Fundamentals of Systems Acquisition Management*

Core Plus Development Guide[4]	**Type of Assignment**
Training *("R" indicates Resident instruction.)*	All
ACQ 101 *Fundamentals of Systems Acquisition Management*	X
See Contracting Matrix following the Certification and Core Plus Development Guide for Level III in Contracting	
Education	
No additional education specified	
Experience	
No additional experience specified	

[1] These standards list the training, education, and experience required for certification at this level.
[2] See 10 U.S.C 1724 (provides for limited exceptions).
[3] Workforce members assigned to the position(s) identified should meet the training standard(s) identified within 1 year of assignment.
[4] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this Core Plus Development Guide if not already completed.

Contracting *(Intermediate)* Level II

Type of Assignment	Representative Activities
Operational Contracting	Contracting functions in support of post, camp, or station
Research & Development	Contracting functions in support of research and development
Systems Acquisition	Contracting functions in support of systems acquisition to include all ACAT programs
Logistics & Sustainment	Contracting functions performed by the Defense Logistics Agency or by other offices to sustain weapon systems
Construction/A&E	Contracting functions in support of construction and/or architect and engineering services
Contingency/Combat Operations	Contracting functions performed in a contingency or combat environment
Contract Administration Office	Contracting function is primarily focused on contract administration
Contract Cost/Price Analyst	Contracting function is primarily focused on advanced cost/price analysis
Small Business Specialist	Contracting function is primarily focused on advising small businesses or on strategies for maximizing use of small businesses
Other	Contracting functions that perform a variety of assignments or are at a headquarters, secretariat, or OSD

Core Certification Standards[1] *("R" indicates Resident instruction.)*	
Acquisition Training	• **ACQ 101** *Fundamentals of Systems Acquisition Management*
Functional Training	• **CON 214** *Business Decisions for Contracting* • **CON 215** *Intermediate Contracting for Mission Support* **(R)** • **CON 216** *Legal Considerations in Contracting* • **CON 217** *Cost Analysis and Negotiation Techniques* • **CON 218** *Advanced Contracting for Mission Support* **(R)**
Education[2]	• Baccalaureate degree **and** • At least 24 semester hours in accounting, law, business, finance, contracts, purchasing, economics, industrial management, marketing, quantitative methods, or organization and management
Experience	• 2 years of contracting experience

Unique Position Training Standards[3]	
Level II contracting personnel assigned to support a MDAP/MAIS program	• **ACQ 201A** *Intermediate Systems Acquisition, Part A* • **ACQ 201B** *Intermediate Systems Acquisition, Part B* **(R)**

Core Plus Development Guide[4]	**Type of Assignment**
Training *("R" indicates Resident instruction.)*	All
ACQ 201A *Intermediate Systems Acquisition, Part A* **(R)**	X
See Contracting Matrix following the Certification and Core Plus Development Guide for Level III in Contracting	
Education	
Graduate studies in business administration or procurement	
Experience	
An additional 2 years of contracting experience	

[1] These standards list the training, education, and experience required for certification at this level.
[2] See 10 U.S.C 1724 (provides for limited exceptions).
[3] Workforce members assigned to the position(s) identified must meet the training standard(s) identified within 1 year of assignment.
[4] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this and the lower-level Core Plus Development Guides if not already completed.

Contracting *(Advanced)* Level III

Type of Assignment	Representative Activities
Operational Contracting	Contracting functions in support of post, camp, or station
Research & Development	Contracting functions in support of research and development
Systems Acquisition	Contracting functions in support of systems acquisition to include all ACAT programs
Logistics & Sustainment	Contracting functions performed by the Defense Logistics Agency or by other offices to sustain weapon systems
Construction/A&E	Contracting functions in support of construction and/or architect and engineering services
Contingency/Combat Operations	Contracting functions performed in a contingency or combat environment
Contract Administration Office	Contracting function is primarily focused on contract administration
Contract Cost/Price Analyst	Contracting function is primarily focused on advanced cost/price analysis
Small Business Specialist	Contracting function is primarily focused on advising small businesses or on strategies for maximizing use of small businesses
Other	Contracting functions that perform a variety of assignments or are at a headquarters, secretariat, or OSD

Core Certification Standards[1] *("R" indicates Resident instruction.)*	
Acquisition Training	• **ACQ 201A** *Intermediate Systems Acquisition, Part A*
Functional Training	• **CON 353** *Advanced Business Solutions for Mission Support* **(R)** • 1 additional course from the Harvard Business Management Modules
Education[2]	• Baccalaureate degree **and** • At least 24 semester hours in accounting, law, business, finance, contracts, purchasing, economics, industrial management, marketing, quantitative methods, or organization and management
Experience	• 4 years of contracting experience

Unique Position Training Standards[3]	
Level III contracting personnel assigned to or devoting at least 50% of their time in support of a MDAP/MAIS program	• **ACQ 201B** *Intermediate Systems Acquisition, Part B* **(R)**

Core Plus Development Guide[4]	**Type of Assignment**
Training *("R" indicates Resident instruction.)*	All
ACQ 201B *Intermediate Systems Acquisition, Part B*	X
See Contracting Matrix following the Certification and Core Plus Development Guide	
Education	
Master's degree in business administration or procurement	
Experience	
An additional 4 years of contracting experience	

[1] These standards list the training, education, and experience required for certification at this level.
[2] See 10 U.S.C 1724 (provides for limited exceptions).
[3] Workforce members assigned to the position(s) identified must meet the training standard(s) identified within 6 months of assignment.
[4] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this and the lower-level Core Plus Development Guides if not already completed.

Contracting Matrix

Core Plus Development Guide	Type of Assignment									
Training *("R" indicates Resident instruction.)*	Operational Contracting	Systems Acquisition	Construction/A&E	Cont/Combat Oper	Def Agencies, Log/Sust	Research/Labs	Contract Admin	Cost/Price/Analyst	Small Bus Specialist	HQs/Other
BCF 101 *Fundamentals of Cost Analysis* **(R)**	X	X			X	X		X		
BCF 102 *Fundamentals of Earned Value Management*		X					X			
BCF 203 *Intermediate Earned Value Management* **(R)**		X					X			
CON 232 *Overhead Management of Defense Contracts* **(R)**		X				X	X	X		
CON 234 *Contingency Contracting* **(R)**				X						
CON 235 *Advanced Contract Pricing* **(R)**		X			X			X		X
CON 237 *Simplified Acquisition Procedures*	X	X	X	X	X	X	X		X	X
CON 243 *Architect-Engineer Contracting* **(R)**			X							
CON 244 *Construction Contracting* **(R)**			X							
CON 250 *Fundamentals of Cost Accounting Standards, Part I* **(R)**		X				X	X	X		
CON 251 *Fundamentals of Cost Accounting Standards, Part II* **(R)**		X				X	X	X		
CON 260A *The Small Business Program, Part A* **(R)**								X		
CON 260B *The Small Business Program, Part B* **(R)**								X		
FAC 007 *Certificate of Competency*								X		
GRT 201 *Grants and Agreements Management* **(R)**						X	X			
IND 100 *Contract Property Administration and Disposition Fundamentals* **(R)**		X			X	X	X			
CLB 007 *Cost Analysis*	X	X	X	X	X	X	X	X		X
CLB 011 *Budget Policy*		X								
CLB 016 *Introduction to Earned Value Management*		X					X			
CLC 001 *Defense Subcontract Management*	X	X	X	X	X	X	X		X	X
CLC 003 *Sealed Bidding*	X		X		X					
CLC 004 *Market Research*	X	X	X	X	X	X	X	X	X	X
CLC 005 *Simplified Acquisition Procedures*	X	X	X	X	X	X	X		X	X
CLC 006 *Contract Terminations*	X	X	X	X	X	X	X			X
CLC 007 *Contract Source Selection*	X	X	X	X	X	X	X	X	X	X
CLC 008 *Indirect Costs*		X				X	X	X		X
CLC 009 *Service-Disabled Veteran-Owned Small Business Program*	X	X	X	X	X	X	X		X	X
CLC 030 *Essentials of Interagency Acquisitions/Fair Opportunity*	X	X	X	X	X	X	X	X	X	X
CLC 013 *Performance Based Services Acquisition*	X	X	X	X	X	X	X	X		X
CLC 015 *Commercial Acquisition*	X	X	X	X	X	X	X	X	X	X
CLC 016 *Implementing Price-Based Acquisition*	X	X	X	X	X	X	X	X		X
CLC 017 *Section 803 Competition Requirements*	X	X	X	X	X	X	X	X	X	X
CLC 018 *Contractual Incentives*	X	X	X	X	X	X	X	X	X	X
CLC 019 *Leveraging DCMA for Program Success*	X	X	X	X	X	X	X	X	X	X
CLC 020 *Commercial Item Determination*	X	X	X	X	X	X	X	X	X	X
CLC 022 *Profit Policy Revisions*	X	X	X	X	X	X	X	X	X	X
CLC 023 *Commercial Item Determination — Executive Overview*	X	X	X	X	X	X	X	X	X	X
CLC 026 *Performance Based Payments Overview*	X	X	X	X	X	X	X	X	X	X
CLC 027 *Buy American Act*	X	X	X	X	X	X	X	X	X	X
CLC 031 *Reverse Auctioning*	X				X					
CLC 034 *Provisional Award Fee*	X	X				X	X			
CLC 035 *Other Transactions Authority for Prototype Projects — Comprehensive Coverage*		X				X	X			
CLC 036 *Other Transactions Authority for Prototype Projects — Overview*	X	X	X	X	X	X	X	X	X	X
CLC 037 *A-76 Competitive Sourcing Overview*	X									X
CLC 060 *Time and Materials Contracts*	X	X	X	X	X	X	X	X	X	X
CLC 102 *Administration of Other Transactions*		X				X	X			
CLC 103 *Facilities Capital Cost of Money*	X	X	X	X	X	X	X	X		X
CLC 104 *Analyzing Profit or Fee*	X	X	X	X	X	X	X	X		X

Contracting Matrix *(Continued)*

Core Plus Development Guide	Type of Assignment									
Training *("R" indicates Resident instruction.)*	Operational Contracting	Systems Acquisition	Construction/A&E	Cont/Combat Oper	Def Agencies, Log/Sust	Research/Labs	Contract Admin	Cost/Price/Analyst	Small Bus Specialist	HQs/Other
CLC 105 *DCMA Intern Training*							X			
CLC 107 *OPSEC Contract Requirements*	X	X	X	X	X	X	X			X
CLC 108 *Strategic Sourcing Overview*	X	X	X	X	X	X	X	X	X	X
CLC 110 *Spend Analysis Strategies*	X	X	X	X	X	X	X	X	X	X
CLC 112 *Contractors Accompanying the Force*	X	X	X	X	X	X	X			X
CLC 113 *Procedures, Guidance, and Information (PGI)*	X	X	X	X	X	X	X	X	X	X
CLC 114 *Contingency Contracting Officer Refresher*				X						
CLC 125 *Berry Amendment*		X					X			
CLC 131 *Commercial Item Pricing*	X	X			X	X	X	X		X
CLM 013 *Work Breakdown Structure*		X					X	X		
CLM 023 *Javits-Wagner O'Day (JWOD)*	X	X	X	X	X	X	X		X	X
CLM 031 *Improved Statement of Work*	X	X	X	X	X	X				
CLM 032 *Evolutionary Acquisition*		X					X			
CLM 038 *Corrosion Prevention and Control Overview*	X	X	X	X	X	X	X			X
CLM 040 *Proper Financial Accounting Treatments for Military Equipment*	X	X	X	X	X	X	X	X		X
CLM 200 *Item Unique Identification*	X	X	X	X	X	X	X	X	X	X
SPS 101 *Standard Procurement System and Federal Procurement Data System—NG User*	X	X	X	X	X	X	X	X	X	X

Facilities Engineering *(Entry)* Level I

Type of Assignment	Representative Activities
Facilities Engineer	All facets of facilities engineering from planning through disposal, including design, construction, environmental management, base operations and support, housing, real estate, and real property maintenance

Core Certification Standards[1] *("R" indicates Resident instruction.)*	
Acquisition Training	• **ACQ 101** *Fundamentals of Systems Acquisition Management*
Functional Training	None required
Education	Formal education not required for certification
Experience	• 1 year of acquisition experience in facilities engineering

Core Plus Development Guide[2]	Type of Assignment
Training *("R" indicates Resident instruction.)*	Facilities Engineer
CLC 028 *Past Performance Information*	X
CLM 003 *Ethics Training for Acquisition, Technology and Logistics*	X
CLM 017 *Risk Management*	X
CLM 024 *Contracting Overview*	X
CLM 035 *Environmental Safety and Occupational Health — Lesson from PMT 352A*	X
Education	
Baccalaureate degree in engineering, architecture, physics, chemistry, mathematics, community planning, business, or related fields	
Experience	
No additional experience specified	

[1] These standards list the training, education, and experience required for certification at this level.
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this Core Plus Development Guide if not already completed.

Facilities Engineering *(Intermediate)* Level II[1]

Type of Assignment	Representative Activities
Facilities Engineer	All facets of facilities engineering from planning through disposal, including design, construction, environmental management, base operations and support, housing, real estate, and real property maintenance

Core Certification Standards[2] *("R" indicates Resident instruction.)*	
Acquisition Training	None required
Functional Training	• **FE 201** *Intermediate Facilities Engineering*
Education	Formal education not required for certification
Experience	• 2 years of acquisition experience in facilities engineering

Core Plus Development Guide[3]	Type of Assignment
Training *("R" indicates Resident instruction.)*	Facilities Engineer
CLB 016 *Introduction to Earned Value Management*	X
CLE 001 *Value Engineering*	X
CLM 012 *Scheduling*	X
CLM 013 *Work Breakdown Structure*	X
CLM 016 *Cost Estimating*	X
Education	
Baccalaureate degree in engineering, architecture, physics, chemistry, mathematics, community planning, business, or related fields	
9 semester credit hours selected from accounting, business finance, law, economics, industrial management, quantitive methods, or organization and management	
Experience	
2 additional years of experience in acquisition positions of increasing responsibility and complexity	

[1] Level II is the highest certification level for this career field.
[2] These standards list the training, education, and experience required for certification at this level.
[3] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this and the lower-level Core Plus Development Guide if not already completed.

Industrial/Contract Property Management *(Entry)* Level I

Type of Assignment	Representative Activities
Industrial and/or Contract Property Management	• Oversees and manages life cycle processes for government-owned property utilized by contractors (i.e., government property in the possession of contractors and, in some instances, government-owned contractor-operated plants) • Provides advice and assistance on property-related matters during acquisition planning, contract formation, and contract management • Reviews contractor's purchasing system as it pertains to property management • Performs investigations of instances of lost, stolen, damaged, or destroyed government property and either grants relief or recommends liability

Core Certification Standards[1] *("R" indicates Resident instruction.)*	
Acquisition Training	None required
Functional Training	• **CON 100** *Shaping Smart Business Arrangements* **(R)** • **CON 110** *Mission Support Planning* • **CON 111** *Mission Planning Execution* • **CON 112** *Mission Performance Assessment* • **IND 100** *Contract Property Administration and Disposition Fundamentals* **(R)** • **IND 103** *Contract Property Systems Analysis Fundamentals*
Education	Formal education not required for certification
Experience	• 1 year of property management experience

Core Plus Development Guide[2]	**Type of Assignment**
Training *("R" indicates Resident instruction.)*	Ind/Con Prop Mgt
ACQ 101 *Fundamentals of Systems Acquisition Management*	X
Education	
Baccalaureate degree or at least 24 semester hours in accounting, law, business, finance, contracts, purchasing, economics, industrial management, marketing, quantitative methods, or organization and management	
Experience	
No additional experience specified	

[1] These standards list the training, education, and experience required for certification at this level.
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this and the lower-level Core Plus Development Guide if not already completed.

B

Industrial/Contract Property Management *(Intermediate)* Level II

Type of Assignment	Representative Activities
Industrial and/or Contract Property Management	• Develops policy and procedures for government property management • Oversees and manages life cycle processes for government-owned property utilized by contractors (i.e., government property in the possession of contractors and, in some instances, government-owned contractor-operated plants) • Provides advice and assistance on property-related matters during acquisition planning, contract formation, and contract management • Reviews contractor's purchasing system as it pertains to property management • Performs investigations of instances of lost, stolen, damaged, or destroyed government property and either grants relief or recommends liability

Core Certification Standards [1] *("R" indicates Resident instruction.)*	
Acquisition Training	• **ACQ 101** *Fundamentals of Systems Acquisition Management*
Functional Training	• **CON 214** *Business Decisions for Contracting* • **CON 216** *Legal Considerations in Contracting* • **CON 217** *Cost Analysis and Negotiation Techniques* • **IND 200** *Intermediate Contract Property Administration and Disposition* **(R)**
Education	Formal education not required for certification
Experience	• 2 years of experience in an industrial property management position

Core Plus Development Guide [2]	Type of Assignment
Training *("R" indicates Resident instruction.)*	Ind/Con Prop Mgt
ACQ 201A *Intermediate Systems Acquisition, Part A*	X
CLM 040 *Proper Financial Accounting Treatments for Military Equipment*	X
CLM 200 *Item Unique Identification*	X
Education	
Baccalaureate degree or at least 24 semester hours in accounting, law, business, finance, contracts, purchasing, economics, industrial management, marketing, quantitative methods, or organization and management	
Experience	
No additional experience specified	

[1] These standards list the training, education, and experience required for certification at this level.
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this and the lower-level Core Plus Development Guides if not already completed.

Industrial/Contract Property Management *(Advanced)* Level III

Type of Assignment	Representative Activities
Industrial and/or Contract Property Management	• Develops policy and procedures for government property management • Oversees and manages life cycle processes for government-owned property utilized by contractors (i.e., government property in the possession of contractors and, in some instances, government-owned contractor-operated plants) • Provides advice and assistance on property-related matters during acquisition planning, contract formation, and contract management • Reviews contractor's purchasing system as it pertains to property management • Performs investigations of instances of lost, stolen, damaged, or destroyed government property and either grants relief or recommends liability

Core Certification Standards[1] *("R" indicates Resident instruction.)*	
Acquisition Training	• **ACQ 201A** *Intermediate Systems Acquisition, Part A*
Functional Training	• **CON 353** *Advanced Business Solutions for Mission Support* **(R)** • 1 additional course from the Harvard Business Management Modules identified in the Core Plus Development Guide below
Education	Formal education not required for certification
Experience	• 4 years of experience in industrial property management positions of increasing responsibility and complexity

Core Plus Development Guide[2]	**Type of Assignment**
Training *("R" indicates Resident instruction.)*	Ind/Con Prop Mgt
ACQ 201B *Intermediate Systems Acquisition, Part B* **(R)**	X
HBS 104 *Leading and Motivating*	X
HBS 127 *Assessing Performance*	X
HBS 128 *Coaching*	X
HBS 131 *Giving and Receiving Feedback*	X
HBS 137 *Setting Goals*	X
Education	
Baccalaureate degree or at least 24 semester hours in accounting, law, business, finance, contracts, purchasing, economics, industrial management, marketing, quantitative methods, or organization and management	
Experience	
An additional 4 years of experience in industrial property management	

[1] These standards list the training, education, and experience required for certification at this level.
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this and the lower-level Core Plus Development Guides if not already completed.

Information Technology *(Entry)* Level I

Type of Assignment	Representative Activities
CIO Office	Identifies and describes the following: policies, laws, and regulations; emerging IT acquisition strategies; best practices; IT-related performance measures and quality management; capital planning and investment control; acquisition planning, solicitation, and administration; and information assurance
Central Design Activity (CDA)	Identifies and describes the following: basic concepts of software engineering and development activities, enterprise architecture, best practices, IT systems engineering, information assurance, IT-related technologies, test and evaluation processes, and verification and validation processes
Project Office/Field Activities	Identifies and describes the following: IT program management approaches; emerging IT acquisition strategies; best practices; IT-related performance measures and quality management; acquisition planning, solicitation, and administration; information assurance; test and evaluation processes; verification and validation processes; and fielding and sustaining IT systems

Core Certification Standards[1] *("R" indicates Resident instruction.)*	
Acquisition Training	• **ACQ 101** *Fundamentals of Systems Acquisition Management*
Functional Training	As of November 15, 2005, the contents of **IRM 101** and **SAM 101** were merged. Since November 15, 2005, the same content has been delivered under both course designators/names; therefore, **either of the following conditions must be met**: • **IRM 101** *Basic Information Systems Acquisition* **and SAM 101** *Basic Software Acquisition Management* if both courses were completed before November 15, 2005; or • **IRM 101** *Basic Information Systems Acquisition* **or SAM 101** *Basic Software Acquisition Management* if either course completed on or after November 15, 2005.
Education	Formal education not required for certification
Experience	• 1 year of acquisition experience in information technology

Core Plus Development Guide[2]	**Type of Assignment**		
Training *("R" indicates Resident instruction.)*	CIO	CDA	Project Office/Field Activities
BCF 103 *Fundamentals of Business Financial Management*	X		
SYS 101 *Fundamentals of Systems Planning, Research, Development and Engineering*	X	X	X
TST 102 *Fundamentals of Test and Evaluation*		X	X
CLB 007 *Cost Analysis*		X	X
CLB 016 *Introduction to Earned Value Management*	X	X	X
CLE 004 *Introduction to Lean Enterprise Concepts*	X	X	X
CLE 015 *Continuous Process Improvement Familiarization*	X	X	X
CLE 020 *Enterprise Architecture*	X	X	X
CLM 022 *Introduction to Interoperability*	X	X	X
Education			
Baccalaureate degree, preferably with a major in computer science, management information systems, business administration, or a related field			
Experience			
No additional experience specified			

[1] These standards list the training, education, and experience required for certification at this level.
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this Core Plus Development Guide if not already completed.

Information Technology *(Intermediate)* Level II

Type of Assignment	Representative Activities
CIO Office	Applies the following: policies, laws, and regulations; emerging IT acquisition strategies; best practices; IT-related performance measures and quality management; capital planning and investment control; acquisition planning, solicitation, and administration; and information assurance
Central Design Activity (CDA)	Applies the following: basic concepts of software engineering and development activities; enterprise architecture; best practices; IT systems engineering; information assurance; IT-related technologies; test and evaluation processes; and verification and validation processes
Project Office/Field Activities	Applies the following: IT program management approaches; emerging IT acquisition strategies; best practices; IT-related performance measures and quality management; acquisition planning, solicitation, and administration; information assurance; test and evaluation processes; verification and validation processes; and fielding and sustaining IT systems

Core Certification Standards[1] *("R" indicates Resident instruction.)*	
Acquisition Training	• **ACQ 201A** *Intermediate Systems Acquisition Management, Part A* • **ACQ 201B** *Intermediate Systems Acquisition Management, Part B* **(R)**
Functional Training	• **IRM 201** *Intermediate Information Systems Acquisition* **(R)** • **SAM 201** *Intermediate Software Acquisition Management* **(R)**
Education	Formal education not required for certification
Experience	• 2 years of acquisition experience; at least 1 year of this experience must be in information technology

Core Plus Development Guide[2]	Type of Assignment		
Training *("R" indicates Resident instruction.)*	CIO	CDA	Project Office/Field Activities
BCF 101 *Fundamentals of Cost Analysis* **(R)**	X	X	X
BCF 102 *Fundamentals of Earned Value Management*	X	X	X
LOG 101 *Acquisition Logistics Fundamentals*		X	X
SYS 202 *Intermediate Systems Planning, Research, Development and Engineering, Part I*		X	X
CLE 003 *Technical Reviews*			X
CLE 006 *Enterprise Integration Overview*	X		X
CLE 007 *Lean Six Sigma*	X	X	X
CLE 016 *Outcome-based Performance Measures*	X		X
CLE 017 *Technical Planning*			X
CLE 025 *Information Assurance for Acquisition Professionals*	X	X	X
CLE 301 *Reliability and Maintainability*		X	X
CLL 015 *Business Case Analysis*	X		X
CLM 029 *Net-Ready Key Performance Parameter (NR-KPP)*	X		X
CLM 101 *Analysis of Alternatives (AoA)*	X		X
Education			
Master's degree, preferably with a major in computer science, management information systems, business administration, or a related field			
Experience			
2 additional years of information technology acquisition experience, preferably in a program office or similar organization			

[1] These standards list the training, education, and experience required for certification at this level.
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this and the lower-level Core Plus Development Guides if not already completed.

Information Technology *(Advanced)* Level III

Type of Assignment	Representative Activities
CIO Office	Interprets, evaluates, and develops policies and/or influences laws/regulations for: emerging IT acquisition strategies; best practices; IT-related performance measures and quality management; capital planning and investment control; acquisition planning, solicitation, and administration; and information assurance
Central Design Activity (CDA)	Interprets, evaluates, and/or develops: basic concepts of software engineering and development activities; enterprise architecture; best practices; IT systems engineering; information assurance; IT-related technologies; test and evaluation processes; and verification and validation processes
Project Office/Field Activities	Interprets, evaluates, and/or develops: IT program management approaches; emerging IT acquisition strategies; best practices; IT-related performance measures and quality management; acquisition planning, solicitation, and administration; information assurance; test and evaluation processes; verification and validation processes; and fielding and sustaining IT systems

Core Certification Standards[1] *("R" indicates Resident instruction.)*	
Acquisition Training	None required
Functional Training	• **IRM 304** *Advanced Information Systems Acquisition* **(R)** • **SAM 301** *Advanced Software Acquisition Management* **(R)**
Education	Formal education not required for certification
Experience	• 4 years of information technology or software-intensive systems acquisition experience

Core Plus Development Guide[2]	**Type of Assignment**		
Training *("R" indicates Resident instruction.)*	CIO	CDA	Project Office/Field Activities
LOG 200 *Intermediate Acquisition Logistics, Part A*			X
LOG 203 *Reliability and Maintainability*		X	X
PMT 250 *Program Management Tools*	X	X	X
PMT 352A *Program Management Office Course, Part A*	X		X
SYS 203 *Intermediate Systems Planning, Research, Development and Engineering, Part II* **(R)**		X	X
CLE 021 *Technology Readiness Assessments (TRA)*			X
CLL 008 *Designing for Supportability in DoD Systems*		X	X
CLL 014 *Joint Systems Integrated Support Strategies (JSISS)*	X		X
CLM 014 *IPT Management and Leadership*	X	X	X
Education			
Master's degree, preferably with a major in computer science, management information systems, business administration, or a related field			
Experience			
4 additional years of information technology acquisition experience			

[1] These standards list the training, education, and experience required for certification at this level.
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this and the lower-level Core Plus Development Guides if not already completed.

Life Cycle Logistics *(Entry)* Level I

Type of Assignment	Representative Activities
Acquisition Logistics (e.g. Service acquisition organizations IPTs, Program Offices, Life Cycle Management Commands)	• Plans/develops effective and affordable weapons, materiel, or information systems support strategies • Ensures product support strategies meet program goals for operational effectiveness and readiness • Ensures supportability requirements consistent with cost, schedule, and performance are addressed • Plans and develops performance-based logistics (PBL) as preferred DoD product support approach • Ensures integration of all support elements to maximize system deployability, supportability, and mobility
Sustainment (e.g., Logistics/Materiel Commands/Centers, ICPs, depots, defense agencies)	• Implements effective and affordable weapons, materiel, or information systems support of fielded and/or out of production systems, including obsolescence, modernization/modification, sustaining engineering, workload allocation, public-private partnerships, supply chain management (SCM), and/or system retirement • Executes and manages system PBL support strategy, ensuring system performance requirements are met

Core Certification Standards[1] *("R" indicates Resident instruction.)*	
Acquisition Training	• **ACQ 101** *Fundamentals of Systems Acquisition Management*
Functional Training	• **LOG 101** *Acquisition Logistics Fundamentals* • **LOG 102** *Systems Sustainment Management Fundamentals* • **CLL 008** *Designing for Supportability in DoD Systems* • **CLL 011** *Performance Based Logistics (PBL)*
Education	Formal education not required for certification
Experience	• 1 year of acquisition and/or sustainment experience in life cycle logistics

Core Plus Development Guide[2]	Type of Assignment	
Training *("R" indicates Resident instruction.)*	Acquisition Logistics	Sustainment
BCF 101 *Fundamentals of Cost Analysis* **(R)**	X	
BCF 102 *Fundamentals of Earned Value Management*	X	
CON 110 *Mission Support Planning*	X	
CON 111 *Mission Planning Execution*	X	
SYS 101 *Fundamentals of Systems Planning, Research, Development and Engineering*	X	
TST 102 *Fundamentals of Test and Evaluation*	X	X
CLB 007 *Cost Analysis*	X	X
CLB 009 *Planning, Programming, Budgeting and Execution (PPBE) and Budget Exhibits*	X	X
CLB 012 *Cost as an Independent Variable*	X	
CLC 013 *Performance Based Services Acquisition (PBSA)*	X	
CLC 019 *Leveraging DCMA for Program Success*	X	X
CLC 108 *Strategic Sourcing Overview*		X
CLC 112 *Contractors Accompanying the Force*	X	X
CLE 003 *Technical Reviews*	X	
CLE 015 *Continuous Process Improvement (CPI) Familiarization*	X	X
CLE 301 *Reliability and Maintainability*	X	X
CLL 002 *Defense Logistics Agency (DLA) Support to the PM*	X	X
CLL 006 *Depot Maintenance Partnering*	X	X
CLL 014 *Joint Systems Integrated Support Strategies (JSISS)*	X	X
CLL 017 *Introduction to Defense Distribution*		X
CLM 013 *Work Breakdown Structure (WBS)*	X	
CLM 021 *Introduction to Reducing Total Ownership Costs (R-TOC)*	X	X
CLM 032 *Evolutionary Acquisition*	X	X
Education		
Baccalaureate degree in a technical, scientific, or managerial field		
Experience		
2 years of life cycle logistics experience in support of acquisition or sustainment of DoD weapons/materiel systems		

[1] These standards list the training, education, and experience required for certification at this level.
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this Core Plus Development Guide if not already completed.

Life Cycle Logistics *(Intermediate)* Level II

Type of Assignment	Representative Activities
Acquisition Logistics (e.g. Service acquisition organizations IPTs, Program Offices, Life Cycle Management Commands)	• Plans/develops effective and affordable weapons, materiel, or information systems support strategies • Ensures product support strategies meet program goals for operational effectiveness and readiness • Ensures supportability requirements consistent with cost, schedule, and performance are addressed • Plans and develops performance based logistics (PBL) as preferred DoD product support approach • Ensures integration of all support elements to maximize system deployability, supportability, and mobility
Sustainment (e.g., Logistics/Materiel Commands/Centers, ICPs, depots, defense agencies)	• Implements effective and affordable weapons, materiel, or information systems support of fielded and/or out of production systems, including obsolescence, modernization/modification, sustaining engineering, workload allocation, public-private partnerships, supply chain management (SCM), and/or system retirement • Executes and manages system PBL support strategy, ensuring system performance requirements are met

Core Certification Standards [1] *("R" indicates Resident instruction.)*	
Acquisition Training	• **ACQ 201A** *Intermediate Systems Acquisition, Part A* • **ACQ 201B** *Intermediate Systems Acquisition, Part B* **(R)**
Functional Training	• **LOG 200** *Intermediate Acquisition Logistics, Part A* • **LOG 201** *Intermediate Acquisition Logistics, Part B* **(R)** • **LOG 235** *Performance Based Logistics, Part A* • **LOG 236** *Performance Based Logistics, Part B* **(R)** • Two additional supervisor-employee agreed upon courses or continuous learning (CL) modules from Core Plus list below
Education	Formal education not required for certification
Experience	• 2 years of acquisition and/or sustainment experience in life cycle logistics

Core Plus Development Guide [2]	Type of Assignment	
Training *("R" indicates Resident instruction.)*	Acquisition Logistics	Sustainment
BCF 211 *Acquisition Business Management* **(R)**	X	
CON 112 *Mission Performance Assessment*	X	
IRM 101 *Basic Information Systems Acquisition*	X	
LOG 203 *Reliability and Maintainability*	X	X
LOG 204 *Configuration Management*	X	X
LOG 210 *Supportability Manager Tools* **(R)**	X	X
PMT 250 *Program Management Tools*	X	
PQM 101 *Production, Quality, and Manufacturing Fundamentals*		X
PQM 201A *Intermediate Production, Quality, and Manufacturing, Part A*		X
PQM 201B *Intermediate Production, Quality, and Manufacturing, Part B* **(R)**		X
SAM 101 *Basic Software Acquisition Management*	X	
SYS 202 *Intermediate Systems Planning, Research, Development and Engineering, Part I*	X	
TST 203 *Intermediate Test and Evaluation* **(R)**	X	X
CLC 004 *Market Research*	X	
CLC 018 *Contractual Incentives*	X	X
CLC 033 *Contract Format and Structure for the DoD e-Business Environment*	X	X
CLE 001 *Value Engineering*	X	
CLE 004 *Introduction to Lean Enterprise Concepts*		X
CLE 007 *Lean Six Sigma*	X	X
CLL 015 *Business Case Analysis*	X	X
CLL 020 *Independent Logistics Assessments*	X	
CLL 025 *Depot Maintenance Interservice Support Agreements (DMISA)*		X
Education		
Baccalaureate degree in a logistics, business, management, or technical field, and/or completion of a certificate program in Systems Design and Operational Effectiveness (SDOE) or similar systems engineering/technical education, business administration, and/or supply chain management		
Experience		
4 years of life cycle logistics experience in support of acquisition or sustainment of DoD weapons/materiel systems		

[1] These standards list the training, education, and experience required for certification at this level.
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this and the lower-level Core Plus Development Guides if not already completed.

Life Cycle Logistics *(Advanced)* Level III

Type of Assignment	Representative Activities
Acquisition Logistics (e.g. Service acquisition organizations IPTs, Program Offices, Life Cycle Management Commands)	• Leads/plans/develops effective and affordable weapons, materiel, or information systems support strategies • Ensures product support strategies meet program goals for operational effectiveness and readiness • Ensures supportability requirements consistent with cost, schedule, and performance are addressed • Plans and develops performance based logistics (PBL) as preferred DoD product support approach • Ensures integration of all support elements to maximize system deployability, supportability, and mobility
Sustainment (e.g., Logistics/Materiel Commands/Centers, ICPs, depots, defense agencies)	• Leads, plans, and executes effective and affordable weapons, materiel, or information systems support of fielded and/or out of production systems, including obsolescence management, modernization/modification, sustaining engineering, workload allocation, public-private partnerships, SCM, and/or system retirement • Executes and manages PBL support strategy, ensuring system performance requirements are met

Core Certification Standards[1] *("R" indicates Resident instruction.)*	
Acquisition Training	• No additional requirements
Functional Training	• **LOG 304** *Advanced Life Cycle Logistics Management* **(R)** • Two additional supervisor-employee agreed-upon courses or continuous learning (CL) modules from Core Plus list below
Education	Formal education not required for certification
Experience	• 4 years of acquisition and/or sustainment experience in life cycle logistics

Core Plus Development Guide[2]	**Type of Assignment**	
Training *("R" indicates Resident instruction.)*	Acquisition Logistics	Sustainment
ACQ 450 *Leading in the Acquisition Environment* **(R)**	X	
ACQ 451 *Integrated Acquisition for Decision Makers* **(R)**	X	
ACQ 452 *Forging Stakeholder Relationships* **(R)**	X	X
CON 237 *Simplified Acquisition Procedures*	X	
PMT 352A *Program Management Office Course, Part A*	X	
PMT 352B *Program Management Office Course, Part B* **(R)**	X	
PQM 301 *Advanced Production, Quality, and Manufacturing* **(R)**		X
SYS 203 *Intermediate Systems Planning, Research, Development and Engineering, Part II* **(R)**	X	X
TST 302 *Advanced Test and Evaluation* **(R)**	X	X
CLB 011 *Budget Policy*	X	X
CLB 016 *Introduction to Earned Value Management*	X	
CLC 011 *Contracting for the Rest of Us*	X	X
CLE 011 *Modeling and Simulation for Systems Engineering*	X	
CLL 201 *Diminishing Manufacturing Sources and Material Shortages (DMSMS) Fundamentals*	X	X
CLL 203 *Diminishing Manufacturing Sources and Material Shortages (DMSMS) Essentials*	X	X
CLL 204 *Diminishing Manufacturing Sources and Material Shortages (DMSMS) Case Studies*		X
CLM 014 *IPT Management and Leadership*	X	
CLM 017 *Risk Management*	X	X
CLM 035 *Environmental Safety and Occupational Health — Lesson from PMT 352A*	X	X
CLM 101 *Analysis of Alternatives (AoA)*	X	
CLM 200 *Item Unique Identification*	X	X
HBS 106 *Budgeting*	X	X
HBS 112 *Managing Crises*	X	X
Education		
Master's degree in a logistics, business, management, or technical field, such as systems design and operational effectiveness (SDOE) or similar systems engineering/technical education, business administration, and/or supply chain management		
Experience		
8 years of life cycle logistics experience in support of acquisition or sustainment of DoD weapons/materiel systems		

[1] These standards list the training, education, and experience required for certification at this level.
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this and the lower-level Core Plus Development Guides if not already completed.

Production, Quality, and Manufacturing *(Entry)* Level I

Type of Assignment	Representative Activities
Quality Assurance Engineer	• Builds quality characteristics (i.e., performance, cost, durability, safety, ease of use, reliability, maintainability, availability, ease of disposal, simplicity of design, and configuration management) into the designs of the products and services • Ensures consistency of requirements as they flow down to the component level
Quality Assurance Specialist	• Ensures the appropriate quality characteristics have been integrated into the products • Monitors products and services through life cycle and the supply chain • Validates/verifies adherence to specified requirements through test and measurement activities
Manufacturing/Production Engineer	• Participates in manufacturing planning • Builds producibility into designs (tooling, facilities, and products) • Evaluates production capability and capacity of manufacturing processes
Manufacturing/Production Specialist	• Performs production surveillance • Monitors schedule and delivery processes • Participates in assessing manufacturing/production readiness

Core Certification Standards [1] *("R" indicates Resident instruction.)*	
Acquisition Training	• **ACQ 101** *Fundamentals of Systems Acquisition Management*
Functional Training	• **PQM 101** *Production, Quality, and Manufacturing Fundamentals* • **CLC 024** *Basic Math Tutorial* • **CLM 017** *Risk Management*
Education	Formal education not required for certification
Experience	• 1 year of acquisition experience in manufacturing, production, or quality assurance

Core Plus Development Guide [2]	**Type of Assignment**			
Training *("R" indicates Resident instruction.)*	QA Engineer	QA Specialist	Mftg/Prod Engineer	Mftg/Prod Specialist
LOG 101 *Acquisition Logistics Fundamentals*	X	X	X	X
LOG 102 *Systems Sustainment Management Fundamentals*		X		
PQM 103 *Defense Specification Management* **(R)**	X	X	X	
PQM 104 *Specification Selection and Application* **(R)**	X	X	X	
SYS 101 *Fundamentals of Systems Planning, Research, Development and Engineering*	X	X	X	X
TST 102 *Fundamentals of Test and Evaluation*	X		X	
CLE 004 *Introduction to Lean Enterprise Concepts*	X	X	X	X
CLE 011 *Modeling and Simulation for Systems Engineering*	X		X	
CLE 015 *Continuous Process Improvement Familiarization*	X	X	X	X
CLE 025 *Information Assurance for Acquisition Professionals*	X	X	X	X
CLE 201 *ISO 9000:2000*	X	X	X	X
Education				
Baccalaureate degree in engineering, chemistry, physical science, mathematics, statistics, manufacturing or production management, industrial technology or management, business, quality assurance, or a related field				
Experience				
At least 4 weeks of rotational assignments at a contractor and/or governmental industrial facility that includes experience in quality, manufacturing, engineering, and contracting				

[1] These standards list the training, education, and experience required for certification at this level.
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this Core Plus Development Guide if not already completed.

Production, Quality, and Manufacturing *(Intermediate)* Level II

Type of Assignment	Representative Activities
Quality Assurance Engineer	• Builds quality characteristics (i.e., performance, cost, durability, safety, ease of use, reliability, maintainability, availability, ease of disposal, simplicity of design, and configuration management) into the designs of the products and services • Ensures consistency of requirements as they flow down to the component level
Quality Assurance Specialist	• Ensures appropriate quality characteristics have been integrated into the product • Monitors the products and services through life cycle and the supply chain • Validates/verifies adherence to specified requirements through test and measurement activities • Leads and coordinates quality assurance activities
Manufacturing/Production Engineer	• Evaluates manufacturing planning • Builds producibility in designs (tooling, facilities, and products) • Evaluates production capability and capacity of manufacturing processes • Coordinates with systems engineering and design functions
Manufacturing/Production Specialist	• Performs production surveillance • Monitors schedule and delivery processes • Evaluates manufacturing/production readiness

Core Certification Standards [1] *("R" indicates Resident instruction.)*	
Acquisition Training	• **ACQ 201A** *Intermediate Systems Acquisition, Part A* • **ACQ 201B** *Intermediate Systems Acquisition, Part B* **(R)**
Functional Training	• **PQM 201A** *Intermediate Production, Quality, and Manufacturing, Part A* • **PQM 201B** *Intermediate Production, Quality, and Manufacturing, Part B* **(R)** • **CLE 003** *Technical Reviews*
Education	Formal education not required for certification
Experience	• 2 years of acquisition experience in manufacturing, production, or quality assurance

Core Plus Development Guide [2]	Type of Assignment			
Training *("R" indicates Resident instruction.)*	QA Engineer	QA Specialist	Mftg/Prod Engineer	Mftg/Prod Specialist
LOG 200 *Intermediate Acquisition Logistics, Part A*	X	X	X	X
LOG 203 *Reliability and Maintainability*	X		X	
LOG 204 *Configuration Management*	X	X	X	X
PQM 202 *Commercial and Nondevelopmental Item Acquisition Course for Engineering and Technical Personnel* **(R)**		X		X
PQM 203 *Preparation of Commercial Item Descriptions*	X		X	
PQM 212 *Market Research for Engineering and Technical Personnel* **(R)**	X			
TST 203 *Intermediate Test and Evaluation*	X		X	
CLC 011 *Contracting for the Rest of Us*	X	X	X	X
CLC 042 *Predictive Analysis and Quality Assurance*	X	X		
CLE 001 *Value Engineering*	X	X	X	X
CLE 008 *Six Sigma: Concepts and Processes*		X		X
CLE 009 *Systems Safety in Systems Engineering*	X	X	X	X
CLE 017 *Technical Planning*	X		X	
CLE 301 *Reliability and Maintainability*	X	X	X	X
CLM 021 *Introduction to Reducing Total Ownership Costs (R-TOC)*	X	X	X	X
Education				
Baccalaureate degree in engineering, chemistry, physical science, mathematics, statistics, manufacturing or production management, industrial technology or management, business, quality assurance, or a related field				
Experience				
At least one 30-day rotational assignment at a contractor and/or government industrial facility that includes experience in quality, manufacturing, engineering, and contracting; 2 additional years of experience in manufacturing, production, or quality assurance				

[1] These standards list the training, education, and experience required for certification at this level.
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this and the lower-level Core Plus Development Guide if not already completed.

Production, Quality, and Manufacturing *(Advanced)* Level III

Type of Assignment	Representative Activities
Quality Assurance Engineer	• Builds quality characteristics (i.e., performance, cost, durability, safety, ease of use, reliability, maintainability, availability, ease of disposal, simplicity of design, and configuration management) into the designs of the products and services • Ensures consistency of requirements as they flow down to the component level • Manages transition through various life cycle phases • Influences continuous process improvement activities
Quality Assurance Specialist	• Ensures the appropriate quality characteristics have been integrated into the product • Monitors the products and services through life cycle and the supply chain • Validates/verifies adherence to specified requirements through test and measurement activities • Manages/leads quality assurance activities
Manufacturing/Production Engineer	• Participates in manufacturing planning • Builds producibility in designs (tooling, facilities, and products) • Evaluates production capability and capacity of manufacturing processes • Influences continuous process improvement activities and the design process
Manufacturing/Production Specialist	• Performs production surveillance • Monitors schedule and delivery processes • Manages/leads manufacturing/production readiness reviews • Manages/leads manufacturing/production processes and resources

Core Certification Standards[1] *("R" indicates Resident instruction.)*	
Acquisition Training	None required
Functional Training	• **PQM 301** *Advanced Production, Quality, and Manufacturing* **(R)**
Education	Formal education not required for certification
Experience	• 4 years of acquisition experience in manufacturing, production, or quality assurance

Core Plus Development Guide[2]	**Type of Assignment**			
Training *("R" indicates Resident instruction.)*	QA Engineer	QA Specialist	Mftg/Prod Engineer	Mftg/Prod Specialist
PMT 250 *Program Management Tools*	X	X	X	X
PMT 352A *Program Management Office Course, Part A*	X	X	X	X
CLC 019 *Leveraging DCMA for Program Success*	X	X	X	
CLC 040 *Predictive Analysis and Scheduling*			X	X
CLC 042 *Predictive Analysis and Quality Assurance*	X	X		
CLE 007 *Lean Six Sigma*	X	X	X	X
CLE 021 *Technology Readiness Assessments*	X		X	
CLL 008 *Designing for Supportability in DoD Systems*	X		X	
Education				
Master's degree in business, production management, engineering, or a related field				
Experience				
At least one 90 day rotational assignment at a contractor and/or government industrial facility that includes experience in quality, manufacturing, engineering, and contracting				

[1] These standards list the training, education, and experience required for certification at this level.
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this and the lower-level Core Plus Development Guides if not already completed.

Program Management *(Entry)* Level I

Type of Assignment	Representative Activities
Weapon Systems	Participates in an IPT delivering a weapon, C2/network-centric, or space system; performs financial and status reporting and basic logistic activities; supports preaward contract activities and workload planning and scheduling
Services	Assists in acquisition planning, assessing risk (technical, cost, and schedule), and contract tracking and performance evaluation
Business Mgt Systems/IT	Participates in a business process IPT, fundamentals of enterprise integration (EI), and outcome-based performance measures
International	N/A at Level I

Core Certification Standards[1] *("R" indicates Resident instruction.)*	
Acquisition Training	• **ACQ 101** *Fundamentals of Systems Acquisition Management*
Functional Training	• **SYS 101** *Fundamentals of Systems Planning, Research Development and Engineering* (Required for certification on 4/1/08) • **CLB 007** *Cost Analysis* (Required for certification on 4/1/08) • **CLB 016** *Introduction To Earned Value Management* (Required for certification on 4/1/08)
Education	Formal education not required for certification
Experience	• 1 year acquisition experience for Level I certification

Core Plus Development Guide[2]	**Type of Assignment**			
Training *("R" indicates Resident instruction.)*	Weapon Systems	Services	Business Mgmt/IT	International
BCF 103 *Fundamentals of Business Financial Management*	X	X	X	
IRM 101 *Basic Information Systems Acquisition*	X	X	X	
LOG 101 *Acquisition Logistics Fundamentals*	X	X		
PQM 101 *Production, Quality and Manufacturing Fundamentals*	X	X		
SAM 101 *Basic Software Acquisition Management*	X		X	
TST 102 *Fundamentals of Test and Evaluation*	X			
CLC 011 *Contracting for the Rest of Us*	X	X	X	
CLE 025 *Information Assurance for Acquisition Professionals*	X	X	X	
CLL 008 *Designing for Supportability in DoD Systems*	X	X		
CLL 011 *Performance Based Logistics*	X	X		
CLM 017 *Risk Management*	X	X	X	
CLM 022 *Introduction to Interoperability*	X	X	X	
CLM 029 *Net-Ready Key Performance Parameter (NR-KPP)*	X		X	
Education				
Baccalaureate degree, preferably with a major in engineering, systems management, or business administration				
Experience				
1 additional year acquisition experience				

[1] These standards list the training, education, and experience required for certification at this level.
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this Core Plus Development Guide if not already completed.

Program Management *(Intermediate)* Level II

Type of Assignment	Representative Activities
Weapon Systems	Structures and guides systems engineering activities; establishs a risk/opportunity program; structures and conducts technical reviews; works with contracting personnel; maintains configuration control; and leads IPTs in support of developing and delivering a weapon, C2/network-centric, or space system
Services	Structures incentives tied to desired outcomes for service contracts, prepares plans for mitigating risks, provides contract tracking and oversight, and performs most acquisition planning tasks as established in Attachment 1 to AT&L Services Memo of October 2, 2006
Business Mgt Systems/IT	Leads IPTs, identifies and manages enterprise-level business systems and issues, and applies performance measures within the acquisition community and program office context that directly impact systems under development
International	Participates in successful cooperative development or production partnership during presystem acquisition or system acquisition with allied and friendly foreign nations; other types of assignments also apply

Core Certification Standards[1] *("R" indicates Resident instruction.)*	
Acquisition Training	• **ACQ 201A** *Intermediate Systems Acquisition, Part A* • **ACQ 201B** *Intermediate Systems Acquisition, Part B* **(R)**
Functional Training	• **CON 110** *Mission Support Planning* (Required for certification on 4/1/08) • **PMT 250** *Program Management Tools* • **SAM 101** *Basic Software Acquisition Management* (Required for certification on 4/1/08)
Education	Formal education not required for certification
Experience	• 2 years acquisition experience required for Level II Certification; at least 1 year of this experience must be in program management

Core Plus Development Guide[2]	Type of Assignment			
Training *("R" indicates Resident instruction.)*	WeaponSystems	Services	Business Mgmt/IT	International
ACQ 265 *Mission Focused Services Acquisition* **(R)**		X		
BCF 102 *Fundamentals of Earned Value Management*	X	X	X	
BCF 215 *Operating and Support Cost Analysis* **(R)**	X	X	X	
LOG 102 *Systems Sustainment Management Fundamentals*	X	X		
PMT 202 *Multinational Program Management* **(R)**				X
PMT 203 *International Security and Technology Transfer/Control* **(R)**				X
PQM 101 *Production, Quality and Manufacturing Fundamentals*	X	X		
SAM 201 *Intermediate Software Acquisition Management* **(R)**	X		X	
CLE 004 *Introduction to Lean Enterprise Concepts*	X	X	X	
CLE 006 *Enterprise Integration Overview*			X	
CLE 022 *Program Manager Introduction to Anti-tamper*	X			
CLI 001 *International Armaments Cooperation (IAC) Part 1*				X
CLI 002 *International Armaments Cooperation (IAC) Part 2*				X
CLI 003 *International Armaments Cooperation (IAC) Part 3*				X
CLI 004 *Information Exchange Program (IEP), DoD Generic for RDT&E*				X
CLL 002 *Defense Logistics Agency Support to the PM*	X	X		
CLL 006 *Depot Maintenance Partnering*	X	X		
CLM 025 *COTS Acquisitions for Program Managers*	X	X	X	
CLM 031 *Improved Statement of Work*	X	X		
CLM 036 *Technology Transfer and Export Control Fundamentals*				X
Education				
Master's degree, preferably with a major in engineering, systems management, business administration, or a related field				
Experience				
An additional 2 years of acquisition experience; preferably in a systems program office or similar organization				

[1] These standards list the training, education, and experience required for certification at this level.
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this and the lower-level Core Plus Development Guides if not already completed.

Program Management *(Advanced)* Level III

Type of Assignment	Representative Activities
Weapon Systems	Leads and provides oversight of IPTs delivering a weapon, C2/network-centric, or space system; leads tasks supporting preaward contracts, financial management, risk management, systems engineering, total ownership cost determination, contract coordination, and communications
Services	Organizes and leads DoD professional, administrative, and management support service contracting as relates to developing clearly stated and actionable requirements packages; coordinates with local procurement contracting officers, and ensures opportunities for socio-economic business concerns. Performs all acquisition strategy requirements actions noted in Attachment 1 to AT&L Services Memo of October 2, 2006
Business Mgt Systems/IT	Oversees transformation integration, planning and performance, and investment management as applies to the acquisition community, program office(s), and system(s) under development
International	Plans and supervises groundwork for future cooperation during presystem acquisition or participates in successful cooperative development or production partnerships during system acquisition with allied and friendly foreign nations. Participaties in successful cooperative development or production partnership during presystem acquisition or system acquisition with allied and friendly foreign nations. Other types of assignments also apply

Core Certification Standards[1] *("R" indicates Resident instruction.)*	
Acquisition Training	None required
Functional Training	• **PMT 352A** *Program Management Office Course* • **PMT 352B** *Program Management Office Course* **(R)** • **SYS 202** *Intermediate Systems Planning, Research, Development and Engineering, Part 1* (Required for certification on 4/1/08)
Education	Formal education not required for certification
Experience	• 4 years of acquisition experience with at least: — 2 years in a program office/similar organization (dedicated matrix support to a PM, PEO, DCMA program integrator, or supervisor of shipbuilding) — 1 year in a program management position with cost, schedule, and performance responsibilities

Unique Position Training Standards[2] *("R" indicates Resident instruction.)*	
PEOs; PM/DPM of MDAP/MAIS; PM/DPM of significant nonmajor programs	**PMT 401** *Program Manager's Course* **(R) and PMT 402** *Executive Program Manager's Course* **(R); OR** **PMT 302** *Advanced Program Manager's Course* **and PMT 402** *Executive Program Manager's Course* **(R)**

Core Plus Development Guide[3]	**Type of Assignment**			
Training *("R" indicates Resident instruction.)*	Weapon Systems	Services	Business Mgmt/IT	International
ACQ 452 *Forging Stakeholder Relationships* **(R)**	X	X	X	
BCF 207 *Economic Analysis* **(R)**	X	X	X	
BCF 209 *Acquisition Reporting for MDAPs and MAIS* **(R)**	X		X	
IRM 201 *Intermediate Information Systems Acquisition* **(R)**	X	X	X	
LOG 200 *Intermediate Acquisition Logistics, Part A*	X	X		
LOG 201 *Intermediate Acquisition Logistics, Part B* **(R)**	X	X		
LOG 204 *Configuration Management*	X		X	
LOG 235 *Performance Based Logistics, Part A*	X	X		
LOG 236 *Performance Based Logistics, Part B* **(R)**	X	X		
PMT 304 *Advanced International Management Workshop* **(R)**				X
PMT 403 *Program Manager's Skills (ACAT III only)* **(R)**	X	X	X	
PQM 201A *Intermediate Production, Quality and Manufacturing, Part A*	X			
SAM 301 *Advanced Software Acquisition Management* **(R)**	X	X	X	
SYS 203 *Intermediate Systems Planning, Research, Development and Engineering, Part II* **(R)**	X			
TST 203 *Intermediate Test and Evaluation* **(R)**	X			
CLE 008 *Six Sigma: Concepts and Processes*	X	X	X	
CLL 201 *Diminishing Manufacturing Sources and Material Shortages (DMSMS) Fundamentals*	X	X	X	
Education				
At least 24 semester hours from among accounting, business finance, law, contracts, purchasing, economics, industrial management, marketing, quantitative methods, and organization and management (DANTES equivalency may be substituted)				
Experience				
An additional 2 years of acquisition experience, preferably in a systems program office or similar organization				

[1] These standards list the training, education, and experience required for certification at this level.
[2] Workforce members assigned to the position(s) identified must meet the training standard(s) identified within 6 months of assignment.
[3] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this and the lower-level Core Plus Development Guides if not already completed.

Purchasing *(Entry)* Level I

Type of Assignment	Representative Activities
Purchasing Agent or Supervisory Purchasing Agent	Purchases, rents, or leases supplies, services, and equipment through either simplified acquisition procedures or placement of orders against preestablished contractual instruments to support operational requirements

Core Certification Standards [1] *("R" indicates Resident instruction.)*	
Acquisition Training	None required
Functional Training	• **CLC 030** *Essentials of Interagency Acquisitions/Fair Opportunity* • **CLG 001** *DoD Government Purchase Card* • **CON 100** *Shaping Smart Business Arrangements* **(R)** • **CON 237** *Simplified Acquisition Procedures*
Education	Formal education not required for certification
Experience	• 1 year of purchasing experience

Core Plus Development Guide [2]	Type of Assignment
Training *("R" indicates Resident instruction.)*	Pur Agt /Sup Pur Agt
CLC 003 *Sealed Bidding*	X
CLC 004 *Market Research*	X
CLC 009 *Service-Disabled Veteran-Owned Small Business Program*	X
CLC 017 *Section 803 Competition Requirements*	X
CLC 113 *Procedures, Guidance, and Information (PGI)*	X
Education	
16 semester hours of undergraduate work with emphasis in business	
Experience	
No additional experience specified	

[1] These standards list the training, education, and experience required for certification at this level.
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this Core Plus Development Guide if not already completed.

Purchasing *(Intermediate)* Level II[1]

Type of Assignment	Representative Activities
Purchasing Agent or Supervisory Purchasing Agent	Purchases, rents, or leases supplies, services, and equipment through either simplified acquisition procedures or placement of orders against preestablished contractual instruments to support operational requirements

Core Certification Standards[2] *("R" indicates Resident instruction.)*	
Acquisition Training	None required
Functional Training	• **CON 110** *Mission Support Planning* • **CON 111** *Mission Planning Execution* • **CON 112** *Mission Performance Assessment* • **CON 120** *Mission Focused Contracting* **(R)**
Education	Formal education not required for certification
Experience	• 2 years of experience in purchasing

Core Plus Development Guide[3]	Type of Assignment
Training *("R" indicates Resident instruction.)*	Pur Agt /Sup Pur Agt
ACQ 101 *Fundamentals of Systems Acquisition Management*	X
CON 214 *Business Decisions for Contracting*	X
CON 215 *Intermediate Contracting for Mission Support* **(R)**	X
CON 216 *Legal Considerations in Contracting*	X
CON 217 *Cost Analysis and Negotiation Techniques*	X
CON 218 *Advanced Contracting for Mission Support* **(R)**	X
CLC 015 *Commercial Acquisition*	X
CLC 020 *Commercial Item Determination*	X
CLC 022 *Profit Policy Revisions*	X
CLC 023 *Commercial Item Determination: Executive Overview*	X
CLC 027 *Buy American Act*	X
CLC 060 *Time and Materials Contracts*	X
CLC 104 *Analyzing Profit or Fee*	X
CLC 131 *Commercial Item Pricing*	X
Education	
32 semester hours of undergraduate work with emphasis in business	
Experience	
No additional experience specified	

[1] Level II is the highest certification level for this career field.
[2] These standards list the training, education, and experience required for certification at this level. To be certified at this level, workforce members must also posses a Level I certification in Purchasing.
[3] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this and the lower-level Core Plus Development Guide if not already completed. Personnel who have completed all elements of this and the lower-level Guide should consider the guides associated with the Contracting career field for further development.

Systems Planning, Research, Development and Engineering—Program Systems Engineer *(Entry)* Level I

Type of Assignment	Representative Activities
Acquisition Program Systems Engineer	• Demonstrates how SE technical and technical management processes apply to acquisition programs • Interacts with program IPTs regarding the proper application of SE processes • Develops systems models and work breakdown structures • Uses top-down design and bottom-up product realization
Sustainment Program Systems Engineer	• Demonstrates how SE processes apply while working in a program office or user support team supporting in-service, out-of-production systems • Interacts with user support teams regarding sustainability and reliability/maintainability improvements on fielded systems

Core Certification Standards[1] *("R" indicates Resident instruction.)*	
Acquisition Training	• **ACQ 101** *Fundamentals of Systems Acquisition Management*
Functional Training	• **SYS 101** *Fundamentals of Systems Planning, Research, Development and Engineering* • 2 100-level courses from among the following career fields/paths: PM, T&E, PQM, LCL, BCEFM, IT or CON
Education	• Baccalaureate or graduate degree in a technical or scientific field such as engineering, physics, chemistry, biology, mathematics, operations research, engineering management, or computer science
Experience	• 2 years of technical experience (from the following career fields/paths: SPRDE-SE; SPRDE-S&T; IT; T&E; PQM; FE; PM; or LCL) in an acquisition position or performing similar functions in government

Core Plus Development Guide[2]	Type of Assignment	
Training *("R" indicates Resident instruction.)*	Acquisition Program Systems Engineer	Chief Sustainment Program Systems Engineer
BCF 101 *Fundamentals of Cost Analysis* **(R)**	X	
BCF 102 *Fundamentals of Earned Value Management*	X	
IRM 101 *Basic Information Systems Acquisition*	X	X
LOG 101 *Acquisition Logistics Fundamentals*	X	
LOG 102 *Systems Sustainment Management Fundamentals*		X
PQM 101 *Production, Quality, and Manufacturing Fundamentals*	X	
TST 102 *Fundamentals of Test and Evaluation*	X	X
CLB 009 *Planning, Programming, Budgeting and Execution (PPBE) and Budget Exhibits*	X	X
CLB 012 *Cost as an Independent Variable*	X	
CLB 016 *Introduction to Earned Value Management*	X	X
CLC 108 *Strategic Sourcing Overview*		X
CLC 112 *Contractors Accompanying the Force*		X
CLE 001 *Value Engineering*	X	X
CLE 004 *Introduction to Lean Enterprise Concepts*	X	X
CLE 009 *System Safety in Systems Engineering*	X	
CLE 011 *Modeling and Simulation for Systems Engineering*	X	
CLE 015 *Continuous Process Improvement Familiarization*	X	X
CLL 002 *Defense Logistics Agency Support to the PM*	X	X
CLL 006 *Depot Maintenance Partnering*		X
CLL 011 *Performance Based Logistics*	X	X
CLL 017 *Introduction to Defense Distribution*		X
CLM 013 *Work Breakdown Structure (WBS)*	X	
CLM 016 *Cost Estimating*	X	X
CLM 017 *Risk Management*	X	X
CLM 021 *Introduction to Reducing Total Ownership Costs (R-TOC)*	X	
CLM 022 *Introduction to Interoperability*	X	X
CLM 032 *Evolutionary Acquisition*	X	X
Education		
No additional education specified		
Experience		
No additional experience specified		

[1] These are the required standards for training, education, and experience for certification at this level.
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this Core Plus Development Guide if not already completed.

Systems Planning, Research, Development and Engineering—Program Systems Engineer *(Intermediate)* Level II

Type of Assignment	Representative Activities
Acquisition Program Systems Engineer	• Applies SE technical and technical management processes in IPTs • Develops program/project systems engineering plans, etc.
Sustainment Program Systems Engineer	• Applies SE processes in program offices and/or user support teams for in-service, out-of-production systems • Develops system upgrade/modification plans to support new or interoperability requirements • Develops obsolescence mitigation, technology insertion/modernization, reliability/maintainability improvement, etc., plans, as appropriate

Core Certification Standards[1] *("R" indicates Resident instruction.)*	
Acquisition Training	• **ACQ 201A** *Intermediate Systems Acquisition, Part A* • **ACQ 201B** *Intermediate Systems Acquisition, Part B* **(R)**
Functional Training	• **LOG 204** *Configuration Management* • **SYS 202** *Intermediate Systems Planning, Research, Development and Engineering, Part I* • **SYS 203** *Intermediate Systems Planning, Research, Development and Engineering, Part II* **(R)** • **CLE 003** *Technical Reviews* • 1 100- or 200-level course from among the following career fields/paths: PM, T&E, PQM, LCL, BCEFM, IT or CON
Education	• Baccalaureate or graduate degree in a technical or scientific field such as engineering, physics, chemistry, biology, mathematics, operations research, engineering management, or computer science
Experience	• 4 years of technical experience (from the following career fields/paths: SPRDE-SE; SPRDE-S&T; IT; T&E; PQM; FE; PM; or LCL) in an acquisition position or performing similar functions in government/industry

Core Plus Development Guide[2]	Type of Assignment	
Training *("R" indicates Resident instruction.)*	Acquisition Program Systems Engineer	Chief Sustainment Program Systems Engineer
LOG 200 *Intermediate Acquisition Logistics, Part A*	X	
LOG 201 *Intermediate Acquisition Logistics, Part B* **(R)**		X
LOG 203 *Reliability and Maintainability*		X
LOG 210 *Supportability Manager Tools* **(R)**		X
LOG 235 *Performance Based Logistics, Part A*	X	
LOG 236 *Performance Based Logistics, Part B* **(R)**		X
PMT 250 *Program Management Tools*	X	X
PQM 201A *Intermediate Production, Quality, and Manufacturing, Part A*		X
PQM 201B *Intermediate Production, Quality, and Manufacturing, Part B* **(R)**		X
TST 203 *Intermediate Test and Evaluation* **(R)**		X
CLE 007 *Lean Six Sigma*	X	X
CLE 008 *Six Sigma: Concepts and Processes*	X	X
CLE 017 *Technical Planning*	X	X
CLE 021 *Technology Readiness Assessments (TRA)*	X	
CLL 022 *Title 10 Depot Maintenance Statute Overview (Statutory Framework)*	X	
CLL 023 *Title 10 U.S.C. 2464 Core Statute Implementation*		X
CLL 024 *Title 10 Limitations on the Performance of Depot-level Maintenance (50/50)*		X
CLL 025 *Depot Maintenance Interservice Support Agreements (DMISA)*		X
CLM 029 *Net-Ready Key Performance Parameter (NR-KPP)*	X	
CLM 101 *Analysis of Alternatives (AoA)*	X	
Education		
Advanced degree or graduate studies in engineering, physics, chemistry, biology, mathematics, operations research, engineering management, computer science, or a related field		
Experience		
No additional experience specified		

[1] These are the required standards for training, education, and experience for certification at this level. Workforce members must also meet the training standards of the previous level.
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this and the lower-level Core Plus Development Guide if not already completed.

Systems Planning, Research, Development and Engineering—Program Systems Engineer *(Advanced)* Level III

Type of Assignment	Representative Activities
Acquisition Program Systems Engineer	• Lead/Chief; analyzes and applies processes while integrating multiple domains (analytic or engineering specialties) at a system or systems-of-systems level • Leads and/or manages SE activities, develops SEPs, and leads and facilitates IPTs • Demonstrates excellence in management, leadership, communications, and briefing skills
Sustainment Program Systems Engineer	• Leads and/or manages SE activities for programs supporting in-service, out of production systems • Analyzes and applies SE processes in planning and execution of obsolescence mitigation, system upgrades and modifications, technology insertion, modernization, sustainability, reliability/maintainability improvements, etc., as appropriate • Demonstrates excellence in management, leadership, communications, and briefing skills

Core Certification Standards[1] *("R" indicates Resident instruction.)*	
Acquisition Training	None required
Functional Training	• **SYS 302** *Technical Leadership in Systems Engineering* **(R)** • **CLL 008** *Designing for Supportability in DoD Systems* • 2 200- or 300-level courses from among the following career fields/paths: PM, T&E, PQM, LCL, BCEFM, IT or CON
Education	• Baccalaureate or graduate degree in a technical or scientific field such as engineering, physics, chemistry, biology, mathematics, operations research, engineering management, or computer science.
Experience	• 8 years of technical experience (from the following career fields/paths: SPRDE-SE; SPRDE-S&T; IT; T&E; PQM; FE; PM; or LCL) in an acquisition position or performing similar functions in government/industry.

Core Plus Development Guide[2]	Type of Assignment	
Training *("R" indicates Resident instruction.)*	Acquisition Program Systems Engineer	Chief Sustainment Program Systems Engineer
ACQ 450 *Leading in the Acquisition Environment* **(R)**	X	X
ACQ 451 *Integrated Acquisition for Decision Makers* **(R)**	X	X
ACQ 452 *Forging Stakeholder Relationships* **(R)**	X	X
FE 201 *Intermediate Facilities Engineering*		X
LOG 304 *Advanced Life Cycle Logistics Management* **(R)**		X
PMT 352A *Program Management Office Course, Part A*	X	X
PMT 352B *Program Management Office Course, Part B* **(R)**	X	X
PQM 301 *Advanced Production, Quality, and Manufacturing* **(R)**		X
TST 302 *Advanced Test and Evaluation* **(R)**	X	X
CLE 020 *Enterprise Architecture*	X	X
CLL 014 *Joint Systems Integrated Support Strategies (JSISS)*	X	
CLL 015 *Business Case Analysis*	X	
CLL 203 *Diminishing Manufacturing Sources and Material Shortages (DMSMS) Essentials*		X
CLL 204 *Diminishing Manufacturing Sources and Material Shortages (DMSMS) Case Studies*		X
CLM 014 *IPT Management and Leadership*	X	X
CLM 031 *Improved Statement of Work*	X	X
CLM 035 *Environmental Safety and Occupational Health—Lesson from PMT 352A*	X	X
CLM 200 *Item Unique Identification*		X
Education		
Advanced degree or graduate studies in engineering, physics, chemistry, biology, mathematics, operations research, engineering management, computer science or a related field		
Experience		
No additional experience specified		

[1] These standards list the training, education, and experience required for certification at this level. Workforce members must also meet the training standards of the previous level(s).
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this and the lower-level Core Plus Development Guides if not already completed.

Systems Planning, Research, Development and Engineering— Science and Technology Manager *(Intermediate)* Level II[1]

Type of Assignment	Representative Activities
Science & Technology	Organizes, conducts, and/or monitors science and technology activities including basic research, applied research and/or advanced technology development; may also provide direct support to acquisition program managers

Core Certification Standards[2] *("R" indicates Resident instruction.)*	
Acquisition Training	• **ACQ 101** *Fundamentals of Systems Acquisition Management*
Functional Training	• **STM 201** *Intermediate Science and Technology Management* **(R)** • **CLE 021** *Technology Readiness Assessments*
Education	Baccalaureate degree in engineering, physics, chemistry, biology, mathematics, or a related field
Experience	2 years of acquisition-related experience in science and technology

Core Plus Development Guide[3]	Type of Assignment
Training *("R" indicates Resident instruction.)*	Science & Technology
LOG 101 *Acquisition Logistics Fundamentals*	X
TST 102 *Fundamentals of Test and Evaluation*	X
CLC 106 *Contracting Officer's Representative (COR) with a Mission Focus*	X
CLE 011 *Modeling and Simulation for Systems Engineering*	X
CLE 017 *Technical Planning*	X
CLM 013 *Work Breakdown Structure (WBS)*	X
CLM 016 *Cost Estimating*	X
CLM 017 *Risk Management*	X
CLM 024 *Contracting Overview*	X
CLM 031 *Improved Statement of Work*	X
CLM 101 *Analysis of Alternatives (AoA) — USAF Process*	X
Education	
No additional education specified	
Experience	
No additional experience specified	

[1] There are no Level I certification standards or Core Plus Development Guide for this career field/path.
[2] These standards list the training, education, and experience required for certification at this level.
[3] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this Core Plus Development Guide, if not already completed.

Systems Planning, Research, Development and Engineering—Science and Technology Manager *(Advanced)* Level III

Type of Assignment	Representative Activities
Science & Technology	Leads and/or manages science and technology activities including basic research, applied research and/or advanced technology development; may also provide direct support to acquisition program managers

Core Certification Standards[1] *("R" indicates Resident instruction.)*	
Acquisition Training	None required
Functional Training	• **STM 302** *Advanced S&T Management* **(R)**
Education	• Baccalaureate degree in engineering, physics, chemistry, biology, mathematics, or a related field
Experience	• 4 years of acquisition experience of which 2 years must be in science and technology management

Core Plus Development Guide[2]	Type of Assignment
Training *("R" indicates Resident instruction.)*	Science & Technology
SYS 101 *Fundamentals of Systems Planning, Research, Development and Engineering*	X
TST 203 *Intermediate Test and Evaluation*	X
CLB 011 *Budget Policy*	X
CLC 041 *Predictive Analysis and Systems Engineering*	X
CLE 003 *Technical Reviews*	X
CLE 008 *Six Sigma: Concepts and Processes*	X
CLE 301 *Reliability and Maintainability*	X
CLL 008 *Designing for Supportability in DoD Systems*	X
CLM 014 *IPT Management and Leadership*	X
CLM 029 *Net-Ready Key Performance Parameter (NR-KPP)*	X
Education	
Graduate-level degree in engineering, physics, chemistry, biology, mathematics, operations research, management, or a related field	
Experience	
No additional experience specified	

[1] These standards list the training, education, and experience required for certification at this level.
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this and the lower-level Core Plus Development Guide if not already completed.

Systems Planning, Research, Development and Engineering—Systems Engineering *(Entry)* Level I

Type of Assignment	Representative Activities
Functional Specialist	• Plans, organizes, and conducts engineering activities relating to the design, development, fabrication, installation, modification, sustainment, and/or analysis of systems or systems components for a functional specialty (i.e., reliability and maintainability, systems safety, materials, avionics, structures, propulsion, chemical/biological, human systems interfaces, weapons, etc.) • Demonstrates how systems engineering technical processes and technical management processes guide engineering activities for a functional specialty
Software/IT Engineer	• Plans, organizes, and conducts engineering activities relating to the design, development, and/or analysis of software and information technology systems or systems components • Demonstrates how systems engineering technical processes and technical management processes guide software development and/or IT integration activities
Developmental Engineer	• Plans, organizes, and conducts engineering design and development activities for systems or systems components • Demonstrates how systems engineering technical processes and technical management processes guide design and development activities
Science & Tech (Research Engineer or Scientist)	• Plans, organizes, and conducts science and technology research and engineering activities supporting acquisition programs, projects, or activities • Demonstrates how systems engineering technical processes and technical management processes guide science and technology research and engineering activities

Core Certification Standards[1] *("R" indicates Resident instruction.)*	
Acquisition Training	• **ACQ 101** *Fundamentals of Systems Acquisition Management*
Functional Training	• **SYS 101** *Fundamentals of Systems Planning, Research, Development and Engineering*
Education	• Baccalaureate or graduate degree in a technical or scientific field such as engineering, physics, chemistry, biology, mathematics, operations research, engineering management, or computer science
Experience	• 1 year of technical experience in an acquisition position to include government or industry equivalent from among the following career fields/paths: SPRDE-SE, SPRDE-S&T, IT, T&E, PQM, FE, PM, or LCL

Core Plus Development Guide[2]	Type of Assignment			
Training *("R" indicates Resident instruction.)*	Funct Spec	Software/ IT Engr	Dev Engr	S&T Engr/ Scientist
BCF 101 *Fundamentals of Cost Analysis* **(R)**	X			
BCF 102 *Fundamentals of Earned Value Management*	X	X		
IRM 101 *Basic Information Systems Acquisition*		X		
LOG 101 *Acquisition Logistics Fundamentals*	X		X	
LOG 102 *Systems Sustainment Management Fundamentals*	X			
PQM 101 *Production, Quality, and Manufacturing Fundamentals*	X		X	
SAM 101 *Basic Software Acquisition Management*		X		
TST 102 *Fundamentals of Test and Evaluation*	X	X	X	X
CLE 001 *Value Engineering*	X			
CLE 004 *Introduction to Lean Enterprise Concepts*	X	X	X	X
CLE 009 *System Safety in Systems Engineering*	X		X	
CLE 011 *Modeling and Simulation for Systems Engineering*	X	X	X	X
CLE 015 *Continuous Process Improvement Familiarization*	X	X	X	X
CLL 011 *Performance Based Logistics*	X			
CLM 013 *Work Breakdown Structure (WBS)*	X	X	X	X
CLM 016 *Cost Estimating*	X	X	X	X
CLM 017 *Risk Management*	X	X	X	X
CLM 022 *Introduction to Interoperability*	X	X	X	
Education				
No additional education specified				
Experience				
1 additional year of technical experience				

[1] These are the required standards for training, education, and experience for certification at this level.

[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this Core Plus Development Guide if not already completed.

B

Systems Planning, Research, Development and Engineering—Systems Engineering *(Intermediate)* Level II

Type of Assignment	Representative Activities
Functional Specialist	• Organizes, conducts, and/or monitors engineering activities in a functional specialty relating to the design, development, fabrication, installation, modification, sustainment, and/or analysis of systems or systems components • Applies SE technical and technical management processes to a functional specialty in IPT environments
Software/IT Engineer	• Organizes, conducts, and/or monitors engineering activities relating to the design, development, and/or analysis of software and information technology systems or systems components • Applies SE technical and technical management processes to software and IT development
Developmental Engineer	• Organizes, conducts, and/or monitors engineering design and development activities for systems or systems components • Applies SE technical and technical management processes during systems development
Science & Tech (Research Engineer or Scientist)	• Organizes, conducts, and/or monitors science and technology research and engineering activities supporting acquisition programs, projects, or activities • Applies SE technical and technical management processes to managing or conducting science and technology research and engineering activities

Core Certification Standards[1] *("R" indicates Resident instruction.)*	
Acquisition Training	• **ACQ 201A** *Intermediate Systems Acquisition, Part A* • **ACQ 201B** *Intermediate Systems Acquisition, Part B* **(R)**
Functional Training	• **SYS 202** *Intermediate Systems Planning, Research, Development and Engineering, Part I* • **SYS 203** *Intermediate Systems Planning, Research, Development and Engineering, Part II* **(R)** • **CLE 003** *Technical Reviews*
Education	• Baccalaureate or graduate degree in a technical or scientific field such as engineering, physics, chemistry, biology, mathematics, operations research, engineering management, or computer science
Experience	• 2 years of technical experience in an acquisition position to include government or industry equivalent from among the following career fields/paths: SPRDE-SE, SPRDE-S&T, IT, T&E, PQM, FE, PM, or LCL

Core Plus Development Guide[2]	Type of Assignment			
Training *("R" indicates Resident instruction.)*	Funct Spec	Software/ IT Engr	Dev Engr	S&T Engr/ Scientist
IRM 201 *Intermediate Information Systems Acquisition* **(R)**		X		
LOG 200 *Intermediate Acquisition Logistics, Part A*	X		X	
LOG 203 *Reliability and Maintainability*	X		X	
PQM 201A *Intermediate Production, Quality and Manufacturing, Part A*		X		
SAM 201 *Intermediate Software Acquisition Management* **(R)**		X		
STM 201 *Intermediate S&T Management* **(R)**				X
TST 203 *Intermediate Test and Evaluation* **(R)**				X
CLB 016 *Introduction to Earned Value Management*	X	X		
CLB 017 *Performance Measurement Baseline*	X	X		
CLC 041 *Predictive Analysis and Systems Engineering*	X	X		
CLE 007 *Lean Six Sigma*	X	X	X	
CLE 016 *Outcome-based Performance Measures*	X	X		
CLE 017 *Technical Planning*	X	X	X	X
CLE 020 *Enterprise Architecture*	X	X	X	X
CLM 029 *Net-Ready Key Performance Parameter (NR-KPP)*	X	X	X	X
CLM 031 *Improved Statement of Work*	X	X	X	X
CLM 032 *Evolutionary Acquisition*	X	X	X	
CLM 101 *Analysis of Alternatives (AoA)*	X	X		X
Education				
Graduate degree in a discipline such as engineering, physics, chemistry, biology, mathematics, operations research, engineering management, or computer science				
Experience				
2 additional years of technical experience				

[1] These standards list the training, education, and experience required for certification at this level.
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this and the lower-level Core Plus Development Guides if not already completed.

Systems Planning, Research, Development and Engineering—Systems Engineering *(Advanced)* Level III

Type of Assignment	Representative Activities
Functional Specialist	• Leads and/or manages engineering activities in a functional specialty relating to the design, development, fabrication, installation, modification, sustainment, and/or analysis of systems or systems components • Ensures appropriate SE technical and technical management processes are properly applied to functional specialty activities that support IPT environments
Software/IT Engineer	• Leads and/or manages engineering activities relating to the design, development, and/or analysis of software and information technology systems or systems components • Ensures appropriate SE processes are properly applied to software development and/or IT integration activities
Developmental Engineer	• Leads and/or manages design and development activities for systems or systems components • Ensures appropriate SE processes are properly applied during systems development
Science & Tech (Research Engineer or Scientist)	• Leads and/or manages science and technology research and engineering activities supporting acquisition programs, projects, or activities • Ensures appropriate SE processes are properly applied during science and technology activities

Core Certification Standards[1] *("R" indicates Resident instruction.)*	
Acquisition Training	None required
Functional Training	• **SYS 302** *Technical Leadership in Systems Engineering* **(R)** • **CLL 008** *Designing for Supportability in DoD Systems*
Education	• Baccalaureate or graduate degree in a technical or scientific field such as engineering, physics, chemistry, biology, mathematics, operations research, engineering management, or computer science
Experience	• 4 years of technical experience in an acquisition position to include government or industry equivalent from among the following career fields/paths: SPRDE-SE, SPRDE-S&T, IT, T&E, PQM, FE, PM, or LCL

Core Plus Development Guide[2]	Type of Assignment			
Training *("R" indicates Resident instruction.)*	Funct Spec	Software/ IT Engr	Dev Engr	S&T Engr/ Scientist
LOG 201 *Intermediate Acquisition Logistics, Part B* **(R)**	X		X	
LOG 210 *Supportability Managers Tools* **(R)**	X		X	
LOG 235 *Performance Based Logistics, Part A*	X			
LOG 236 *Performance Based Logistics, Part B* **(R)**	X			
PMT 250 *Program Management Tools*	X		X	X
PMT 352A *Program Management Office Course, Part A*	X		X	X
PQM 203 *Preparation of Commercial Item Descriptions for Engineering and Technical Personnel*			X	
SAM 301 *Advanced Software Acquisition Management* **(R)**		X		
STM 302 *Advanced S&T Management* **(R)**				X
TST 302 *Advanced Test and Evaluation* **(R)**	X	X	X	X
CLE 008 *Six Sigma: Concepts and Processes*	X	X	X	X
CLE 021 *Technical Readiness Assessments*	X	X	X	X
CLE 301 *Reliability and Maintainability*	X	X	X	X
CLL 022 *Title 10 Depot Maintenance Statute Overview (Statutory Framework)*	X		X	
CLL 023 *Title 10 U.S.C. 2464 Core Statute Implementation*	X			
CLL 024 *Title 10 Limitations on the Performance of Depot-level Maintenance (50/50)*	X			
CLL 025 *Depot Maintenance Interservice Support Agreements (DMISA)*	X			
CLM 014 *IPT Management and Leadership*	X	X	X	X
CLM 034 *Science and Technology—Lesson from PMT 352A*				X
Education				
Graduate degree in a discipline such as engineering, physics, chemistry, biology, mathematics, operations research, engineering management, or computer science				
Experience				
4 additional years of technical experience				

[1] These standards list the training, education, and experience required for certification at this level.
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this and the lower-level Core Plus Development Guides if not already completed.

Test and Evaluation *(Entry)* Level I

Type of Assignment	Representative Activities
Headquarters & Staff (OSD, JS, COCOMs, JITC, SYSCOMS, etc.)	• Supports research and development of T&E policy, practices, metrics, and procedures • Supports development of metrics (e.g., MOEs, MOPs, COIs, success criteria) identification, direction and guidance applicable to the Service/Agency involvement in T&E • Supports T&E office representative to T&E meetings and other forums • Supports tracking/auditing of the T&E aspects of products/systems in the acquisition process • Supports development of the T&E career management plan for recruiting, training, and retaining a professional T&E workforce
Program Management and Matrix Support	• Supports the program's T&E working-level integrated product team • Member of program's T&E team developing a TES and/or TEMP • Supports development of program's T&E strategy, approach, process, schedule, and resource requirements • Supports development and or implementation of metrics (e.g., MOEs, MOPs, COIs, success criteria) relative to product/system under test • Supports development of T&E materials and data for technical and progress reviews, to include risk assessment
Range/Lab/Supporting Activities	• Supports identification, process, schedule for facility resources, T&E infrastructure, and budgets to support testing as expected for the respective facility • Supports facility test plan development • Supports test implementation, data collection, analysis, and reporting • Supports the maintenance of the physical facility, environment, and coordination of renovations and repairs as necessary

Core Certification Standards [1] *("R" indicates Resident instruction.)*	
Acquisition Training	• **ACQ 101** *Fundamentals of Systems Acquisition Management*
Functional Training	• **SYS 101** *Fundamentals of Systems Engineering* • **TST 102** *Fundamentals of Test and Evaluation* • **CLE 023** *Modeling and Simulation for Test and Evaluation* (**CLE 011** *Modeling and Simulation for Systems Engineering* completed prior to October 1, 2007, satisfies this standard)
Education	• Baccalaureate degree or higher, including 24 semester hours or equivalent in technical or scientific courses such as mathematics (e.g., calculus, probability, statistics), physical sciences (e.g., chemistry, biology, physics), psychology, operations research/systems analysis, engineering, computer sciences, and information technology
Experience	• 1 year of acquisition experience

Core Plus Development Guide [2]	**Type of Assignment**		
Training *("R" indicates Resident instruction.)*	HQ & Staff	PM & Matrix Support	Range/Lab/ Supporting Activities
IRM 101 *Basic Information Systems Acquisition*	X	X	X
CLB 007 *Cost Analysis*	X		
CLB 016 *Introduction to Earned Value Management*	X	X	X
CLE 004 *Introduction to Lean Enterprise Concepts*	X	X	
CLE 015 *Continuous Process Improvement Familiarization*	X	X	X
CLM 022 *Introduction to Interoperability*	X	X	X
Education			
No additional education specified			
Experience			
No additional experience specified			

[1] These standards list the training, education, and experience required for certification at this level.
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this Core Plus Development Guide if not already completed.

Test and Evaluation *(Intermediate)* Level II

Type of Assignment	Representative Activities
Headquarters & Staff (OSD, JS, COCOMs, JITC, SYSCOMS, etc.)	• Develops T&E strategy, policy, practices, and procedures and implementation direction and guidance • Leads development of metrics (e.g., MOEs, MOPs, COIs, success criteria) identification, direction and guidance applicable to the Headquarters • Serves as T&E office representative to T&E meetings and other forums • Manages tracking/auditing of the T&E aspects of products/systems in the acquisition process and identifies T&E issues • Coordinates/Approves TES, TEMPs, Test Concepts, and Test Plans as well as certifying annual T&E budgets • Leads development of the T&E career management plan for recruiting, training, and retaining a professional T&E workforce
Program Management and Matrix Support	• Member/Chairs the program's T&E working-level integrated product team • Directs/Manages development and/or implementation of metrics (e.g., MOEs, MOPs, COIs, success criteria) relative to product/system under test • Drafts and coordinates TES and/or TEMP • Directs/Manages development of program's T&E approach, process, schedule, and resource requirements • Directs/Manages development of T&E materials/data for technical and progress reviews, to include risk assessment • Identifies and coordinates T&E personnel and financial resources requirements • Provides guidance on Test Concepts and Test Plans development and submits annual T&E budgets
Range/Lab/Supporting Activities	• Identifies and schedules facility resources and process, T&E infrastructure, and budgets to support testing • Ensures facility test and evaluation tools (IT, video, targets, instrumentation, etc.) are capable of supporting T&E as expected for the respective facility • Manages facility test plan development and coordination • Manages test implementation, data collection, analysis, and reporting • Supports the maintenance of the physical facility, environment, and coordination of renovations and repairs as necessary

Core Certification Standards[1] *("R" indicates Resident instruction.)*	
Acquisition Training	• **ACQ 201A** *Intermediate Systems Acquisition, Part A* • **ACQ 201B** *Intermediate Systems Acquisition, Part B* **(R)**
Functional Training	• **SYS 202** *Intermediate Systems Planning, Research, Development and Engineering, Part I* • **TST 203** *Intermediate Test and Evaluation* **(R)**
Education	• Baccalaureate degree or higher, including 24 semester hours or equivalent in technical or scientific courses such as mathematics (e.g., calculus, probability, statistics), physical sciences (e.g., chemistry, biology, physics), psychology, operations research/systems analysis, engineering, computer sciences, and information technology
Experience	• 2 years of Test and Evaluation experience

Core Plus Development Guide[2]	Type of Assignment		
Training *("R" indicates Resident instruction.)*	HQ & Staff	PM & Matrix Support	Range/Lab/ Supporting Activities
IRM 201 *Intermediate Information Systems Acquisition*	X	X	X
LOG 101 *Acquisition Logistics Fundamentals*	X	X	
PQM 101 *Production, Quality, and Manufacturing Fundamentals*			X
SAM 201 *Intermediate Software Acquisition Management* **(R)**	X	X	X
CLE 003 *Technical Reviews*	X	X	X
CLE 015 *Continuous Process Improvement Familiarization*	X	X	X
CLE 017 *Technical Planning*	X	X	
CLE 021 *Technology Readiness Assessments (TRA)*	X	X	X
CLE 025 *Information Assurance for Acquisition Professionals*	X	X	X
CLE 035 *DTEPI (Defense Test and Evaluation Professional Institute) Introduction to Probability and Statistics*	X	X	X
CLM 013 *Work Breakdown Structure (WBS)*	X	X	
CLM 016 *Cost Estimating*	X	X	X
CLM 017 *Risk Management*	X	X	X
CLM 029 *Net-Ready Key Performance Parameter (NR-KPP)*		X	
CLM 035 *Environmental Safety and Occupational Health — Lesson from PMT 352A*	X	X	X
CLM 101 *Analysis of Alternatives (AoA)*	X		X
Education			
No additional education specified			
Experience			
No additional experience specified			

[1] These standards list the training, education, and experience required for certification at this level.
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this and the lower-level Core Plus Development Guide if not already completed.

Test and Evaluation *(Advanced)* Level III

Type of Assignment	Representative Activities
Headquarters & Staff (OSD, JS, COCOMs, JITC,SYSCOMS, etc.)	• Manages identification, development, and implementation of T&E strategy, policy, practices, and procedures • Manages development of metrics (e.g., MOEs, MOPs, COIs, success criteria) identification, direction, and guidance applicable to the respective Service/Agency • Principle T&E office representative at T&E meetings and other forums • Directs/Manages tracking/auditing of the T&E aspects of products/systems in the acquisition process, identifies T&E issues, and recommends corrective actions as necessary • Manages development of the T&E career management plan for recruiting, training, and retaining a professional T&E workforce • Approves TES, TEMPs, Test Concepts, and Test Plans as well as certifying annual T&E budgets
Program Management and Matrix Support	• Member/Chairs the program's T&E working-level integrated product team • Manages TES and/or TEMP development and securing final approvals • Directs/Manages development of program's T&E approach, process, schedule, and resource requirements • Directs/Manages development of T&E materials for technical and progress reviews, to include risk assessment • Identifies and coordinates T&E personnel and financial resources requirements • Provides guidance on Test Concepts and Test Plans development and submits annual T&E budgets
Range/Lab/Supporting Activities	• Manages the identification, process, and schedule for facility resources, T&E infrastructure, and budgets to support testing • Ensures facility test and evaluation tools (IT, targets, video, instrumentation, etc.) are capable of supporting T&E • Directs/Manages facility test plan development, coordination, and approval • Directs/Manages test implementation, data collection, analysis, and reporting • Manages the maintenance of the physical facility, environment, and coordination of renovations and repairs as necessary

Core Certification Standards [1] *("R" indicates Resident instruction.)*	
Acquisition Training	No requirements
Functional Training	• **TST 302** *Advanced Test and Evaluation* **(R)**
Education	• Baccalaureate degree or higher, including 24 semester hours or equivalent in technical or scientific courses such as mathematics (e.g., calculus, probability, statistics), physical sciences (e.g., chemistry, biology, physics), psychology, operations research/systems analysis, engineering, computer sciences, and information technology
Experience	• 4 years of Test and Evaluation experience

Core Plus Development Guide [2]	Type of Assignment		
Training *("R" indicates Resident instruction.)*	HQ & Staff	PM & Matrix Support	Range/Lab/ Supporting Activities
PMT 250 *Program Management Tools*	X	X	
SYS 203 *Intermediate Systems Planning, Research, Development and Engineering, Part II* **(R)**	X	X	X
CLB 009 *Planning, Programming, Budgeting and Execution (PPBE) and Budget Exhibits*	X		
CLC 011 *Contracting for the Rest of Us*	X	X	
CLE 009 *Systems Safety in Systems Engineering*	X	X	X
CLE 020 *Enterprise Architecture*	X	X	
CLL 014 *Joint Systems Integrated Support Strategies (JSISS)*	X		
CLL 015 *Business Case Analysis*	X		X
CLM 014 *IPT Management and Leadership*	X	X	X
CLM 031 *Improved Statement of Work*	X	X	
Education			
No additional education specified			
Experience			
No additional experience specified			

[1] These standards list the training, education, and experience required for certification at this level.
[2] When preparing your IDP, you and your supervisor should consider the training, education, and experience listed in this and the lower-level Core Plus Development Guides if not already completed.

Appendix C—Equivalencies

Several training providers offer courses that have been certified equivalent to DAU curriculum courses and can be used to meet the requirements of the Defense Acquisition Workforce Improvement Act (DAWIA). The following matrix provides a summary of these courses and the training providers that offer them. It is important to note that these courses must have been completed during the specified effective dates. For more information on these equivalencies, contact Mr. Corey Davis at 703-805-3576 or corey.davis@dau.mil. For updates go to **www.dau.mil/learning/appg.aspx**.

College/University Equivalencies

DAU Course	College/University Course	Effective Dates
Athens State University (formerly Athens College), 300 N. Beaty Street, Athens, AL 35611, Dr. Robert Gulbro, 256-233-8116		
CON 101	PR 394 Introduction to Procurement	9/18/98–9/18/01
Bellevue University, 1000 Galvin Road South, Bellevue, NE 68005-3098, Ms. Lori Reed, 866-827-8467		
CON 100	BA 380 Shaping Smart Business Arrangements	12/1/06–Indefinite
CON 120	BA 384 Mission Focused Contracting	12/1/06–Indefinite
CON 353	BA 489 Advanced Business Solutions for Mission Support	12/1/06–Indefinite
Bowie State University, 14000 Jericho Road, Bowie, MD 20715-9465, Dr. Shelton Rhodes, 301-860-3622		
CON 100	MGMT 130 Fundamentals of Contracting	10/1/06–Indefinite
CON 101	CON 101 Fundamentals of Contracting	9/18/98–9/18/03
CON 104	CON 104 Fundamentals of Contract Pricing	9/18/98–9/18/03
CON 202	CON 202 Intermediate Contracting	9/18/98–9/18/03
CON 204	CON 204 Intermediate Contract Pricing	9/18/98–9/18/03
CON 210	CON 210 Government Contract Law	9/18/98–9/18/03
CON 210	MGMT 453 Government Contract Law	10/1/06–9/30/08
College of Southern Maryland (formerly Charles County Community College), P.O. Box 910, LaPlata, MD 20646-0910, Mr. Rex Bishop, 301-934-7518		
CON 101	BAD 1451 Fundamentals of Contracting I	9/18/98–9/18/05
	BAD 1461 Fundamentals of Contracting II	9/18/98–9/18/05
CON 104	BAD 1471 Fundamentals of Contract Pricing	9/18/98–9/18/06
	BAD 1481 Negotiations	9/18/98–9/18/06
CON 210	BAD 1465 Government Contract Law	9/18/98–9/18/03
CON 211	BAD 1485/1486 Intermediate Contracting	Taken Prior to 10/1/94
Florida Institute of Technology, 150 West University Blvd., Melborne, FL 32901, 321-674-8000		
CON 104	MGT 5214 Cost Principles, Effectiveness and Control	9/18/99–9/18/06
	MGT 5218 Negotiations and Incentive Contracts	9/18/99–9/18/06
CON 104	BUS 5214 Advanced Procurement and Contract Management	Taken Prior to 12/31/97
	BUS 5218 Contract Negotiation Incentive Contracts	Taken Prior to 12/31/97
CON 201	MAN 5231 Government Contract Law	Taken Prior to 12/31/97
CON 210	MGT 5231 Government Contract Law	7/23/98–9/18/06
CON 211	MAN 5211 Procurement and Contract Management Pre-Award	Taken Prior to 10/1/94
CON 221	MAN 5212 Advanced Procurement and Contract Management	Taken Prior to 12/31/97
The George Washington University, The School of Business and Public Management, Department of Marketing, Logistics, and Operations Management, 2121 I Street NW, Washington, DC 20052, 202-994-6380		
CON 101	Pricing and Negotiation	Taken Prior to 12/31/97
CON 104	Procurement and Contracting	Taken Prior to 12/31/97
CON 221	Government Contract Administration	Taken Prior to 12/31/97

Note: For current information on equivalencies, visit **www.dau.mil/learning/appg.aspx**.

DAU Course	College/University Course	Effective Dates
Georgia College and State University, Logistics Education Center, 620 Ninth Street, Robbins Air Force Base, GA 31098-2232, Mr. Bobby Graham		
CON 201	Government Contract Law	Taken Prior to 12/31/97
Massachusetts Bay Community College, 50 Oakland Street, Wellesley Hills, MA 02481, 781-239-3000		
CON 101	GPC 101 Intro to Gov't Contracts Procurement/Contract Mgmt	Taken Prior to 12/31/97
CON 104	GPC 201 Government Contract Cost and Price Analysis	Taken Prior to 12/31/97
CON 201	GPC 205 Government Contract Law	Taken Prior to 12/31/97
Middlesex Community College, 33 Kearney Square, Lowell, MA 01852-1987, Ms. Judith Burke, 978-656-3143		
CON 101	BU 1112 Management of Defense Acquisition Contracts	Taken Prior to 12/31/97
CON 104	BU 8140 Principles of Contract Pricing	Taken Prior to 12/31/97
	BU 1113 Contract Negotiation	Taken Prior to 12/31/97
CON 201	BU 1106 Government Contract Law	Taken Prior to 12/31/97
Northern Virginia Community College, Business Division, Alexandria Campus, 3001 N. Beauregard Street, Alexandria, VA 22311, Mr. Ron Wheeler, 703-845-6313		
CON 101	ACQ 121 Intro to Procurement and Contract Acquisition Mgmt I	Taken Prior to 12/31/97 9/18/98–5/15/02
	ACQ 122 Intro to Procurement and Contract Acquisition Mgmt II	Taken Prior to 12/31/97 9/18/98–5/15/02
CON 104	ACQ 216 Cost and Price Analysis	Taken Prior to 12/31/97 9/18/98–2/13/04
	ACQ 218 Negotiations of Contracts and Contract Modifications	Taken Prior to 12/31/97 9/18/98–2/13/07
CON 201	ACQ 215 Contract Law	Taken Prior to 12/31/97
CON 202	ACQ 221 Advanced Acquisition and Procurement Mgmt I	9/18/98–2/13/07
	ACQ 222 Advanced Acquisition and Procurement Mgmt II	9/18/98–2/13/07
CON 204	ACQ 220 Intermediate Contract Pricing (formerly ACQ 295)	9/18/98–2/13/07
CON 210	ACQ 215 Contract Law	5/24/99–2/13/07
CON 211	ACQ 221 Advanced Acquisition and Procurement Mgmt I	Taken Prior to 10/1/94
	ACQ 222 Advanced Acquisition and Procurement Mgmt II	Taken Prior to 10/1/94
CON 221	ACQ 235 Intermediate Post-Award Contracting	Taken Prior to 12/31/97
Pensacola Junior College, Warrington Campus, 5555 West Highway 98, Pensacola, FL 32507, 850-484-2347		
CON 101	PAD 1861 Acquisition and Procurement I	Taken Prior to 12/31/97
	PAD 1862 Acquisition and Procurement II	Taken Prior to 12/31/97
CON 104	PAD 2886 Contract Pricing and Negotiation I	Taken Prior to 12/31/97
	PAD 2867 Contract Pricing and Negotiation II	Taken Prior to 12/31/97
CON 201	PAD 1630 Government Contract Law	Taken Prior to 12/31/97
CON 211	PAD 1863 Acquisition and Procurement III	Taken Prior to 10/1/94
CON 221	PAD 1864 Acquisition and Procurement IV	Taken Prior to 12/31/97
Richard Bland College of the College of William and Mary, 11301 Johnson Road, Petersburg, VA 23805, Mr. Vernon Lindquist, 804-862-6210		
CON 101	BUS 253A Acquisition Part I	9/18/98–9/18/03
	BUS 253B Acquisition Part II	9/18/98–9/18/03
CON 104	BUS 255A Principles of Contract Pricing and Negotiation I	9/18/98–9/18/03
	BUS 255B Principles of Contract Pricing and Negotiation II	9/18/98–9/18/03
CON 201	BUS 256 Contract Law	Taken Prior to 12/31/97
CON 210	BUS 256 Contract Law	9/18/98–9/18/03
St. Mary's College of Maryland, 18952 East Fisher Road, St. Mary's City, MD 20686-3001, Ms. Kathy Grimes, 240-895-7323		
BCF 101	Basic Cost Estimating	3/16/04–3/16/07

Note: For current information on equivalencies, visit **www.dau.mil/learning/appg.aspx**.

DAU Course	College/University Course	Effective Dates
San Diego City College, Business Division, 1313 Twelfth Avenue, San Diego, CA 92101, Mr. Jim Conrad, 619-532-3439		
CON 101	Business 160 MDACC Basic Part I	Taken Prior to 12/31/97
	Business 162 MDACC Basic Part II	9/18/98–9/18/01 Taken Prior to 12/31/97 9/18/98–9/18/01
CON 104	Business 164 Principles of Contract Pricing and Negotiation I	Taken Prior to 12/31/97
	Business 166 Principles of Contract Pricing and Negotiation II	Taken Prior to 12/31/97
CON 201	Business 168 Government Contract Law	Taken Prior to 12/31/97
CON 202	Business 168 and 170 Intermediate Contracting	9/18/98–9/18/01
CON 211	Business 170 MDACC Advanced I	Taken Prior to 10/1/94
CON 221	Advanced Contract Administration	Taken Prior to 12/31/97
Santa Ana College (formerly Rancho Santiago College), Garden Grove Center, 11277 Garden Grove Blvd.,Garden Grove, CA 92843-1337, Mr. Don Bargabus, 714-564-5531		
CON 101	Management of Defense Acquisition Contracts I	Taken Prior to 12/31/97
CON 104	Principles of Contract Pricing	Taken Prior to 12/31/97
CON 201	Government Contract Law	Taken Prior to 12/31/97
CON 211	Management of Defense Acquisition Contracts II	Taken Prior to 10/1/94
CON 221	Advanced Contract Administration	Taken Prior to 12/31/97
Tidewater Community College, Portsmouth Campus, 7000 College Drive, Portsmouth, VA 23703, Ms. Betty Hill, 757-822-2301		
CON 101	ACQ 121 Intro to Procurement and Acquisition Management I	Taken Prior to 12/31/97
	ACQ 122 Intro to Procurement and Acquisition Management II	Taken Prior to 12/31/97
CON 104	ACQ 231 Principles of Pricing and Negotiations I	Taken Prior to 12/31/97
	ACQ 232 Principles of Pricing and Negotiations II	Taken Prior to 12/31/97
CON 201	ACQ 215 Contract Law	Taken Prior to 12/31/97
CON 211	ACQ 221 Advanced Procurement and Acquisition Management I	Taken Prior to 10/1/94
University of California, Irvine, University Extension, P.O. Box 6050, Irvine, CA 92697, Ms. Angela Jeantet, 949-824-4661		
CON 104	Financial Aspects of Contract Management and Contract Acquisition and Negotiation	Taken Prior to 12/31/97
CON 201	Principles of Contract Formation & Contract Law: Performances & Remedies	Taken Prior to 12/31/97
University of Central Florida, College of Business Admin., Department of Management, 4000 Central Florida Blvd., Building 45, Orlando, FL 32816-1400, 407-823-5569		
CON 101	Introduction to Federal Acquisition	Taken Prior to 12/31/97
CON 104	Cost and Price Analysis and Contract Negotiations	Taken Prior to 12/31/97
CON 201	Government Contract Law	Taken Prior to 12/31/97
CON 221	Contract Administration (Post-Award)	Taken Prior to 12/31/97
University of Dallas, Graduate School of Mgmt., Industrial Management Dept., 1845 East Northgate Drive, Irving, TX 75062, Dr. David Gordon, 972-721-5354		
CON 101	MGT 6380 Pre-Award Procurement	Taken Prior to 12/31/97
CON 104	MGT 6348 Contract Pricing and Negotiation	Taken Prior to 12/31/97
CON 201	MGT 6381 Procurement Law	Taken Prior to 12/31/97
CON 221	MGT 6382 Post-Award Procurement	Taken Prior to 12/31/97
University of the District of Columbia, School of Business and Public Administration, 4200 Connecticut Avenue NW, Building 52, Suite 508, Washington, DC 20008, 202-274-7000		
CON 101	0211-305 The Federal Acquisition Systems	Taken Prior to 12/31/97
CON 104	0211-406 Cost and Price Analysis	Taken Prior to 12/31/97
CON 201	0211-408 Procurement Law	Taken Prior to 12/31/97
CON 211	0211-306 Public Contracts	Taken Prior to 10/1/94
IND 101	0211-405 Government Property Management	Taken Prior to 12/31/97

DAU Course	College/University Course	Effective Dates
University of Indianapolis, School of Business, 1400 East Hanna Avenue, Indianapolis, IN 46227-3697, Dr. James Conrad, 317-788-3378		
CON 101	Principles of Procurement	Taken Prior to 9/30/97
CON 104	Cost and Price Principles and Contract Negotiations	Taken Prior to 9/30/97
CON 201	Government Contract Law	Taken Prior to 9/30/97
CON 221	Advanced Contract Administration	Taken Prior to 9/30/97
University of Phoenix, Academic Program Manager, 4615 East Elwood Street, Phoenix, AZ 85040, 480-966-5394		
CON 101	GCM 601 Principles of the Acquisition Process	Taken Prior to 12/31/97
CON 104	GCM 603 Principles of Contract Pricing, Estimating, and Analysis	Taken Prior to 12/31/97
	GCM 607 Government Contract Negotiation Techniques	Taken Prior to 12/31/97
CON 201	GCM 606 Government Contract Law	Taken Prior to 12/31/97
CON 221	GCM 604 Management of Government Acquisition Contracts	Taken Prior to 12/31/97
University of St. Thomas, 2115 Summit Avenue, St. Paul, MN 55105, Mr. Joseph R. Clements, 651-962-5192		
CON 101	MBGC 701 Principles of Procurement	Taken Prior to 12/31/97
CON 104	MBGC 702 Pricing and Negotiation	Taken Prior to 12/31/97
CON 221	MBGC 703 Advanced Contract Administration	Taken Prior to 12/31/97
University of Virginia, Div. of Continuing Education, 7054 Haycock Road, Falls Church, VA 22043, Ms. Carol Beechler, 703-536-1136		
CON 101	PC 401 Procurement and Contracting	Taken Prior to 12/31/97
CON 101	PC 401 Procurement and Contract Management (Resident Version)	9/20/00–9/30/07
CON 101	PC 401W Procurement and Contracting (Internet Version)	6/1/03–7/21/06
CON 104	PC 403 Cost and Price Analysis	Taken Prior to 12/31/97
		9/1/00–12/14/06
	PC 405 Negotiation of Contracts and Modifications	Taken Prior to 12/31/97
		9/1/00–12/14/06
CON 104	PC 403W Cost and Price Analysis (Internet Version)	9/1/00–9/27/05
	PC 405 Negotiation of Contracts and Modifications	9/1/00–9/27/05
CON 110	PC 401 Procurement and Contracting	12/26/06–Indefinite
CON 110	PC 401W Procurement and Contracting (Internet Version)	12/26/06–Indefinite
CON 111	PC 403 Cost and Price Analysis	12/26/06–Indefinite
CON 111	PC 403W Cost and Price Analysis (Internet Version)	12/26/06–Indefinite
CON 112	PC 402 Contract Administration	9/7/06–Indefinite
CON 201	PC 404 Principles of Law for Contract Formation	Taken Prior to 12/31/97
CON 202	PC 504 Advanced Contract Formation and Administration (Resident Version)	3/24/03–10/3/06
CON 202	PC 504W Advanced Contract Formation and Administration (Internet Version)	3/24/03–10/3/06
CON 204	PC 502 Advanced Cost and Price Analysis	9/1/00–2/11/07
CON 210	PC 506 Federal Acquisition Case Studies	9/6/00–8/16/06
CON 210	PC 404 Government Contract Law (Resident Version)	6/1/03–7/23/06
CON 210	PC 404W Government Contract Law (Internet Version)	6/1/03–7/23/06
CON 221	PC 402 Contract Administration	Taken Prior to 12/31/97
University of West Florida, Department of Professional and Community Leadership, 11000 University Parkway, Pensacola, FL 32514-0102, Dr. Bill Tankersley, 850-474-2338		
CON 101	PAD 5855 Acquisition Management	Taken Prior to 12/31/97
CON 104	PAD 5857 Cost and Pricing	Taken Prior to 12/31/97
	PAD 5853 Contract Negotiation	Taken Prior to 12/31/97
CON 110 CON 111 CON 112	PAD 5855 Acquisition Management	6/30/05-10/31/08
CON 201	PAD 5854 Government Contract Law	Taken Prior to 12/31/97
CON 210	PAD 5993 Government Contract Law	6/30/05-10/31/08
CON 221	PAD 5852 Advanced Contract Administration	Taken Prior to 12/31/97

Note: For current information on equivalencies, visit **www.dau.mil/learning/appg.aspx**.

DAU Course	College/University Course	Effective Dates
Webster University, 470 East Lockwood Avenue, St. Louis, MO 63119-3194, Dr. Joseph F. Olszewski, 314-968-6972		
CON 101	PROC 5000 Procurement and Acquisition Management	9/18/98–9/30/08
CON 104	PMG 583 Pricing	Taken Prior to 12/31/97
	PMG 584 Negotiations	Taken Prior to 12/31/97
CON 104	PROC 5830 Pricing	9/18/99–9/30/08
	PROC 5840 Negotiations	9/18/99–9/30/08
CON 201	PMG 589 Government Procurement Law	Taken Prior to 12/31/97
CON 202	PROC 5860 Government Contracting	10/18/04–10/31/08
CON 204	PROC 5870 Pricing and Contract Integration	1/7/05–11/30/09
CON 210	PROC 5890 Government Contract Law	9/18/98–9/30/08
West Coast University, 4021 Rosewood Avenue, 3rd Floor, Los Angeles, CA 90004, 877-505-4928		
CON 201	BMGT 575 Legal Issues in Acquisition	Taken Prior to 12/31/97
CON 211	BMGT 574 Contract Administration	Taken Prior to 12/31/97
CON 211	BMGT 577 Systems Acquisition and Program Management	Taken Prior to 12/31/97
Western New England College, Off-Campus Division: **• Devens Center, Sherman Square Technology Park, 94 Jackson Road, Suite 211, Devens, MA 01432** **• Hanscom Center, ABG/DPE, Building 1728, Hanscom Air Force Base, MA 01731-5000**		
CON 101	MAN 202 Principles of Acquisition Contracting	Taken Prior to 12/31/97
CON 104	MAN 203 Principles of Contract Pricing	Taken Prior to 12/31/97
CON 104	AC 640 Principles of Cost and Price Analysis	Taken Prior to 12/31/97
	MAN 401 Contract Negotiations	Taken Prior to 12/31/97
CON 201	LS 403 Government Contract Law	Taken Prior to 12/31/97
CON 211	LS 692 Principles of Government Contracting	Taken Prior to 10/1/94
CON 221	LS 693 Administration of Government Contracts	Taken Prior to 12/31/97

DoD School/Federal Agency Equivalencies

DAU Course	DoD School/Federal Agency Course	Effective Dates
Air Force Contracting/Acquisition Training Center (LTF), DSN: 473-4937		
ACQ 101	L3OQR63A1-001 Acquisition Fundamentals (5 weeks)	1/11/95–9/30/00
PUR 101	L3ABR6C031-005 Purchasing 101	10/1/97–9/30/98
Air Force Institute of Technology (AFIT), 937-255-7777, DSN: 785-7777		
ACQ 101	FAM 101 Fundamentals of Acquisition Management	5/2/05–9/30/09
ACQ 101	FAM 103 Air Force Fundamentals of Acquisition Management (AFFAM)	6/1/05–9/30/09
CON 100 CON 110 CON 111 CON 112 CON 120	Mission Ready Officer Course (MROC) WMRC 101	10/3/05–10/2/08
CON 104	CMGT 545 Cost and Price Theory	12/12/94–9/30/98
CON 210	LAWS 550 Legal Principles of Government Contracting	12/12/94–9/30/98
LOG 205	LOG 260 Provisioning Management	8/1/96–9/30/98
Army Logistics Management College (ALMC), 804-765-4980/4737		
ACQ 101	ALMC-ML Materiel Acquisition Management (MAM) Course	11/1/96–8/23/02
ACQ 201	ALMC-ML Materiel Acquisition Management (MAM) Course	1/1/97–8/23/02
ACQ 101, ACQ 201, CON 100, CON 104, IRM 101, LOG 101, PMT 250, SAM 101, TST 101	ALMC-QA Army Acquisition Basic Course	1/1/03–9/30/09

DAU Course	DoD School/Federal Agency Course	Effective Dates
Army Logistics Management College (ALMC), 804-765-4980/4737 (Continued)		
ACQ 101, ACQ 201, CON 100, LOG 101, LOG 200, LOG 201	Logistics Executive Development Course (LEDC/ALEDC) (full 17-week version)	5/1/01–9/30/09
CON 101, CON 104	ALMC-QA Army Acquisition Basic Course	1/1/03–9/30/07
CON 120	ALMC-QA Army Acquisition Basic Course	1/1/03–7/30/09
CON 110, CON 111, CON 112	ALMC-QA Army Acquisition Basic Course	10/3/06–10/2/09
CON 202, CON 204, CON 210	ALMC-AIC Army Acquisition Intermediate Contracting Course	3/1/06–7/30/09
CON 234, LOG 102	ALMC-QA Army Acquisition Basic Course	1/1/03–8/10/09
LOG 201A/B, LOG 235A/B, STM 201	ALMC-AIL Army Acquisition Intermediate Logistics Course	10/1/05–9/30/07
Information Resources Management College (IRMC), 202-685-6300		
IRM 303	Advanced Management Program (AMP)	9/1/96–9/30/98
National Reconnaissance Office (NRO), 703-961-6964		
ACQ 101	FT-032 Acquisition Management Team Training	4/26/99–4/17/06
	FT-051 NRO Program Management Course	9/18/00–4/17/06
	FT-036 Leading the Acquisition Team	12/13/99–4/17/06
	FT-062 Business Financial Management	3/19/01–4/17/06
	FT-078 Fundamentals of Systems Acquisition Management Supplement	4/17/03–4/17/06
Naval Facilities Acquisition Center for Training (NFACT), 805-982-2777		
CON 101	CTC CON 101 Basics of Contracting	6/23/03–6/23/06
Naval Postgraduate School (NPS), 831-656-2441/2, DSN: 878-2441/2		
ACQ 101	MN 3221 Principles of Acquisition and Program Management I	3/1/96–9/30/08
ACQ 101, ACQ 201	MN 3301 Acquisition of Defense Systems	9/20/05–9/30/08
ACQ 101, ACQ 201	MN 3331 Principles of Acquisition and Program Management	4/1/00–9/30/08
ACQ 101, ACQ 201, PMT 250	MN/GE 3221 Principles of Acquisition and Program Mgmt I	9/30/02–9/30/08
	MN/GE 3222 Principles of Acquisition and Program Mgmt II	9/30/02–9/30/08
ACQ 201	MN 3222 Principles of Acquisition and Program Management	3/1/96–9/30/08
CON 101	MN 3303 Principles of Acquisition and Contract Management	10/1/92–9/30/07
CON 104/204	MN 3304 Contract Pricing and Negotiations	10/1/92–9/30/07
CON 110, CON 111, CON 112	MN 3315 Principles of Acquisition and Contract Management	7/1/06–Indefinite
CON 120	MN 3315 Acquisition Management and Contract Administration	5/23/06–5/22/09
CON 202	MN 3315 Acquisition Management and Contract Administration	10/1/92–9/30/07
CON 210	MN 3312 Contract Law	10/1/92–9/30/07
CON 234	MN 3318 Contingency Contracting Course	10/11/04–10/10/07
CON 301	MN 2302 Seminar for Acquisition and Contracting Students	10/1/92–9/30/03
CON 333	MN 4371 Acquisition and Contracting Policy	8/1/97–9/30/03
CON 353	MN 4371 Acquisition and Contracting Policy	11/2/04–11/1/07
LOG 304	MN 4470 Strategic Planning & Policy for the Logistics Manager	8/1/97–9/30/09

Note: For current information on equivalencies, visit **www.dau.mil/learning/appg.aspx**.

DAU Course	DoD School/Federal Agency Course	Effective Dates
Naval Postgraduate School (NPS), 831-656-2441/2, DSN: 878-2441/2 (Continued)		
PMT 250	MN 3331 Principles of Acquisition and Program Management	7/8/02–9/30/08
PMT 302	Advanced Acquisition Program (AAP)	2/1/01–9/30/02
PMT 352	Advanced Acquisition Program (AAP)	10/1/02–9/30/08
PQM 101/201	MN 3384 Principles of Acquisition Production & Quality Mgmt	3/1/97–9/30/09
SAM 201	MN 3309 Acquisition of Embedded Weapon Systems Software	11/1/97–9/30/07
SYS 201A/B	EO 4011 Systems Engineering and Acquisition for Managers	6/14/96–9/30/09
SYS 301	MN 4012 Management of Advanced Systems Engineering	8/4/00–9/30/09
TST 202/301	OS 4601 Test and Evaluation	10/1/94–9/30/09
TST 202	OS 4602 Test and Evaluation Management	3/1/96–9/30/01
Acquisition and Contract Management (815/835) Degree Program		
CON 101, 104, 202, 204, 210, 301, and 333		10/1/92–9/30/07
Systems Acquisition Management (816/836) Degree Program		
ACQ 101		3/1/96–9/30/08
ACQ 201		3/1/96–9/30/08
CON 101		3/1/96–9/30/06
LOG 304		8/1/97–9/30/08
PMT 250		7/8/02–9/30/08
PMT 302		3/1/96–9/30/02
PMT 352		10/1/02–9/30/08
PQM 101		3/1/96–9/30/08
PQM 201		3/1/96–9/30/08
SAM 201		11/1/97–9/30/08
SYS 201A/B		3/1/96–9/30/08
TST 202		3/1/96–9/30/08
TST 301		1/1/97–9/30/08
Naval Undersea Warfare Center University (NUWCU), 401-832-6767		
ACQ 201	ACQ 201 Intermediate Acquisition	5/13/02–9/10/05
SYS 201A/B	SYS 201 Intermediate Systems Planning, Research, Development and Engineering	10/1/02–5/5/06
Naval War College, 401-841-2015, DSN: 948-2015		
ACQ 201	FE 574 Principles of Acquisition and Program Management	10/1/97–9/30/02
SYS 201A/B	WE 548 DoD Weapons Systems Development and Deployment	1/11/95–9/30/01
345th Training Squadron (USAF), DSN: 473-4937		
ACQ 101	Acquisition Fundamentals (5 weeks) (L3OQR63A1-001)	1/11/95–9/30/00
CON 101	Contracting Fundamentals (L3DBR64P1-000)	10/1/00–6/6/06
CON 101	Contracting Apprentice (L3ABR6C031-005/006)	3/1/01–6/6/06
	Contracting Career Development (CDC6C051A/CDC6C051B)	3/1/01–6/6/06
CON 101	Mission Ready Airman Course (MRAC)	
	6COX1 Career Development Course	10/1/04–3/31/05
CON 100, CON 110, CON 111, CON 112, CON 120	Mission Ready Airman Course (MRAC)	
	6COX1 Career Development Course	4/1/05–4/5/08
PUR 101	Purchasing 101 (L3ABR6C031-005)	10/1/97–9/30/98
U.S. Air Force Test Pilot School, 661-277-3131, DSN: 527-3131		
TST 202	Test Pilot, Navigator and Engineer Curriculum	6/1/96–9/30/98 5/1/99–3/30/09
TST 301	Test Pilot, Navigator and Engineer Curriculum	10/1/05–3/30/09

DAU Course	DoD School/Federal Agency Course	Effective Dates
U.S. Army Command and General Staff College, 913-684-5329		
ACQ 201	A425 Intermediate Systems Acquisition	6/1/99–9/30/02
CON 101	A423 Contract Fundamentals	1/1/97–9/30/02
CON 104	A424 Contract Pricing	1/1/97–9/30/02
CON 204	A427 Intermediate Contract Pricing	6/1/99–9/30/02
CON 210	U254 Government Contract Law	6/1/99–9/30/02
IRM 201	A426 Intermediate Information Systems Acquisition	6/1/99–9/30/02
U.S. Army Medical Research and Materiel Command (MRMC), 301-619-2993		
ACQ 201B	Intermediate Medical Acquisition Course (IMAC)	5/2/05–5/1/08
U.S. Army Test and Evaluation Command (ATEC), 703-695-7389, DSN: 225-7389		
TST 202	Army Test and Evaluation Basic Course (TEBC)	3/27/00–9/30/09
U.S. Coast Guard, 2100 Second Street, SW, Washington, DC 20593-0001, 202-475-3155		
ACQ 101	Major Acquisition Process Training (MAPT)	9/28/06–Indefinite
U.S. Navy Engineering Duty Officer School, 805-982-6157		
ACQ 101	EDO Basic Course	12/21/95–12/6/09
ACQ 201		1/1/97–4/21/09
U.S. Navy Test Pilot School, 301-342-4131, DSN: 342-4131		
ACQ 101	Test Pilot School	10/1/06–Indefinite
TST 101	Test Pilot School	6/1/97–Indefinite
TST 202	Test Pilot School	10/1/96–9/30/98 5/1/99–Indefinite

Contractor Equivalencies

DAU Course	Contractor Course	Effective Dates
ADOA Experts, Inc., 19490 Anderson Mill Road, Beaverdam, VA 23015, 840-448-1082		
CON 204	CON 204—Intermediate Contracting	8/22/06–9/30/09
American Graduate University, 733 Dodsworth Avenue, Covina, CA 91724, 877-351-9060		
CON 100	CON 100 Shaping Smart Business Arrangements	3/30/06–3/29/09
CON 110	AM601–0—Federal Government Contracting	5/22/06–5/21/09
CON 111	AM601–1—Federal Government Contracting	10/30/06–Indefinite
CON 210	AM603—Goverment Contract Law	4/25/06–4/24/09
Atlantic Mgmt. Center, Inc., 6066 Leesburg Pike, Suite 700, Falls Church, VA 22041, 703-256-0509		
CON 100	Providing Effective Business Leadership within the Federal Government	6/1/04–Indefinite
CON 120	Mission Focused Contracting	11/30/05–11/29/08
CON 301	Executive Contracting Seminar for Federal Civilian Agencies	10/26/98–9/30/03
CON 353	Applying Business Acumen to Delivering Results for Mission Accomplishment	5/1/06–4/30/09
BAE Systems, 76 Hammarlund Way, Tech Plaza 3, Middletown, RI 02842-5632, 401-846-5500		
SYS 201	Intermediate Systems Planning, Research, Development and Engineering Course	6/5/02–6/5/04
SYS 301	Advanced Systems Planning, Research, Development and Engineering Course	11/15/02–11/15/05

Note: For current information on equivalencies, visit **www.dau.mil/learning/appg.aspx**.

DAU Course	Contractor Course	Effective Dates
Business Management Research Associates, Inc. (BMRA), 3949 Pender Drive, Suite 300, Fairfax, VA 22030, 703-691-0868		
CON 100	Introduction to Federal Acquisition	10/21/05–9/30/08
CON 101	Acquisition Planning I	3/1/99–9/30/07
	Contract Formation I	3/1/99–9/30/07
	Contract Administration I	3/1/99–9/30/07
CON 104	Price Analysis	3/1/99–9/30/07
	Cost Analysis	3/1/99–9/30/07
	Federal Contract Negotiation Techniques	3/1/99–9/30/07
CON 120	Contracting for Mission Support	2/22/06–2/21/09
CON 202	Acquisition Planning II	5/1/01–9/30/07
	Contract Formation II	5/1/01–9/30/07
	Contract Administration II	5/1/01–9/30/07
CON 202	Intermediate Contracting	3/2/06–3/1/09
CON 204	Intermediate Contract Pricing	3/1/99–9/30/08
CON 210	Government Contract Law	3/1/99–9/30/08
CON 353	Advanced Business Solutions for Mission Support	3/2/06–3/1/09
ESI International, 901 North Glebe Road, Suite 200, Arlington, VA 22203, 703-558-3000		
BCF 102	Earned Value Management Fundamentals	11/30/05–11/29/08
CON 100	Shaping Smart Business Arrangements	1/1/04–1/8/10
CON 101	Federal Contract Basics	2/25/02–2/25/07
	Source Selection: The Best Value Process	2/25/02–2/25/07
	Operating Practices in Contract Administration	2/25/02–2/25/07
CON 104	Contract Pricing	3/28/02–3/28/07
	Source Selection: The Best Value Process	3/28/02–3/28/07
	Negotiation Strategies and Techniques	3/28/02–3/28/07
CON 110	Federal Contracting Basics	11/14/05–11/13/08
CON 111	Source Selection: The Best Value Process	11/14/05–11/13/08
CON 112	Operating Practices in Contract Administration	11/14/05–11/13/08
CON 120	Mission Focused Contracting	1/24/06–1/23/09
CON 210	Government Contract Law	2/2/06–2/1/09
CON 353	Advanced Business Solutions in Contracting	8/1/06–7/31/09
Gonzales McCaulley Investment Group, Inc. (GMIG), 2764 Trudeau Lane, Palmdale, CA 93551, 661-965-6130		
CON 353	Advanced Business Solutions for Mission Support	6/5/07–Indefinite
Government Horizons, 4301 Wilson Boulevard, Suite 1003, Arlington, VA 22207, 703-807-2758		
CON 100	CON 100 Shaping Smart Business Arrangements	7/31/06–7/30/09
iknowma USA, LLC, 150 S. 5th, Suite 3300, Woodbury, MN 55125, 612-605-7012		
PMT 250	Level 5 Project Management	6/7/06–9/30/09
Management Concepts, Inc. (MCI), 8230 Leesburg Pike, Suite 800, Vienna, VA 22182, 703-790-9595		
CON 100	CON 100 Shaping Smart Business Arrangements	8/26/05–Indefinite
CON 101	1022 Contract Administration I	10/1/99–9/30/07
	1112 Contract Formation I	10/1/99–9/30/07
	1111 Acquisition/Procurement Planning I	10/1/99–9/30/07
CON 104	1166 Price Analysis	10/1/99–9/30/07
	1165 Cost Analysis	10/1/99–9/30/07
	1016 Federal Contract Negotiation Techniques	10/1/99–9/30/07
CON 110	CON 110 Mission Performance Planning	8/17/05–Indefinite
CON 111	CON 111 Mission Strategy Execution	8/26/05–Indefinite
CON 112	CON 112 Mission Performance and Assessment	8/17/05–Indefinite
CON 120	CON 120 Mission Focused Contracting	11/1/05-Indefinite
CON 202	1211 Acquisition/Procurement Planning II	10/1/99–9/30/07
	1212 Contract Formation II	10/1/99–9/30/07
	1213 Contract Administration II	10/1/99–9/30/07
CON 202	1202 Intermediate Contracting	7/8/04–9/30/08
CON 204	1204 Intermediate Contract Pricing	3/1/00–9/30/08

DAU Course	Contractor Course	Effective Dates
Management Concepts, Inc. (MCI), 8230 Leesburg Pike, Suite 800, Vienna, VA 22182, 703-790-9595 (Continued)		
CON 210	1210 Government Contract Law	12/1/99–9/30/07
CON 210	1214 Government Contract Law (Accelerated)	7/8/04–9/30/08
CON 243	1032 Architect-Engineer Services Contracting	11/1/99–Indefinite
CON 244	1021 Construction Contracting	3/1/99–Indefinite
CON 353	CON 353 Advanced Business Solutions for Mission Support	10/20/06–Indefinite
MCR Training Institute (MTI), 175 Middlesex Turnpike, Bedford, MA 01730, 781-687-9000		
PMT 250	Program Management Tools Workshop	11/21/05–11/20/08
Northwest Procurement Institute, Inc. (NPI), P.O. Box 1328, Edmonds, WA 98020, 425-776-0414		
CON 100	Shaping Smart Business Arrangements	10/30/06–10/29/09
CON 101	Acquisition Planning I	12/1/01–9/30/07
	Contract Formation I	12/1/01–9/30/07
	Contract Administration I	12/1/01–9/30/07
CON 104	Price Analysis	1/1/00–9/30/08
	Cost Analysis	1/1/00–9/30/08
	Federal Contract Negotiation Techniques	1/1/00–9/30/08
CON 110	Mission Support Planning	6/26/06–6/25/09
CON 111	Mission Strategy Execution	6/26/06–6/25/09
CON 112	Mission Performance and Assessment	6/26/06–6/25/09
CON 120	Mission Focused Contracting	1/2/06–6/25/09
CON 202	Intermediate Contracting	9/18/06–10/18/09
CON 202	Acquisition Planning II	1/1/00–9/30/07
	Contract Formation II	1/1/00–9/30/07
	Contract Administration II	1/1/00–9/30/07
CON 204	Intermediate Contract Pricing	10/1/00–9/30/08
CON 210	Contract Law	1/1/00–9/30/08
CON 243	Architect and Engineering Services	1/1/00–Indefinite
CON 244	Construction Contracting	1/1/01–Indefinite
CON 353	Advanced Business Solutions for Mission Support	6/26/06–6/25/09
Serco (formerly Resource Consultants, Inc. (RCI)), 75 James Way, Suite 120, Southampton, PA 18966, 215-942-0410		
LOG 235A	Performance Based Logistics, Part A	4/28/04–Indefinite
LOG 235B	Performance Based Logistics, Part B	10/4/04–Indefinite

Not-for-Profit Organization Equivalencies

DAU Course	Not-for-Profit Organization Course	Effective Dates
International Society of Logistics (SOLE)		
ACQ 101 ACQ 201A/B LOG 101 LOG 102 LOG 200 LOG 201	Certified Professional Logistician (CPL) certification	12/9/04–Indefinite
The Certified Professional Logistician (CPL) certification meets the training requirements for DAWIA Level I certification in the Life Cycle Logistics career field.		
National Contract Management Association (NCMA)		
CON 101	Certified Federal Contract Manager (CFCM) certification	12/13/06–Indefinite
CON 202	Certified Federal Contract Manager (CFCM) certification	12/13/06–Indefinite
CON 210	Certified Federal Contract Manager (CFCM) certification	12/13/06–Indefinite
Project Management Institute (PMI)		
PMT 250	Project Management Professional (PMP) certification	5/4/04–Indefinite

Note: For current information on equivalencies, visit **www.dau.mil/learning/appg.aspx**.

Appendix D—Continuing Education Units

Acquisition, technology, and logistics personnel may meet professional association continuing education requirements by taking DAU-sponsored courses. DAU is a member of the International Association for Continuing Education and Training (IACET), a nonprofit membership group of over 650 organizations and individuals involved in continuing education. As such, DAU is an authorized provider of Continuing Education Units (CEUs), a measure of continuing education participation for many professional associations and organizations. CEUs can also be converted to Continuous Learning Points (CLPs) to meet the DoD continuous learning requirements. Generally, 1 CEU equals 10 CLPs. (Please note that CEUs are not measures of academic credit. See Appendix C for DAU courses eligible for academic credit.)

The following table provides the CEUs for each DAU-sponsored course, which may be applied toward professional requirements. For more information on CEUs, contact Mr. Corey Davis at 703-805-3576 or corey.davis@dau.mil. For updates go to **www.dau.mil/learning/apph.asp**.

Continuing Education Units (for courses taken after January 1, 1997)

Course		CEUs
ACQ 101	Fundamentals of Systems Acquisition Management	
	through 6/1/97	5.4
	6/2/97–1/31/99	4.7
	beginning 2/1/99	2.5
ACQ 201	Intermediate Systems Acquisition	
	through 6/1/97	13.7
	6/2/97–9/30/99	9.9
	10/1/99–3/1/01	9.4
	3/2/01–4/12/01	9.05
	4/13/01–9/30/03	7.2
ACQ 201A	Intermediate Systems Acquisition, Part A	
	beginning 7/1/03	3.7
ACQ 201B	Intermediate Systems Acquisition, Part B	
	10/1/03–5/31/05	3.5
	beginning 6/1/05	3.6
ACQ 265	Mission Focused Services Acquisition	
	beginning 9/11/06	3.0
ACQ 401	Senior Acquisition Course (continuous learning points in lieu of CEUs)	54.0
ACQ 402	Executive Management Course	
	8/15/03–6/1/05	9.6
ACQ 403	Defense Acquisition Executive Overview Workshop	Varies*
ACQ 404	Systems Acquisition Management Course for General/Flag Officers	
	through 5/31/05	3.2
	beginning 6/1/05	2.3
ACQ 405	Executive Refresher Course	
	through 3/1/01	6.4
	3/2/01–5/31/05	7.0
	beginning 6/1/05	5.8

*The number of CEUs per offering is a function of the workshop duration for that specific offering, which, in turn, is a function of the particular topics selected by the learner for inclusion in the curriculum for that offering. Contact DSMC–SPM for details at 703-805-2436.

Changes and updates to these standards are posted on the DAU Web site as they occur. Go to **www.dau.mil/learning/apph.asp** for the most current information on continuing education units.

Course		CEUs
ACQ 450	Leading in the Acquisition Environment	3.1
ACQ 451	Integrated Acquisition for Decision Makers	
	beginning 6/4/06	1.8
ACQ 452	Forging Stakeholder Relationships	
	beginning 6/15/06	1.9
BCF 101	Fundamentals of Cost Analysis (formerly BCE 101)	
	through 3/1/01	9.9
	3/2/01–9/28/01	9.2
	9/29/01–4/19/05	6.4
	beginning 4/20/05	5.9
BCF 102	Fundamentals of Earned Value Management (formerly BFM 102)	
	through 2/28/00	6.4
	3/1/00–3/1/01	6.5
	3/2/01–5/31/05	4.8
	beginning 6/1/05	1.45
BCF 103	Fundamentals of Business Financial Management (formerly BFM 201)	
	through 3/1/01	3.0
	3/2/01–4/25/03 (Resident)	2.9
	beginning 3/3/03 (Online)	2.6
BCF 203	Intermediate Earned Value Management (formerly BFM 203)	
	through 3/1/01	8.0
	3/2/01–5/31/05	6.3
	beginning 6/1/05	6.4
BCF 204	Intermediate Cost Analysis (formerly BCE 204)	
	through 3/1/01	8.9
	beginning 3/2/01	9.1
BCF 205	Contractor Business Strategies (formerly BFM 204)	
	through 3/1/01	3.0
	3/2/01–5/31/05	2.6
	beginning 6/1/05	3.0
BCF 206	Cost Risk Analysis (formerly BCE 206)	
	through 3/1/01	2.8
	3/2/01–5/31/05	2.7
	beginning 6/1/05	2.8
BCF 207	Economic Analysis (formerly BCE 207)	
	through 3/1/01	2.3
	3/2/01–5/31/05	2.0
	beginning 6/1/05	2.8
BCF 208	Software Cost Estimating (formerly BCE 208)	
	through 3/1/01	6.7
	beginning 3/2/01	5.9
BCF 209	Acquisition Reporting Course (formerly BFM 209)	
	through 3/1/01	3.0
	3/2/01–1/13/03	3.2
	beginning 6/1/05	2.62
BCF 209B	Acquisition Reporting Course, Part B	
	10/20/03–6/9/05	1.25
BCF 209C	Acquisition Reporting Course, Part C	
	10/20/03–6/9/05	2.3
BCF 211	Acquisition Business Management	
	through 9/30/99	4.6
	10/1/99–9/30/03	4.2
	beginning 8/6/04	3.0
BCF 211A	Acquisition Business Management, Part A	
	7/1/03–1/1/05	0.7
BCF 211B	Acquisition Business Management, Part B	
	10/1/03–1/14/05	3.5
BCF 215	Operating and Support Cost Analysis	
	10/1/01–8/30/04	2.6
	beginning 9/1/04	2.87

Course		CEUs
BCF 229	Acquisition Reporting for Major Acquisition Information Systems	
	beginning 10/15/04	1.57
BCF 262	EVMS Validation and Surveillance	
	beginning 1/17/07	5.8
BCF 301	Business, Cost Estimating, and Financial Management Workshop	
	through 3/1/01	5.4
	3/2/01–7/18/04	5.1
	7/19/04–5/31/05	5.7
	beginning 6/1/05	5.2
BCF 802	Selected Acquisition Report Review (formerly BFM 210)	
	through 3/1/01	1.8
	3/2/01–1/22/03	2.2
CAR 805	Contemporary Approaches to Acquisition in the Information Age	
	through 9/23/99	4.0
	9/24/99–3/1/01	3.6
	3/2/01–4/4/03	3.2
CON 100	Shaping Smart Business Arrangements	
	through 6/30/03	5.75
	7/1/03–9/30/04	3.7
	beginning 10/1/04	2.8
CON 101	Basics of Contracting	
	through 9/30/97	15.7
	10/1/97–3/1/01	16.0
	3/2/01–8/16/02 (Resident)	13.55
	3/25/02–9/30/05 (Distance Learning)	14.0
CON 102	Operational Level Contracting Fundamentals	
	through 9/30/97	14.0
CON 103	Facilities Contracting Fundamentals	
	through 9/30/97	15.7
CON 104	Principles of Contract Pricing	
	through 3/1/01	7.3
	3/2/01–8/23/01	9.25
	8/24/01–9/30/03	10.89
CON 104A	Principles of Contract Pricing, Part A	
	7/1/03–9/30/05	8.27
CON 104B	Principles of Contract Pricing, Part B	
	10/1/03–9/30/05	2.62
CON 110	Mission Support Planning	
	beginning 10/1/04	2.3
CON 111	Mission Planning Execution	
	beginning 10/1/04	2.6
CON 112	Mission Performance Assessment	
	beginning 10/1/04	1.4
CON 120	Mission Focused Contracting	
	beginning 10/1/04	6.2
CON 202	Intermediate Contracting	
	through 3/1/01	14.8
	3/2/01–5/31/05	9.95
	6/1/05–9/30/06	5.5
CON 204	Intermediate Contract Pricing (formerly CON 231)	
	through 9/30/98	5.2
	10/1/98–3/1/01	5.7
	3/2/01–5/31/05	6.45
	6/1/05–9/30/06	7.6

Changes and updates to these standards are posted on the DAU Web site as they occur. Go to **www.dau.mil/learning/apph.asp** for the most current information on continuing education units.

Course		CEUs
CON 210	Government Contract Law (formerly CON 201)	
	through 3/1/01	4.9
	3/2/01–9/30/04	6.45
	10/1/04–9/30/06	3.3
CON 211	Intermediate Contracting	
	through 9/30/97	12.5
CON 214	Business Decisions for Contracting	
	beginning 1/12/07	1.9
CON 215	Intermediate Contracting for Mission Support	
	beginning 10/26/06	6.3
CON 218	Advanced Contracting for Mission Support	
	beginning 5/15/06	7.6
CON 221	Intermediate Contract Administration	
	through 9/30/97	5.4
CON 222	Operational Level Contract Administration	
	through 9/30/97	8.3
CON 223	Intermediate Facilities Contracting	
	through 9/30/97	8.5
CON 232	Overhead Management of Defense Contracts	
	through 3/1/01	5.8
	3/2/01–5/31/05	6.4
	beginning 6/1/05	5.5
CON 233	Cost Accounting Standards Workshop	
	through 11/1/02	8.9
CON 234	Contingency Contracting	
	through 3/1/01	8.5
	3/2/01–5/31/05	7.5
	beginning 6/1/05	7.1
CON 235	Advanced Contract Pricing	
	through 3/1/01	6.0
	3/2/01–5/31/05	6.85
	beginning 6/1/05	6.0
CON 236	Contractual Aspects of Value Engineering	
	9/3/03 –5/31/05	2.8
	beginning 6/1/05	3.7
CON 237	Simplified Acquisition Procedures	1.6
CON 241	Information Technology Contracting	
	through 9/30/97	5.4
CON 243	Architect-Engineer Contracting	
	through 11/2/99	2.8
	beginning 11/3/99	3.2
CON 244	Construction Contracting	
	through 11/2/99	2.4
	11/3/99–3/1/01	3.2
	beginning 3/2/01	3.0
CON 250	Fundamentals of Cost Accounting Standards–Part I	
	beginning 12/6/04	2.8
CON 251	Fundamentals of Cost Accounting Standards–Part II	
	beginning 3/1/05	3.6
CON 260A	The Small Business Program, Part A	
	beginning 6/1/05	1.6
CON 260B	The Small Business Program, Part B	
	beginning 4/1/05	1.7
CON 301	Executive Contracting	
	through 3/1/01	3.6
	3/2/01–6/22/01	2.95
	6/23/01–7/31/03	3.05
CON 333	Management for Contracting Supervisors	
	through 3/1/01	3.2
	3/2/01–8/22/03	2.8

Course		CEUs
CON 353	Advanced Business Solutions for Mission Support	
	beginning 9/1/04	8.0
FE 201	Intermediate Facilities Engineering	
	beginning 8/1/03	2.4
GRT 201	Grants and Agreements Management	
	9/30/03–1/10/05	3.9
	beginning 1/11/05	2.3
IND 100	Contract Property Administration and Disposition Fundamentals	
	through 10/7/03	5.45
IND 101	Contract Property Administration Fundamentals	
	through 3/1/01	5.9
	3/2/01–9/30/03	6.4
IND 102	Contract Property Disposition	
	through 3/1/01	3.8
	3/2/01–9/30/03	3.0
IND 103	Contract Property Systems Analysis Fundamentals	
	through 3/1/01	2.7
	3/2/01–10/07/03	3.0
IND 200	Intermediate Contract Property Administration and Disposition	
	through 7/19/04	8.3
IND 201	Intermediate Contract Property Administration	
	through 3/1/01	6.7
	3/2/01–9/30/03	6.4
IND 202	Contract Property Management Seminar	
	through 3/1/01	2.7
	3/2/01–9/30/03	3.0
IRM 101	Basic Information Systems Acquisition	
	beginning 10/17/05	3.5
IRM 201	Intermediate Information Systems Acquisition	
	through 4/30/98	12.0
	5/1/98–9/23/99	7.0
	beginning 9/24/99	6.3
IRM 303	Advanced Information Systems Acquisition	
	1/1/97–9/23/99	9.8
	9/24/99–3/1/01	9.1
	3/2/01–3/10/05	8.4
	3/11/05–1/28/07	6.3
IRM 304	Advanced Information Systems Acquisition	
	beginning 1/29/07	3.6
LAW 801	Acquisition Law	
	through 3/1/01	4.0
	3/2/01–5/31/05	2.6
	beginning 6/1/05	2.9
LOG 101	Acquisition Logistics Fundamentals	
	through 9/30/99	4.5
	beginning 10/1/99	2.4
LOG 102	Systems Sustainment Management Fundamentals	
	through 5/31/05	2.87
	beginning 6/1/05	2.3
LOG 200	Intermediate Acquisition Logistics, Part A (formerly LOG 201A)	
	beginning 7/1/03	6.0
LOG 201	Intermediate Acquisition Logistics (formerly LOG 201B)	
	through 10/19/00	11.4
	10/20/00–3/1/01	9.8
	3/2/01–9/28/01	9.2
	10/1/01–9/30/03	11.2

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Course		CEUs
LOG 201	Intermediate Acquisition Logistics, Part B	
	through 6/16/05	5.2
	beginning 6/17/05	3.7
LOG 203	Reliability and Maintainability	
	through 5/6/01	1.5
	beginning 5/7/01	1.7
LOG 204	Configuration Management	
	through 3/1/01	4.0
	3/2/01–8/26/04	2.6
	8/27/04–4/30/07	3.1
	beginning 5/1/07	1.8
LOG 205	Provisioning	
	through 9/30/03	2.8
LOG 210	Supportability Manager Tools	
	4/30/07–6/11/07	1.7
	beginning 6/12/07	3.5
LOG 235	Performance Based Logistics, Part A	
	10/1/03–9/30/04	5.0
	beginning 10/1/04	5.35
LOG 236	Performance Based Logistics, Part B	
	10/1/03–9/30/04	3.2
	beginning 10/1/04	3.75
LOG 304	Advanced Life Cycle Logistics Management	
	through 3/1/01	4.9
	3/2/01–5/31/05	3.9
	beginning 6/1/05	7.3
PMT 202	Multinational Program Management	
	through 5/31/05	3.0
	beginning 6/1/05	2.4
PMT 203	International Security and Technology Transfer/Control	
	through 3/1/01	3.0
	3/2/01–5/31/05	3.2
	beginning 6/1/05	3.0
PMT 250	Program Management Tools	
	through 3/1/01	7.2
	beginning 3/2/01	8.0
PMT 302	Advanced Program Management Course	
	through 9/30/99	51.3
	10/1/99–12/14/00	49.3
	12/15/00–8/16/02	47.9
PMT 303	Executive Program Manager's Course	
	through 9/30/99	12.0
	10/1/99–3/1/01	15.6
	3/2/01–9/30/01	12.0
PMT 304	Advanced International Management Workshop	
	through 3/1/01	3.0
	beginning 3/2/01	4.0
PMT 305	(See PMT 403)	
PMT 352	Program Management Office Course	
	through 9/30/03	28.2
PMT 352A	Program Management Office Course, Part A	
	beginning 7/1/03	5.0
PMT 352B	Program Management Office Course, Part B	
	10/1/03–9/30/04	23.2
	10/1/04–8/30/06	22.0
	9/1/06–6/3/07	18.0
	beginning 5/1/07	16.3
PMT 401	The Program Manager's Course	
	through 5/31/05	31.5
	beginning 6/1/05	47.0

Course		CEUs
PMT 402	Executive Program Manager's Course (formerly PMT 303)	
	through 5/31/05	12.0
	beginning 6/1/05	11.5
PMT 403	Program Manager's Skills (formerly PMT 305)	
	through 9/30/99	6.0
	10/1/99–3/1/01	5.4
	3/2/01–5/31/05	4.0
	beginning 6/1/05	5.1
PQM 101	Production, Quality, and Manufacturing Fundamentals	
	through 10/30/00	5.8
	10/31/00–3/1/01	2.0
	beginning 3/2/01	1.6
PQM 103	Defense Specification Management	
	through 5/31/05	5.4
	beginning 6/1/05	6.1
PQM 104	Specification Selection and Application	1.2
PQM 201	Intermediate Production, Quality and Manufacturing	
	through 11/30/00	9.0
	12/01/00–9/30/03	7.0
PQM 201A	Intermediate Production, Quality and Manufacturing, Part A	
	beginning 7/1/03	3.5
PQM 201B	Intermediate Production, Quality and Manufacturing, Part B	
	beginning 10/1/03	3.5
PQM 202	Commercial and Nondevelopmental Item Acquisition Course for Engineering and Technical Personnel	1.2
PQM 203	Preparation of Commercial Item Descriptions for Engineering and Technical Personnel	0.6
PQM 212	Market Research for Engineering and Technical Personnel	1.2
PQM 301	Advanced Production, Quality and Manufacturing	
	through 9/30/99	9.0
	10/1/99–1/28/01	6.8
	beginning 1/29/01	8.3
PUR 101	Simplified Acquisition Fundamentals	
	through 9/30/98	6.4
PUR 201	Intermediate Simplified Acquisition Procedures	
	through 9/30/98	6.9
SAM 101	Basic Software Acquisition Management	
	beginning 10/17/05	3.5
SAM 201	Intermediate Software Acquisition Management	
	through 8/28/97	10.8
	9/1/97–9/30/99	7.0
	10/1/99–3/1/01	10.8
	3/2/01–3/31/05	6.4
	beginning 4/1/05	3.2
SAM 301	Advanced Software Acquisition Management	
	through 9/30/99	10.8
	10/1/99–3/1/01	6.3
	3/2/01–1/31/05	5.85
	beginning 2/1/05	3.8
STM 201	Intermediate S&T Management	
	10/1/04–3/31/05	2.1
	beginning 4/1/05	2.0
STM 301	Program Management for S&T Managers	
	10/1/03–9/30/04	2.1

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Course		CEUs
STM 302	Advanced S&T Management	
	beginning 10/1/03	2.5
SYS 101	Fundamentals of Systems Planning, Research, Development and Engineering	
	beginning 12/1/06	3.5
SYS 201	Intermediate Systems Planning, Research, Development and Engineering	
	through 3/1/01	8.2
	3/2/01–9/7/01	7.1
	9/8/01–9/30/03	5.8
SYS 201A	Intermediate Systems Planning, Research, Development and Engineering, Part A	
	beginning 7/1/03	2.6
SYS 201B	Intermediate Systems Planning, Research, Development and Engineering, Part B	
	beginning 10/1/03	3.2
SYS 202	Intermediate Systems Planning, Research, Development and Engineering, Part I	3.0
	beginning 1/12/07	3.0
SYS 203	Intermediate Systems Planning, Research, Development and Engineering, Part II	
	beginning 12/1/06	3.6
SYS 301	Advanced Systems Planning, Research, Development and Engineering	
	through 9/30/99	6.0
	10/1/99–3/1/01	6.2
	3/2/01–12/3/06	7.2
SYS 302	Technical Leadership and Systems Engineering	
	beginning 12/4/06	7.7
TST 101	Introduction to Acquisition Workforce Test and Evaluation	
	through 9/30/99	3.2
	10/1/99–10/12/00	3.6
	beginning 10/13/00	3.0
TST 202	Intermediate Test and Evaluation	
	through 3/1/01	5.8
	3/2/01–7/15/07	4.7
TST 203	Intermediate Test and Evaluation	
	beginning 7/16/07	4.4
TST 301	Advanced Test and Evaluation	
	through 9/30/99	2.9
	10/1/99–3/1/01	4.0
	3/2/01–3/16/07	4.2
TST 302	Advanced Test and Evaluation	
	beginning 3/12/07	4.2

Appendix E—Meeting Acquisition Corps Education Standards

Statutory Education Requirements

Statutory standards for membership in the Acquisition Corps are specified in 10 U.S.C. 1732. The following is an abbreviated summary of Acquisition Corps education standards prescribed in 10 U.S.C. 1732(b)(2):

A baccalaureate degree and either:

- 24 semester credit hours of study at an accredited institution from among the following disciplines: accounting, business finance, contracting law, purchasing, economics, industrial management, marketing, quantitative methods, and organization and management; **or**
- 24 semester credit hours of study at an accredited institution in the individual's acquisition career field and either 12 semester credit hours from among the above-listed disciplines or training in these disciplines equivalent to the 12 semester credit hours.

The option to substitute equivalent training for the 12 semester credit hours in the disciplines specified was provided by Section 812(e) of Public Law 102-484, "The National Defense Authorization Act for Fiscal Year 1993," October 23, 1992, which amended Section 1732(b)(2)(B) of Title 10, United States Code.

American Council on Education (ACE) Recommended Credits

The standard of 12 semester credit hours in the disciplines may be met by successful completion of comparable training courses that carry an American Council on Education (ACE) credit recommendation. ACE credit recommendations for DAU courses are listed in the first table of this Appendix.

ACE credit recommendations may only be used to meet the 24-semester-hour requirement in business disciplines for contracting personnel and Acquisition Corps membership if those credit recommendations have been accepted by and appear on an official transcript (or comparable document) from an accredited institution of higher education. The American Council on Education evaluates formal education, training programs, and courses sponsored by Service schools, other DoD organizations, other government agencies, business, and industry; and makes college credit recommendations. The ACE itself does not grant academic credit; rather, the ACE evaluates courses offered by nonaccredited organizations and recommends the amount of course credit judged worthy of being granted by an accredited institution.

Those planning to use ACE credit recommendations for college or university degree programs must have their education and training experiences reviewed by their institution's admissions officer.

Courses bearing ACE credit recommendations are offered at DoD schools, other Federal agencies, and through commercially sponsored programs. Descriptions of these courses, along with their corresponding credit hour recommendations and subject area designations, are contained in four volumes published by the ACE: *The Guide to the Evaluation of Educational Experiences in the Armed Services* (three volumes) and *The National Guide to Educational Credit for Training Programs* (one volume), which contain courses offered by other Federal agencies and the private sector. ACE guides are typically available in civilian personnel training offices and in DoD education centers.

College Credit Hours for DAU Courses

The following table shows the current ACE college credit hours recommended for DAU courses as semester hours and applicable date restrictions. For more information or for DAU courses taken prior to the dates listed in this chart, please refer to *The Guide to the Evaluation of Educational Experiences in the Armed Services*, located at your education center, college, or online at **www.acenet.edu**. For updates to these recommendations, consult the online DAU Catalog at **www.dau.mil/catalog**. The DAU point of contact for the university's ACE accreditation is Mr. Corey Davis, who can be reached at 703-805-3576, DSN 655-3576, or by e-mail at corey.davis@dau.mil.

American Council on Education (ACE) Recommended College

CURRENT DAU COURSES AND

Course Number	Course Title	ACE Identifier
ACQ 101	Fundamentals of Systems Acquisition Management (Distance Learning)	DD-1408-0030 Version II
ACQ 201	Intermediate Systems Acquisition Management (Hybrid)	DD-1408-0020 Version II
BCF 101	Fundamentals of Cost Analysis	DD-1115-0001 Version II
BCF 103	Fundamentals of Business Financial Management (Online)	DD-1401-0001
BCF 204	Intermediate Cost Analysis	DD-1408-0047
BCF 208	Software Cost Estimating	DD-1402-0005 Version II
BCF 211	Acquisition Business Management	DD-1408-0034
BCF 215	Operating and Support Cost Analysis	DD-1401-0002
BCF 301	Business, Cost Estimating, and Financial Management Workshop	DD-1408-0017
CON 110	Mission Support Planning	DD-1408-0052
CON 111	Mission Strategy Execution	DD-1408-0053
CON 112	Mission Performance Assessment	DD-1408-0054
CON 120	Mission Focused Contracting	DD-1408-0055
CON 232	Overhead Management of Defense Contracts	DD-1408-0045
CON 234	Contingency Contracting	DD-1408-0033
CON 235	Advanced Contract Pricing	DD-1405-0008
CON 353	Advanced Business Solutions for Mission Support	DD-1408-0056
FE 201	Intermediate Facilities Engineering	DD-1408-0057
IRM 101	Basic Information Systems Acquisition (Distance Learning)	DD-1408-0036
IRM 201	Intermediate Information Systems Acquisition	DD-0326-0006
LOG 101	Acquisition Logistics Fundamentals	DD-1405-0010
LOG 102	Systems Sustainment Management Fundamentals	DD-1408-0058
LOG 201	Intermediate Acquisition Logistics	DD-0326-0010

Credit Hours for DAU Courses

ACE RECOMMENDATIONS

Effective Dates	Recommended College Credit Hours for DAU Courses	Specialty Area
11/98–Present	2 semester hours, lower division baccalaureate/associate category	Acquisition Management
4/01–Present	3 semester hours, upper division baccalaureate category	Acquisition Management
10/01–Present	3 semester hours, lower division baccalaureate/associate category	Introduction to Applied Statistics, Cost Estimating, and Analysis
4/03–Present	1 semester hour, lower division baccalaureate/associate category	Financial Management
4/00–Present	3 semester hours, upper division baccalaureate category	Applied Statistics **or** Cost Estimating
5/97–Present	3 semester hours, lower division baccalaureate/associate category	Acquisition and Cost Estimating
4/98–Present	2 semester hours, lower division baccalaureate/associate category	Contract Management
10/01–Present	2 semester hours, lower division baccalaureate/associate category	Financial Management
6/96–Present	3 semester hours, upper division baccalaureate category	Financial Management
10/04–Present	1 semester hour, lower division baccalaureate/associate category	Introduction to Procurement Management
10/04–Present	1 semester hour, lower division baccalaureate/associate category	Introduction to Procurement Management
10/04–Present	1 semester hour, lower division baccalaureate/associate category	Introduction to Procurement Management
10/04–Present	3 semester hours, upper division baccalaureate category	Procurement Management
1/99–Present	3 semester hours, upper division baccalaureate category	Cost Accounting
5/99–Present	3 semester hours graduate category	Contract Management and International Management
1/98–Present	3 semester hours, upper division baccalaureate category	Advanced Applied Statistics
2/05–Present	3 semester hours graduate category	Advanced Contracting **or** Contracting Issues, Ethics, and Policy
10/04–Present	1 semester hour, lower division baccalaureate/associate category	Introduction to Facilities Engineering **or** Introduction to Facilities Management
9/99–Present	2 semester hours, lower division baccalaureate/associate category	Acquisition Management **or** Business Management
10/95–Present	4 semester hours, upper division baccalaureate category	Information Systems Management
10/99–Present	1 semester hour, lower division baccalaureate/associate category	Supply Management
10/04–Present	2 semester hours, lower division baccalaureate/associate category	Supply Chain Management
10/01–Present	3 semester hours, upper division baccalaureate category **or** 2 semester hours, graduate category (Only one of the above can be granted.)	Logistics Management **or** Advanced Logistics Management

CURRENT DAU COURSES AND

Course Number	Course Title	ACE Identifier
LOG 235A	Performance Based Logistics	DD-1408-0059
LOG 235B	Performance Based Logistics	DD-1408-0060
LOG 304	Advanced Acquisition Logistics Management	DD-0326-0004
PMT 250	Program Management Tools	DD-1408-0048
PMT 304	Advanced International Workshop	DD-1408-0061
PMT 305; PMT 403	Program Manager's Skills (formerly PMT 305, Program Manager's Survival)	DD-1408-0021
PMT 352	Program Management Office	DD-1408-0046
PMT 401	Program Manager's Course	DD-1408-0044
PMT 402	Executive Program Manager's Course	DD-1408-0019
PMT 403	Program Manager's Skills	DD-1408-0021
PQM 103	Defense Specification Management	DD-1408-0029
PQM 201	Intermediate Production, Quality and Manufacturing	DD-1408-0042
PQM 301; PRD 301	Advanced Production, Quality and Manufacturing (formerly Defense Acquisition Engineering, Manufacturing, and Quality Control)	DD-1408-0010
SAM 101	Basic Software Acquisition Management (Distance Learning)	DD-1408-0037
SAM 201	Intermediate Software Acquisition Management	DD-1408-0013
SAM 301	Advanced Software Acquisition Management	DD-1402-0004 Version II
SYS 201	Intermediate Systems Planning, Research, Development and Engineering (Hybrid)	DD-1408-0043
SYS 301	Advanced Systems Planning, Research, Development and Engineering	DD-1408-0016
TST 101	Introduction to Acquisition Workforce Test and Evaluation	DD-1408-0050
TST 202	Intermediate Test and Evaluation	DD-1408-0022

Effective Dates	Recommended College Credit Hours for DAU Courses	Specialty Area
12/03–Present	3 semester hours, lower division baccalaureate/associate category	Supply Chain Management
3/04–Present	1 semester hour graduate category	Supply Chain Management
8/96–Present	3 semester hours, upper division baccalaureate category	Logistics or Systems Management
8/96–Present	3 semester hours, upper division baccalaureate category	Project Management
3/01–Present	3 semester hours, upper division baccalaureate category	International Management **or** International Relations
6/96–Present	3 semester hours graduate category	Program Management **or** Project Management **or** Systems Management
6/02–Present	6 semester hours, upper division baccalaureate category 3 semester hours, graduate category	3 in Principles of Management and 3 in Operations Management Acquisitions Management
1/03–Present	9 semester hours graduate category	Strategic Management **or** Capstone Management
8/94–Present	4–6 semester hours graduate category	Program Management
6/96–Present	3 semester hours graduate category	Program Management
4/98–Present	2 semester hours, lower division baccalaureate/associate category	Procurement
12/00–Present	3 semester hours, upper division baccalaureate category	Production and Operations Management
10/93–Present	3 semester hours graduate category	Business Administration **or** Quality Management **or** Technical Management
12/98–Present	2 semester hours, lower division baccalaureate/associate category	Software Systems Procurement Management
6/96–Present	2 semester hours, upper division baccalaureate category	Acquisition Management **or** Software Systems Program Management
1/98–Present	2 semester hours, upper division baccalaureate category	Management Information Systems
9/01–Present	3 semester hours, upper division baccalaureate category	Systems Engineering
6/96–Present	3 semester hours graduate category	Technical Management
10/00–Present	1 semester hour, lower division baccalaureate/associate category	Quality Control
8/96–Present	3 semester hours, upper division baccalaureate category	Data Analysis and Modeling

COURSES STILL VALID FOR CREDIT

Course Number	Course Title	ACE Identifier
ACQ 101	Fundamentals of Systems Acquisition Management	DD-1408-0012
ACQ 101	Fundamentals of Systems Acquisition Management	DD-1408-0030 Version I
ACQ 201	Intermediate Systems Acquisition	DD-1408-0020 Version I
ACQ 201; PMT 201; DSMC-37	Intermediate Systems Acquisition (Acquisition Basics)	DD-1408-0011
BCF 101	Fundamentals of Cost Analysis (formerly BCE 101, Fundamentals of Cost Analysis) (refer to 1998 ACE Guide)	DD-1115-0001 Version I
BCF 102	Fundamentals of Earned Value Management	DD-1408-0027
BCF 203	Intermediate Earned Value Management	DD-1408-0028
BFM 102	Contract Performance Management Fundamentals	DD-1408-0014
BFM 203	Intermediate Contract Performance Management	DD-1408-0015
CON 100	Shaping Smart Business Arrangements	DD-1405-0009
CON 101	Basics of Contracting (Resident Version) (formerly CON 101, Contracting Fundamentals)	DD-1408-0032
CON 101	Basics of Contracting (Distance Learning)	DD-1404-0005
CON 101	Contracting Fundamentals by Correspondence	AR-0326-0054 Version II
CON 101	Contracting Fundamentals (Management of Defense Acquisition Contracts Basic)	AR-0326-0053 Version II
CON 102	Operational Level Contracting Fundamentals	DD-1405-0003
CON 103	Facilities Contracting Fundamentals	DD-1402-0009
CON 104	Principles of Contract Pricing (Resident Version) (formerly CON 104, Contract Pricing)	DD-1405-0004
CON 104	Principles of Contract Pricing (Hybrid)	DD-1405-0011
CON 105	Operational Level Contract Pricing	DD-1405-0001
CON 106	Facilities Contracts Pricing	DD-1402-0008
CON 202	Intermediate Contracting	DD-1405-0007
CON 204	Intermediate Contract Pricing (formerly CON 231, Intermediate Contract Pricing)	DD-1405-0006 Version II
CON 210	Government Contract Law	DD-0326-0007
CON 211	Intermediate Contracting	AR-0326-0057

BUT NO LONGER OFFERED

Effective Dates	Recommended College Credit Hours for DAU Courses	Specialty Are
9/94–5/97	3 semester hours, lower division baccalaureate/associate category	Acquisition Management
6/97–1/99	3 semester hours, lower division baccalaureate/associate category	Acquisition Management
6/96–4/01	4 semester hours, upper division baccalaureate category	Acquisition Management
10/90–5/96	4 semester hours, upper division baccalaureate category	Systems Management
6/96–9/01	3 semester hours, lower division baccalaureate/associate category	Introduction to Applied Statistics, Cost Estimating and Analysis
10/97–12/03 12/97–12/03	3 semester hours, lower division baccalaureate/associate category (Both courses must be completed.)	Management
7/95–10/97 3/96–10/97	3 semester hours, upper division baccalaureate category (Both courses must be completed.)	Management
6/02–6/03	2 semester hours, upper division baccalaureate category	Materials Management
10/97–8/02	3 semester hours, lower division baccalaureate/associate category	Contract Management
3/02–9/05	3 semester hours, lower division baccalaureate/associate category	Contract Management
10/93–3/97	3 semester hours, upper division baccalaureate category	Logistics Management
10/93–3/97	3 semester hours, upper division baccalaureate category	Logistics Management
3/95–9/97	3 semester hours, upper division baccalaureate category	Procurement/Supply Management
10/96–9/97	3 semester hours, upper division baccalaureate category	Procurement/Supply Management
1/93–9/02	3 semester hours, upper division baccalaureate category	Procurement/Supply Management
6/01–9/05	3 semester hours, upper division baccalaureate category	Acquisition/Supply Management
1/95–9/97	3 semester hours, upper division baccalaureate category	Procurement/Supply Management
10/96–9/97	3 semester hours, upper division baccalaureate category	Procurement/Supply Management
10/97–9/06	4 semester hours, upper division baccalaureate category	Contract Management
4/99–9/06	3 semester hours, upper division baccalaureate category	Quantitative Methods, Quantitative Analysis, Cost and Pricing Techniques **or** Contract Costing
1/97–9/06	2 semester hours, upper division baccalaureate category	Public Sector Contract Law
6/94–4/99	2 semester hours, upper division baccalaureate category **or** 1 semester hour, graduate category (Only one of the above can be granted.)	Contract Management

COURSES STILL VALID FOR CREDIT

Course Number	Course Title	ACE Identifier
CON 211; 8D-F12	Intermediate Pre-Award Contracting (Management of Defense Acquisition Contracts Advanced) (Management of Acquisition Contracts Advanced)	AR-0326-0010
CON 221	Intermediate Contract Administration	DD-1405-0005
CON 223	Intermediate Facilities Contracting	DD-1402-0007
CON 231	Intermediate Contract Pricing	DD-1405-0006 Version I
CON 233	Cost Accounting Standards Workshop	AR-1401-0021 Version II
CON 241	Automated Information Systems Contracting	DD-1402-0006
IND 101	Contract Property Administration	DD-0331-0002
IND 201	Intermediate Contract Property Administration	DD-0331-0001
LOG 201	Intermediate Acquisition Logistics	DD-0326-0009
LOG 201	Intermediate Acquisition Logistics	AR-0326-0055 Version II
LOG 202; ALMC-LR	Logistics Support Analysis (Defense Basic Logistics Support Analysis)	AR-0326-0056
LOG 205; ALMC-AH	Provisioning (Army Provisioning Process)	AR-1405-0221 Version II
N/A	Program Management	DD-1408-0002
PMT 301	Program Management	DD-1408-0007
PMT 302	Advanced Program Management	DD-1408-0018
PMT 303	Executive Program Manager's Course	DD-1408-0019
PMT 341	Systems Acquisition for Contracting Personnel (Executive)	DD-1408-0009
PQM 103; ALM-34-0235	Defense Specification Management	AR-1408-0035 Version II

BUT NO LONGER OFFERED

Effective Dates	Recommended College Credit Hours for DAU Courses	Specialty Area
1/90–5/94	2 semester hours, upper division baccalaureate category **or**	Acquisition Management
	1 semester hour, graduate category	Contract Management
	(Only one of the above can be granted.)	
6/96–9/97	2 semester hours, upper division baccalaureate category	Procurement/Supply Management
11/96–9/97	2 semester hours, upper division baccalaureate category	Procurement/Supply Management
4/95–1/99	3 semester hours, upper division baccalaureate category	Procurement/Supply Management
10/93–3/03	2 semester hours, upper division baccalaureate category	Cost Accounting Standards
4/93–9/98	3 semester hours, upper division baccalaureate category	Management Information Systems
1/99–9/03	3 semester hours, upper division baccalaureate category	Contract Property Administration **or** Real Property **or** Real Estate
1/99–9/03	3 semester hours, upper division baccalaureate category	Contract Property Administration **or** Real Property **or** Real Estate
3/99–9/01	3 semester hours, upper division baccalaureate category	Procurement **or** Logistics Management
9/91–5/97	2 semester hours, upper division baccalaureate category **or**	Procurement
	1 semester hour, graduate category	Advanced Logistics Management
1/90–1/96	2 semester hours, upper division baccalaureate category **or**	Materiel Acquisition Process and Support Systems
	1 semester hour, graduate category (Only one of the above can be granted.)	
1/93–9/03	3 semester hours, lower division baccalaureate/associate category	Supply Management
1/73–1/90	3 semester hours, upper division baccalaureate category	2 in Managerial Finance and 1 in General Management
	6 semester hours graduate category	6 in Defense Program and Project Management if the student has already completed Program Management for Functional Managers (Program Management for Contract Administration), **otherwise**,
		9 in Defense Program and Project Management
2/90–6/95	2 semester hours, upper division baccalaureate category	Financial Planning and Analysis
	9 semester hours graduate category	3 in Leadership and Group Decision Process, 3 in Systems Management, and 3 in Survey of Program/Operations/ Manufacturing Management
3/95–8/02	9 semester hours graduate category	3 in Financial Management, 3 in Operations Management, and 3 in Technical Management
8/94–2/01	3 semester hours graduate category	Program Management
1/90–9/97	3 semester hours graduate category	Procurement Management
5/93–3/98	1 semester hour, lower division baccalaureate/associate category	Procurement

College Credit through Examination

Employees who are required to have 24 semester credit hours in the business disciplines to qualify for the Acquisition Corps or for contracting positions may meet all or part of the credit hour requirement through successful completion of examinations administered by the Defense Activity for Non-Traditional Education Support (DANTES).

Whenever semester credit hours are required for certification, DANTES examinations may be substituted. DANTES sponsors the College Level Examination Program and DANTES Subject Standardized Tests through the College Board and the Educational Testing Service. Seven tests are available, and a passing score on an examination qualifies the student for 3 semester credit hours toward the Acquisition Corps education standard.

Tests are administered to eligible personnel at military education offices that have DANTES Test Centers. A directory of military education offices is available on the DANTES Web site (**www.voled.doded.mil**). Follow the links to DANTES, Examination Programs, and Test Center Lookup. The table below provides information on the tests and the credit hours that may be applied toward the Acquisition Corps education standards.

College Level Examination Program (CLEP)
DANTES Subject Standardized Tests (DSST)

Acquisition Education Requirement	DSST or CLEP Examination	Semester Credit Hours
Accounting	DSST 525 - Principles of Financial Accounting	3
Business Finance	DSST 524 - Principles of Finance	3
Economics	CLEP 036 - Principles of Macroeconomics CLEP 037 - Principles of Microeconomics	3 3
Law	DSST 534 - Business Law II	3
Marketing	CLEP 023 - Principles of Marketing	3
Organization and Management	DSST 530 - Personnel/Human Resources Management DSST 531 - Organization Behavior	3 3
Quantitative Methods	DSST 450 - Principles of Statistics	3

Appendix F—Other Products and Services Provided by DAU

The university's mission is to provide practitioner training, career management, and services to enable the acquisition, technology, and logistics (AT&L) community to make smart business decisions and deliver timely and affordable capabilities to the warfighter. Accordingly, in addition to classroom and online training, DAU offers other valuable products and services. This appendix provides some information on those products and services as well as Web addresses for more details on each.

Strategic Partnerships

DAU has established strategic partnerships with universities and colleges so that DoD AT&L workforce members can transfer DAU course work toward college and university degrees and certificates. While each partnership is unique in what it offers, the objective of the partnership program is to provide our students with opportunities to maximize academic accomplishments by receiving credit for DAU courses toward a graduate, undergraduate, or certificate program offered by a strategic partner.

To facilitate finding a program that suits your needs, DAU has developed an interactive Web-based Strategic Partnership Database, in which you can search for partners offering degree or certificate credits for DAU classes. The database allows you to narrow your search by career field, geographic area, or type of program desired.

To search the Strategic Partnership Database or to view a comprehensive list of DAU's partners and links to their respective Web sites, visit **www.dau.mil/about-dau/partnerships.aspx**.

*Excel*erate

Through the ***Excel*erate** program, DAU has established agreements that allow AT&L workforce members to obtain credit toward Master's degrees for Level II DAWIA certification. Some examples of these partnerships follow:

- **Bellevue University** will accept 9 hours of graduate-level transfer credits for DAWIA Level II Certification in Contracting as a concentration in Acquisition and Contract Management for the Master of Business Administration degree.
- **Grantham University** will allow eligible AT&L personnel to apply 9 credits for DAWIA certification (Level II and III) toward Grantham's Master of Business Administration degree.

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A Sampling of DAU's Strategic Partnerships

Educational Institution	Master's	Bachelor's	Associate	Certificate
Averett University	✔	✔	✔	✔
Bellevue University	✔	✔		
Boston University	✔			✔
Central Michigan University	✔			
Eastern Michigan University	✔	✔		✔
Embry-Riddle Aeronautical University		✔	✔	
Empire State College		✔	✔	
ESI Intl., Inc., and The George Washington University				✔
Excelsior College		✔	✔	
Florida Community College Jacksonville			✔	✔
Florida Institute of Technology	✔			✔
George Mason University	✔			
Georgetown University	✔			✔
Grambling State University		✔		
Hampton University		✔		
Howard University				✔
Old Dominion University				✔
Southern Methodist University	✔			✔
Stevens Institute of Technology	✔			✔
Strayer University	✔	✔	✔	
The Catholic University of America	✔			✔
The University of Alabama in Huntsville	✔	✔		✔
Touro University International	✔	✔		
Tuskegee University	✔	✔		
University of Alaska at Anchorage	✔	✔	✔	
University of California at Irvine				✔
University of California, Los Angeles				✔
University of Management and Technology	✔	✔		✔
University of Mary Washington	✔			✔
University of Maryland University College	✔	✔		✔
University of Missouri Rolla	✔			✔
University of Phoenix		✔		
University of Virginia				✔
Villanova University				✔
Webster University	✔	✔		✔

- **Webster University** will apply 9 credits for DAWIA Level II certification in Contract Management for DoD AT&L workforce members toward a Master of Business Administration, a Master of Arts in Procurement and Acquisitions, or a Master of Arts in Management and Leadership.

- **University of Maryland University College** will award 9 graduate credits for Level III Program Management completion for either the Master of Science in Management with a track in Project Management or the Master of Science in Technology Management with a track in Project Management.

For a current list of partners participating in the ***Excel*erate** program, visit the DAU Web site at **www.dau.mil/about-dau/partnerships.aspx**.

Applied Research

The fundamental purpose of DAU's research program is to improve the DoD acquisition process and its management.The scope of applied research topics encompasses policy, process, education, management, leadership, and functional area initiatives generated by the DoD AT&L community.

Research projects are conducted by the DAU faculty in partnership with acquisition practitioners, universities, nonprofit organizations, and private industry. Utility is determined by direct application of a viable product that supports DoD goals and priorities. Selected participants from within the Services, DAU strategic partners, and DAU faculty develop new and innovative concepts for systems acquisition.

For more information about the research program at DAU, visit our Web site at **www.dau.mil/research/research_main.asp**. Join us in the Acquisition Research Community of Practice at **http://acc.dau.mil** (under Special Interest Areas, select Acquisition Research); or contact Dr. Paul Alfieri, Research Program Director, at paul.alfieri@dau.mil.

Publications

Periodicals

To obtain a free subscription to *Defense AT&L* magazine and/or the *Defense Acquisition Review Journal*, go to **www.dau.mil/pubs/damtoc.asp** and select the "Subscribe/Unsubscribe/Change" link to download the subscription form, which is valid for both publications. Subscription or address change requests must include an original signature and must be mailed or faxed. U.S. Postal Service regulations prohibit us from accepting such requests by phone or e-mail.

Publications

The DAU Press offers a wide range of publications to the AT&L community. Current publications can be viewed at **www.dau.mil/pubs/Online_Pubs.asp#General**. This Web site presents generalized publication categories such as guidebooks, brochures, general publications, etc. Once you select one of these categories, the resulting list will indicate if hard copies are available for listed publications. If you select a specific publication, you will obtain detailed ordering information. This information often includes Government Printing Office, International Standard Book Number, and Defense Technical Information Center numbers as well as other ordering information.

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DAU students and government employees can obtain a free single copy of any publication from the DAU Publications Distribution Center in Bldg. 231, Room 9, at the DAU Capital/Northeast Region. A request written on government letterhead is preferred. Mail requests to DAU, ATTN: Mr. Jeff Turner, 9820 Belvoir Road, Suite 3, Fort Belvoir, VA 22060-5565; call 703-805-2743; or fax requests to 703-805-3726. If you do not qualify for a free single copy from the DAU Press or if you need multiple copies, you can buy copies directly from the DAU Publications Distribution Center by using an Inter-Agency/Military Interdepartmental Purchase Request or by writing a check payable to the U.S. Treasury.

Publications Available from other Sources

GPO Orders—You can order certain DAU publications from the Government Printing Office (GPO). To order from GPO, you need the GPO serial number. If the serial number is not available at **www.dau.mil/pubs/Online_Pubs.asp#General**, you can browse the GPO Online Bookstore at **http://bookstore.gpo.gov**. You can then purchase the publication using the GPO online shopping cart method or by placing your order by phone, fax, or mail. Contact GPO at 866-512-1800 (toll free) or 202-512-1899 for further instructions.

DTIC and NTIS Orders—The Defense Technical Information Center (DTIC) provides copies to government employees, and the National Technical Information Services (NTIS) provides copies to private industry. You can request paper or microfiche versions from NTIS and many out-of-print publications from these organizations.

- **DTIC**—To order products and services from DTIC, you must be a registered user. For more information, contact DTIC by mail at ATTN: DTIC-BC (Registration), Defense Technical Information Center, 8725 John J. Kingman Road, Fort Belvoir, VA 22060-6218; by phone at 703-767-8273/DSN 427-8273 or toll free at 800-225-3842; by fax at 703-767-9459/DSN 427-9459; or by e-mail at reghelp@dtic.mil. To find out more, visit the DTIC Web site at **www.dtic.mil**.
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Senior Service College Fellowship

The Senior Service College Fellowship (SSCF) program at the Defense Acquisition University (DAU) conducts offerings at the South Region in Huntsville, AL, and the Midwest Region in Warren, MI. This 10-month leadership education program is a partnership between the Army and DAU designed to provide senior-level civilians training equivalent to their military counterparts in preparation for major-level leadership responsibilities. The fellowships are also partnered with University of Alabama at Huntsville in the South Region and Lawrence Technological University in the Midwest Region to provide the opportunity for graduate courses and to apply these courses towards a Master's degree. Upon completion of the SSCF program, the attendees will receive credit for Senior Service College attendance and credit for the Program Manager's Course (PMT 401).

The program contains the following core areas: leadership, mentoring, research, national speakers, university courses, the National Security Module, PMT 401, tours, and a number of DAU classes related to leadership. The SSCF program is a DAU Performance Support Program and as such is funded by each fellow's sending command. Fellows are selected via application process of their commands and a central selection board in Washington, DC. The program is intense and provides time to think and reflect without the distractions of the normal government workplace.

Key Phone Numbers and Internet Address

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Chief of Staff	703-805-2828
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Industry Chair	703-805-2828
AT&L Workforce and Career Management	703-805-2155
Performance and Resource Management	703-805-5809
Planning, Policy, and Leadership Support	703-805-2289
Human Capital Management Advisor	703-805-3166
General Counsel	703-805-5402
Operations Support Group	703-805-5182
Acquisition Performance Solutions	703-805-2525
Curricula Development and Support Center	703-805-2128
e-Learning and Technologies Center	703-805-4598
Library and Knowledge Repository	703-805-2293
Regional Campuses and DSMC — School of Program Managers	
DAU West Region (San Diego, CA)	619-524-4800
DAU Midwest Region (Kettering, OH)	937-781-1025
DAU South Region (Huntsville, AL)	256-722-1100
DAU Mid-Atlantic Region (California, MD)	240-895-7344
DAU Capital and Northeast Region (Fort Belvoir, VA)	703-805-2764
DSMC – School of Program Managers (Fort Belvoir, VA)	703-805-2436
DAU Student Services	703-805-3003
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E-mail address	student.services@dau.mil
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DAU LOCATIONS

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Mid-Atlantic Region
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For more information on the Defense Acquisition University, call 888-284-4906
or visit the DAU Web site at www.dau.mil.