

FEDERAL ACQUISITION INSTITUTE



FAC-P/PM TRAINING CROSSWALK

This document presents the available training offerings that fulfill the competency requirements for FAC-P/PM as described in [OFPP's FAC-P/PM memo](#). There are three FAC-P/PM Levels: Entry, Mid, and Senior; each has its own crosswalk of courses offered by FAI and DAU, agencies, and vendors.

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FAC-P/PM TRAINING CROSSWALK: ENTRY LEVEL

FAI & DAU OPTIONS (ENTRY)									
Training Providers	Courses	Competencies							Course Hours
		Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional	
FAI & DAU	CON 100: Shaping Smart Business Arrangements	✓				✓			
	CLC 108: Strategic Sourcing Overview	✓				✓			
	CLC 110: Spend Analysis Strategies	✓				✓			
	FAC 013: Shaping Smart Business Arrangements – Expert Edition	✓				✓			
	DAU CLM 013: Work Breakdown Structure	✓					✓		
	CON 110: Mission Support Planning	✓							
	BCF 101: Fundamentals of Cost Analysis	✓							
	CLL 015 Business Case Analysis	✓							
	DAU CLB 007: Cost Analysis	✓							
	Con 112: Mission Performance Assessment	✓							
	DAU CLM 017: Risk Management	✓							
	DAU CLB 024: Cost Risk Analysis	✓							
	CLC 004: Market Research	✓							
	DAU Harvard Business School Module (HBS) 102: Keeping Teams on Target	✓							
	DAU Harvard Business School Module (HBS) 103: Leading a Team	✓							
	TST 102: Fundamentals of Test & Evaluation			✓					
	CLE 023: Modeling and Simulation for Test & Evaluation			✓					
	LOG 101: Acquisition Logistics Fundamentals				✓				
	CLM 024: Contracting Overview					✓			
	FAC 031: Introduction to Small Business					✓			
	CLC 007: Contract Sourcing Selection					✓			
	FAC 012: Managing an Effective Competitive Sourcing Program					✓			
	DAU CLB 007: Cost Analysis						✓		
	BCF 103: Fundamentals of Financial Management						✓		
	BCF 102: Fundamentals of Earned Value Management						✓		
	CLB 016: Earned Value Management						✓		
	DAU Harvard Business School Module (HBS) 117: Solving Business Problems							✓	
	DAU Harvard Business School Module (HBS) 104: Leading and Motivating							✓	
	DAU Harvard Business School Module (HBS) 122: Writing for Business							✓	

FAI & DAU OPTIONS (ENTRY)

Training Providers	Courses	Competencies							Course Hours
		Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional	
	DAU Harvard Business School Module (HBS) 109: Focusing on the Customer							✓	
	DAU Harvard Business School Module (HBS) 118: Making a Presentation							✓	



AGENCY OPTIONS (ENTRY)

Training Providers	Courses	Competencies								Course Hours
		Requirements/Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/Professional		
USDA Grad School	Project Management	✓	✓							
	Project Cost Management	✓					✓			
	Clear Writing Through Critical Thinking	✓							✓	
	Briefing Techniques	✓							✓	
	Leading Teams and Groups	✓								
	Jump Starting High Performing Teams: The Fundamentals	✓								
	Communicating for Results	✓								
	Rapid Project Risk Management	✓								
	Cost-Benefit Analysis Workshop	✓								
	Management Analysis: Planning	✓								
	Management Analysis: Designing and Conducting a Study	✓								
	Management Analysis: Overview	✓								
	Project Risk Management	✓								
	Negotiating Techniques						✓			
	Performance-Based Statements of Work						✓			
	Budget Analysis Workshop							✓		
	Budget Execution							✓		
	Budget Formulation							✓		
	Public Speaking								✓	
	Fundamentals of Writing								✓	
Interpersonal Communications								✓		
Decision Making and Problem Solving								✓		
Leadership Essentials								✓		
HUD Virtual University	Project Planning	✓	✓							
	Executing, Monitoring & Controlling, and Closing a Project	✓	✓							
	Managing a Project	✓				✓				
	Presenting to Succeed	✓							✓	
	Project Integration: Executing and Completing a Project	✓								
	Communications Planning and Information Distribution	✓								
	The Individuals Role in a Team	✓								
	Initiating and Planning a Project Managing a Project	✓								
	Budgeting and Cost Controls						✓			
	The Fundamentals of Exceptional Customer Service								✓	
	The Customer's Voice								✓	

AGENCY OPTIONS (ENTRY)

Training Providers	Courses	Competencies								Course Hours
		Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional		
	Customers, Confrontation, and Conflict								✓	
	Communication Skills for Leadership								✓	
	Writing for Intention								✓	
	The Writing Process								✓	
	A Primer for Ensuring Accountability								✓	
	The Path from Pessimism to Optimism								✓	
	Team Interpersonal Communication Skill Simulation								✓	
	The Process of Interpersonal Communication								✓	
	Conquering Conflict through Communication								✓	
	Getting Past Clashes: Valuing Team Diversity								✓	
	Handling Conflict								✓	
	Perspectives on Conflict in the Workplace								✓	
	Problem Solving: Generating Alternatives								✓	
	Problem Framing								✓	
Organizational Culture and Leadership								✓		
Department of Interior University	Managing Projects	✓	✓							
	Performance-Based Budgeting and the OMB Program Assessment Rating Tool (PART)	✓								
	Risk Management	✓								
	Project Management Applications	✓								
	Contract Management Principles and Practices					✓				
	Earned Value Management Fundamentals						✓			
	Effective Briefing Techniques								✓	
	Critical Thinking and Problem Solving								✓	
	Foundations in Leadership Program								✓	

VENDOR OPTIONS (ENTRY)

Training Providers	Courses	Competencies							Course Hours
		Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional	
ESI	Entry-Level Capstone	✓	✓	✓	✓	✓	✓	✓	
	Managing Federal Government Projects	✓	✓	✓	✓				
	Source Selection: The Best Value Process					✓			
	The COTR Training Program					✓			
	Acquisitions for Federal Government Project Managers					✓			
	Scheduling and Cost Control for Federal Government Project Managers						✓		
	Leading Federal Government Projects							✓	
Federal Acquisition Certification Academy	PPM-101: Introduction to Program/Project Management	✓	✓	✓	✓				
	PPM-102: Introduction to Acquisition Management					✓			
	PPM-103: Introduction to Earned Value Management and Cost Estimating						✓		
	PPM-104: Introduction to Leadership/Professional							✓	
Management Concepts	Acquisition I	✓				✓			
	Project management I	✓	✓	✓	✓		✓		
	Earned Value Management & Cost Estimating I					✓	✓		
	Leadership & Professional Skills I							✓	
	Government Specific I	✓			✓	✓		✓	
Learning Tree International	Entry level Project Management	✓	✓	✓	✓				
	Entry Level Acquisition Management	✓				✓			
	Entry Lever Leadership and Interpersonal Skills	✓						✓	
	Entry Level Business Management for Government Applications						✓		
UMUC	PMAN 634: Foundations of Project Management	✓	✓	✓	✓				
Colleague Consulting	Planning and Managing Project Test and Evaluation			✓					
	Contract Administration for Technical Representatives					✓			
	Project Earned Value Management Systems						✓		
	Project Team Leadership Supervision							✓	
University of Maryland Baltimore Campus (UMBC)	Project Management Foundations (FAC-PMF 101)	✓	✓	✓	✓				
	Fundamentals of Acquisition (FAC-ACQ 101)	✓							
	Fundamentals of Earned Value and Estimating (FAC-EVE 101)						✓		

VENDOR OPTIONS (ENTRY)

Training Providers	Courses	Competencies							Course Hours
		Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional	
	Fundamentals of Leadership (FAC-LDR 101)							✓	
EVMI	Associate in Earned Value Management	✓							
	EVMI 101: Earned Value Management (EVM) Fundamentals						✓		
	Project Management Fundamentals							✓	
Siege Engine Inc	Project Management Core Skills & Leadership for Team Leads	✓						✓	
	Project Management Core Skills for Team Leads	✓						✓	
	Earned Value Management Skills for Team Leads						✓		
Project Master's Inc.	Managing the Project's Quality			✓					
	Becoming an Effective Communicator							✓	
	Managing Teams							✓	
The Mathis Group	Risk Management	✓							
	Managing Projects	✓							
MCM Project Management	Principles of Project Management	✓							
	Project Risk Management	✓							
IPA	Establishing Effective Capital Cost & Schedule Process						✓		
	Frontend Loading Workshop							✓	
Insights Learning and Development	Foundations of Leadership in Project Management							✓	
	Insights to Personal Effectiveness							✓	
IP Solutions/ Stanford University	Project Management Mastery (MMM)	✓							
Skillsoft	Problem Framing							✓	
	Problem Solving: Generating Alternatives							✓	
	Making Decisions Dynamically							✓	
	Perspectives on Conflict in the Workplace							✓	
	Handling Conflict							✓	
	Getting Past Clashes: Valuing Team Diversity							✓	
	Conquering Conflict Through Communication							✓	
	Team Interpersonal Communication Skills Simulation							✓	
	Leadership Communication Skills							✓	
	Integrating Change in your Organization							✓	
	The Path from Pessimism to Optimism							✓	
	A Primer for Ensuring Accountability							✓	
	Writing with Intention							✓	
	Avoiding Errors in Usage and Punctuation							✓	
Avoiding Grammatical Errors in Business							✓		

VENDOR OPTIONS (ENTRY)

Training Providers	Courses	Competencies								Course Hours
		Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional		
	Writing									
	The Writing Process								✓	
	The Fundamentals of Exceptional Customer Services								✓	
	The Customer's Voice								✓	
	Customers, Confrontation and Conflict								✓	
	Presenting Successfully								✓	
	Giving Successful Presentations Simulation								✓	
	Listening to Comprehend								✓	
	Mechanics of Communicating Effectively								✓	

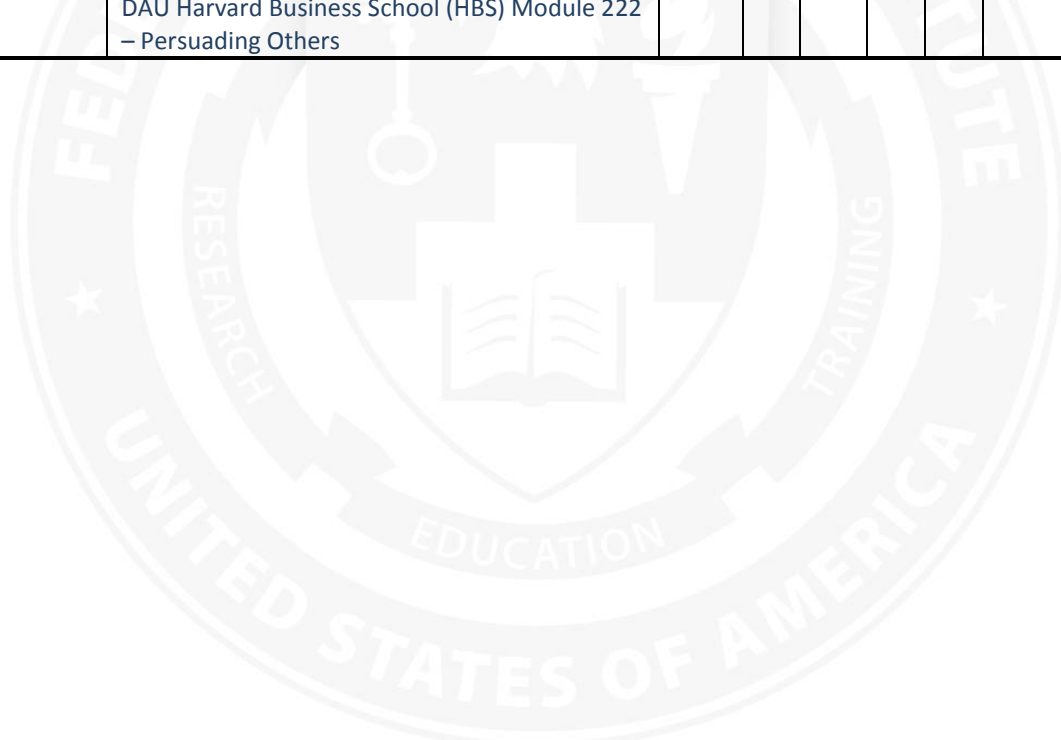


FAC-P/PM TRAINING CROSSWALK: MID LEVEL

FAI & DAU OPTIONS (MID)										
Training Providers	Courses	Competencies								Course Hours
		Requirements/Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/Professional		
FAI & DAU	DAU ACQ 201A – Intermediate Systems Acquisition, Part A & B	✓								
	DAU ACQ 265 – Mission Focused Services Acquisition	✓								
	DAU PMT 250 – Program Management Tools	✓			✓					
	DAU BCF 206 - Cost Risk Analysis	✓								
	DAU Harvard Business School (HBS) Module 223 – Presentation Skills	✓								
	DAU Harvard (HBS) Module 224 Writing Skills	✓								
	DAU Harvard (HBS) Module 228 – Leading and Motivating	✓								
	DAU Harvard (HBS) Module 229 – Team Leadership	✓								
	DAU Harvard (HBS) Module 239 – Team Management	✓						✓		
	DAU TST 203 – Intermediate Test & Evaluation			✓						
	DAU LOG 201 – Intermediate Acquisition Logistics, Part A or B				✓		✓			
	DAU LOG 235 and 236 – Performance Basic Logistics, Part A or B				✓		✓			
	FAC-032 – Small Business: A Requirements Approach					✓				
	FAC-001 – HUBZone Empowerment Contracting – Certification and Eligibility					✓				
	FAC-009 – Set Aside for Small Business					✓				
	FAC-010 – Small Business Innovation Research/Small Business Technology Transfer (SBIR/STTR)					✓				
	FAC-002 – HUBZone Empowerment Contracting Program – Contractual Assistance					✓				
	FAC-033 – Contract Management: Strategies for Mission Success					✓				
	DAU CON 218 – Advanced Contracting for Mission Support					✓				
	FAC-030 – A-76 post-Competition Accountability					✓				
DAU BCF 203 – Intermediate Earned Value Management						✓				

FAI & DAU OPTIONS (MID)

Training Providers	Courses	Competencies							Course Hours
		Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional	
	DAU Harvard Business School (HBS) Module 227 – Strategic Thinking							✓	
	DAU Harvard Business School (HBS) Module 205 – Decision Making							✓	
	DAU Harvard Business School (HBS) Module 226 – Innovation and Creativity							✓	
	DAU Harvard Business School (HBS) Module 232 – Developing Employees							✓	
	DAU Harvard Business School (HBS) Module 221 - Negotiating							✓	
	DAU Harvard Business School (HBS) Module 222 – Persuading Others							✓	



AGENCY OPTIONS (MID)

Training Providers	Courses	Competencies							Course Hours
		Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional	
HUD Virtual University	Choosing Sellers and Administering and Closing Contracts					✓			
	Coaching for Performance							✓	
Department of Interior University	Federal Financial Management Overview	✓					✓		
	Budget and Accounting: Making the Connection	✓					✓		



VENDOR OPTIONS (MID)

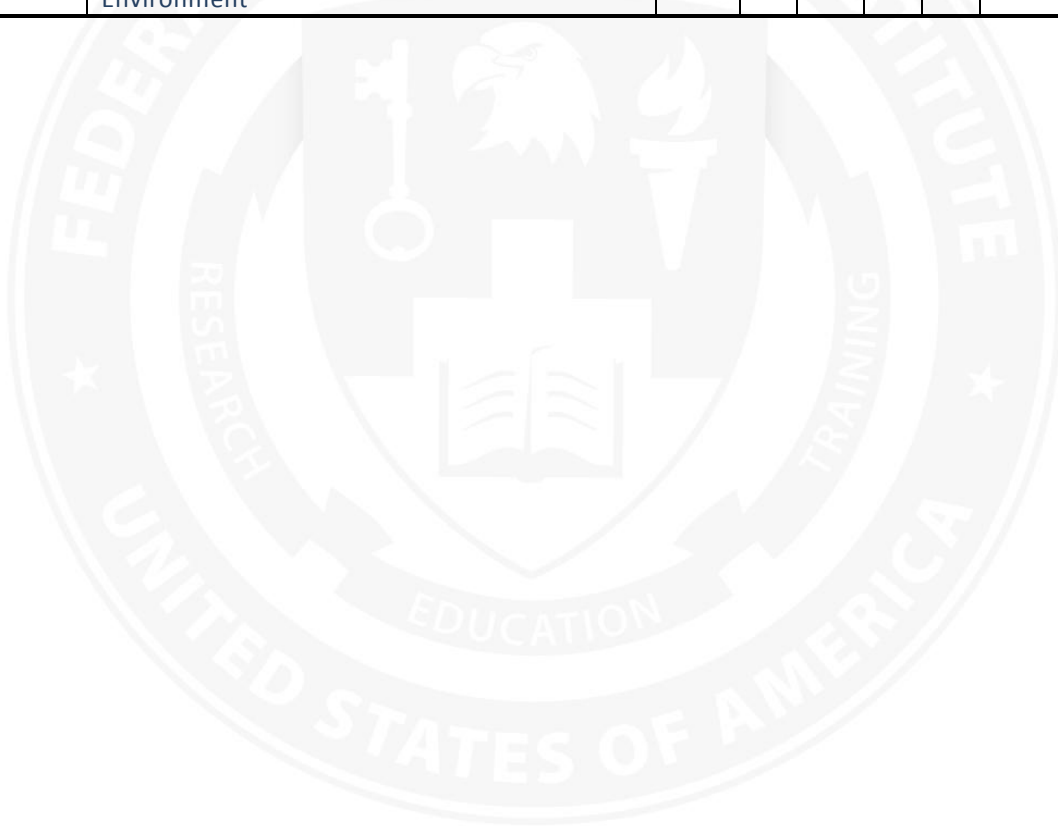
Training Providers	Courses	Competencies							Course Hours
		Requirements/Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/Professional	
ESI	FAC-P/PM Mid Level Capstone Course	✓	✓	✓	✓	✓	✓	✓	
	Applied Project Management for the Federal Government	✓	✓	✓	✓				
	Applied Acquisition for Federal Government Project Managers					✓			
	Applied Earned Value for Federal Government Project Managers						✓		
	Leading Federal Government Projects II							✓	
Federal Acquisition Certification Academy	PPM – 201 Intermediate Program/Project Management	✓	✓	✓	✓				
	PPM – 202 Intermediate Acquisition Management					✓			
	PPM – 203 Intermediate Earned Value Management and Cost Estimating						✓		
	PPM – 204 Intermediate Leadership/Professional							✓	
Management Concepts	Project Management II	✓	✓	✓	✓				
	EVM and Cost Estimating II						✓		
	Leadership and Professional Skills II							✓	
	Government Specific II	✓				✓			
Learning Tree International	Journeyman Project/Program Management	✓	✓	✓	✓				
	Journeyman Acquisition Management	✓				✓			
	Journeyman Leadership and Interpersonal Skills	✓						✓	
	Journeyman Business Management for Government Applications						✓		
Colleague Consulting	Project Scope Management and Development	✓							
	Project Risk Management and Analysis	✓							
	Project Cost and Schedule Estimation and Management						✓		
	Advanced Earned Value Management Systems						✓		
EVMI	Project Management Program	✓							
	Risk and Quality Management Professional (RQMP)	✓							
	Earned Value Management Professional (EVMP)						✓		
Siege Engine Inc	Project Management Core Skills & Leadership for Project Managers	✓						✓	
	Project Management Core Skills for Project Managers	✓							

VENDOR OPTIONS (MID)

Training Providers	Courses	Competencies							Course Hours
		Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional	
	Earned Value Management for Project Managers						✓		
	Project Management Leadership for Project Managers							✓	
UMUC	PMAN 670: Advanced Project Methods	✓	✓	✓	✓				
	PMAN 638: Communication, Negotiation, and Conflict Resolution	✓						✓	
MCM Project Management	Essentials of Project Management	✓							
IP Solutions/Stanford University	Mastering the Integrated Program (MIP)	✓							
	Leading Effective Teams (LET)							✓	
	Managing Without Authority (MWA)							✓	
Insights Learning and Development	Transformational Leadership in Project Management							✓	
	Managing up the Chain- Influencing, Negotiating, and Communicating with Impact							✓	
The Earned Value Group, Inc.	The Application of Earned Value Management						✓		

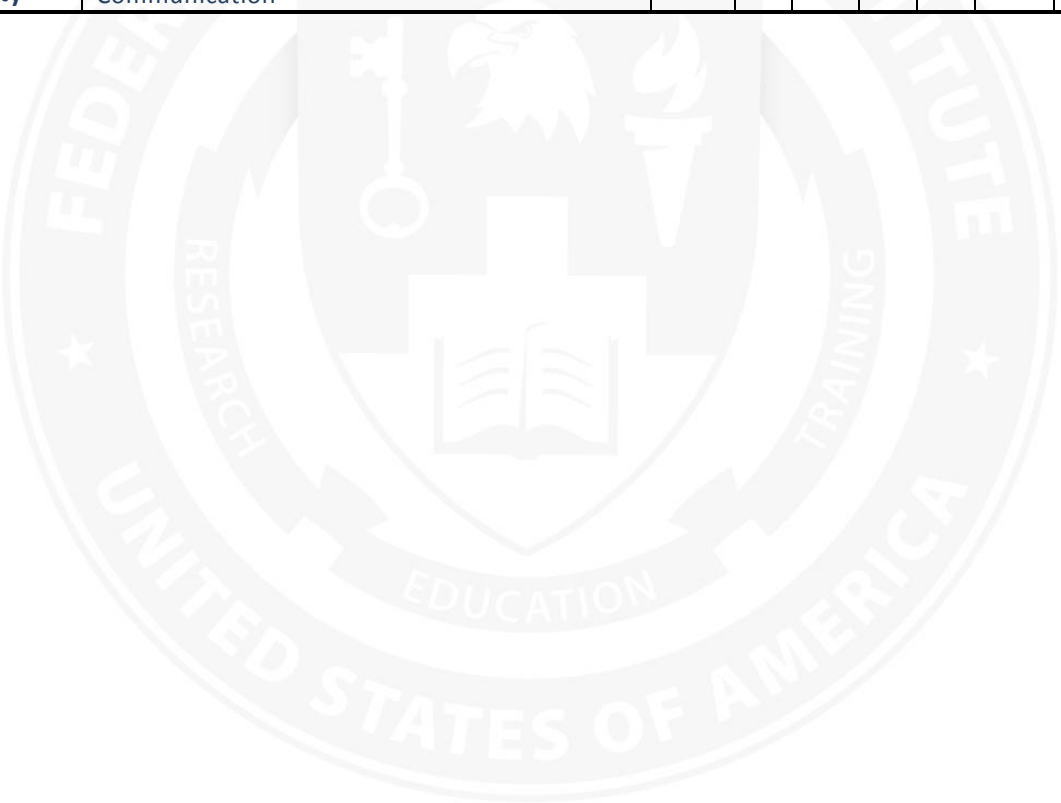
FAC-P/PM TRAINING CROSSWALK: SENIOR LEVEL

FAI & DAU OPTIONS (SENIOR)										
Training Providers	Courses	Competencies								Course Hours
		Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional		
FAI & DAU	DAU PMT 352A: PMO, Part A				✓					
	DAU Advanced Life Cycle Logistics Management				✓		✓			
	DAU ACQ 450: Leading in the Acquisition Environment							✓		



AGENCY OPTIONS (SENIOR)

Training Providers	Courses	Competencies							Course Hours
		Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional	
USDA Grad School	Coaching Skills for Today's Leaders	✓							
	Jump-Starting High Performing Teams: The Fundamentals	✓							
	Leading Teams and Groups	✓							
	Fundamentals of Best Value/Trade-off Source Selection					✓			
Department of Interior University	Cost Estimating for Technical Personnel					✓			
	Project Leadership, Management, and Communication							✓	



VENDOR OPTIONS (SENIOR)

Training Providers	Courses	Competencies							Course Hours
		Requirements/Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/Professional	
ESI	FAC-P/PM Senior-Level Capstone Course	✓	✓	✓	✓	✓	✓	✓	
	Program Management for the Federal Government	✓	✓	✓	✓				
	Advanced Acquisition for Federal Government Project Managers					✓			
	Advanced Earned Value for Federal Government Project Managers						✓		
	Leading Government Project Managers							✓	
Management Concepts	Acquisition Strategy Environment for Program Managers (PM)	✓	✓			✓	✓		
	Acquisition Policy, Planning, Programming & Budgeting for Program Managers	✓				✓	✓		
	Integrated Program Management and Key Topics for PMs	✓	✓	✓	✓	✓	✓	✓	
	Program Performance Management and Federal Acquisition Reporting	✓	✓	✓	✓	✓	✓		
	16 day curriculum (above); or								
	26 day curriculum (6 graduate credit hours)								
Federal Acquisition Certification Academy	PPM-301: Advanced Program/Project Management	✓	✓	✓	✓				
	PPM-302: Advanced Acquisition Management					✓			
	PPM-303: Advanced Earned Value Management and Cost Estimating						✓		
	PPM-304: Advanced Leadership/Professional							✓	
Siege Engine Inc.	Program Management Core Skills & Leadership for Program Managers	✓						✓	
	Government Specific Advanced Program Management Skills		✓				✓		
	Earned Value Management Policies for Program Managers						✓		
The Earned Value Group, Inc	Earned Value Management (EVM) Methods						✓		
	Using EVM for Executive Reporting and Decision Making						✓		
	EVM: Tracking and Responding to Variance						✓		
UMUC	PMAN 600- Project Management: Foundations and Advanced Methods	✓	✓	✓	✓				
	PMAN 633- Managing People in Technology-Based Organizations							✓	
Learning Tree International	Senior/Expert Program & Project Management		✓	✓					
	Senior/Expert Leadership & Interpersonal Skills							✓	
EVMI	Advanced Project and Program Management	✓						✓	

VENDOR OPTIONS (SENIOR)

Training Providers	Courses	Competencies							Course Hours
		Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional	
	Course								
	Senior Earned Value Officer Program						✓		
IP Solutions/ Stanford University	Converting Strategy Into Action (CSIA)							✓	
	Leadership for Strategic Execution (LSE)							✓	
American University	Key Executive Leadership Certificate Program	✓	✓	✓	✓	✓	✓	✓	
Project Masters, Inc.	Advanced Acquisition Management III	✓					✓		
Acquisition Solutions Training Institute	Mission Centric COTR basics: Contracting for Program and Project Managers					✓			
Centre Consulting	Basic Acquisition for Program/Project Managers					✓			
Colleague Consulting	Acquisition Strategy and Planning					✓			
Management Technologies	Advanced EVM Workshop						✓		
MCR	Intermediate Applied Earned Value Management						✓		
Foreign Service Institute	YW610: Federal Information Risk Assessment (FIRA)	✓							