

2007 CATALOG



Information in this Catalog is effective 1 October 2006. For updates through FY 07, visit the DAU Web site at www.dau.mil/catalog.

The DAU Experience

At the Defense Acquisition University (DAU), our focus is on people, and we are committed to providing our students and customers the very best "DAU Experience" the first time and every time you meet with us. By consistently offering quality, relevant, and valuable services, DAU has become a premier corporate university serving the Department of Defense Acquisition, Technology and Logistics (AT&L) community.

DAU is your university. We offer the courses and career-long learning assets you need, when and where you need them. More importantly, we strive to accomplish this mission while giving you, our customer, the respect and consideration you deserve as a member of the DoD AT&L Workforce supporting our warfighters.



The DAU Experience exemplifies our commitment to each and every student, customer, stakeholder, faculty member, and staff employee. It means you will receive the same positive experience anywhere, anytime, no matter what part of DAU you encounter.

As DAU helps shape the future for the Acquisition, Technology, and Logistics Community, our values—customer focus, performance excellence, speed and agility, and teamwork—are at the core of all we do. We promise to deliver quality training and learning assets that are relevant in today's AT&L environment, to remain connected with our customers, and to be responsive to your needs.

The Defense Acquisition University Catalog 2007



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The placement of photos does not necessarily depict any relationship to a specific course or region. Some photos are digitally enhanced.

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This catalog is current as of 1 October 2006. Periodic updates are made on the DAU Web site at *www.dau.mil/catalog.*

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DAU Vision

A premier corporate university providing a world-class learning environment



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, powerful learning environment that engages the learner at the point of need

Continuously improve our mission processes and support processes

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. Knowing that learning concepts and enabling technologies are changing rapidly, we are constantly developing innovative learning assets to help you—our students, field organizations, and stakeholders—learn and be successful on the job.

Our goal is to make you "engaged learners," that is, learners connected in both the classroom and on the job. We will do this using more simulations and action-learning techniques embedded in our learning products and available through our resident courses, distance learning, and knowledge-sharing systems. With the right learning architecture and infrastructure, you will be able to know and/or access everything about your job while on the job; all learning assets will be at your fingertips and designed to help you learn and succeed with the right knowledge and skills at your point of need.

As we continue to serve a nation at war, be assured that all courses and other learning assets listed in this *DAU 2007 Catalog* are meant to help you—the acquisition professional—develop and manage acquisition programs, projects, and systems that continue to make our nation's warfighters the best-equipped armed forces in the world.

Frank J. amberson J.

Frank J. Anderson, Jr. President Defense Acquisition University

AT&L Performance Learning Model

o 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 the customer's needs and may include consulting, coaching, mentoring, and 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 hours of continuous learning every 2 years. DAU also hosts and participates in a variety of public forum events, such as conferences, symposia, and expos, that 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.



Creating an environment where we learn

✓ before, ✓ during, and ✓ after

the training experience

What's New at DAU

Human Capital Strategic Plan

In the DAWIA of 1990, Congress called for establishing an Acquisition Corps and professionalizing the acquisition workforce through education, training, and work experience. In 2003, DAWIA was modified to provide greater flexibility for DoD to manage its acquisition workforce. The AT&L Human Capital Strategic Plan (v.1.0) is built upon this legislative foundation. Aligning human capital initiatives to the goals of DoD and the Components, the plan initiates a dynamic integrated workforce strategy that will enable DoD to build a highly effective, performance-based culture that can attract, retain, motivate, and reward a high-performing, top-quality workforce. The AT&L Human Capital Strategic Plan is available at **www.dau.mil/workforce/hcsp.pdf**.

New Acquisition Courses Available to Current and Future Leaders

Three new executive-level courses are available this year to help meet the requirements of current and future DoD acquisition leaders while minimizing time away from the office. ACQ 450 Leading in the Acquisition Environment, ACQ 451 Integrated Acquisition for Decision Makers, and ACQ 452 Forging Stakeholder Relationships offer tailored classroom experiences to improve leadership effectiveness, acquisition integration, and stakeholder relationships. See pages 21–22 for complete course descriptions.

New Courses for Level II Contracting Certification

The Contracting Level II certification courses have been modernized to reflect the fact that DoD now spends more dollars on services contracts than on supply and equipment contracts. To improve upon the training available for managing all contracts, DAU has developed five new courses with a new emphasis on contracting for services. The new courses align mission outcomes with contract performance outcomes and provide a common process across all mission areas. These courses also provide a solid foundation of technical understanding to develop business strategists who can think critically, both strategically and tactically, and team effectively to link optimum business strategies with mission results. The new CON 214, CON 215, CON 216, CON 217, and CON 218 replace the former CON 202, CON 204, and CON 210. See pages 34–36 for the new course descriptions and page 102 for a transition matrix that will explain which courses are required for certification.

It's Coming—Core Plus!

As you read through the catalog you will see more career fields are adding targeted training to support performance of specific tasks or jobs within the career field. In Contracting, electives are required. In Business, Cost Estimating, and Financial Management, certification requirements include targeted training options that your organization and supervisor can tailor to mission and individual development needs. We call the combination of required core acquisition and functional-specific training and recommended performance-specific training "Core Plus."



In FY07, Life Cycle Logistics is adding a list of recommended continuous learning modules as targeted training for individuals who are seeking Level 1 certification in FY07 or for those who have completed Level I certification requirements and desire additional targeted training. In addition, Life Cycle Logistics is prototyping "performance qualifications"—recognizing individuals with specialized training and experience in either Acquisition Logistics or Sustainment. (See pages 106–107.) This prototype will continue to evolve, and DAU will work to improve its utility for you and your organization. Also, in FY07, the Systems Planning, Research, Development and Engineering—Systems Engineering career field has included in its certification standards a requirement for additional training in other functional areas. (See pages 112-113.) These additional requirements and recommended training opportunities are examples of Core Plus—stay tuned as we more fully deploy Core Plus in FY07 and FY08. For updates and FAQs on Core Plus visit **www.dau.mil/coreplus**.

New Acquisition Course Draws on Various Perspectives

DAU is keeping pace with the needs of its customers by providing its first multi-functional classroom course for acquiring services. ACQ 265 Mission Focused Services Acquisition introduces students to performance-based acquisition by linking them to the principles associated with the acquisition of services. Different functional communities will bring together their perspectives that shape and influence the acquisition process. Given the need for dedicated teaming to make performance-based acquisition succeed, this mixture of participants offers an opportunity to maximize the case-based process for dealing with real-world examples.

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:

- Business Case Analysis (CLL 015)
- Improved Statement of Work (CLM 031)
- Joint Systems Integrated Support Strategies (CLL 014)
- Naval Open Architecture (CLE 012)
- Net-ready Key Performance Parameter (CLM 029)
- Performance Measurement Baseline (CLB 017)
- Space Acquisition (CLM 028)

Continuous learning modules not only help you meet your 80-hour requirement, they can 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 training opportunities. Pages 81–86 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 **clc.dau.mil** anytime.

Senior Service College Fellowship

DAU is piloting a Senior Service College Fellowship (SSCF) with the Army to develop future civilian leaders. The DAU SSCF program provides leadership and acquisition training for Army Acquisition Corps (AAC) members at the GS-14 and above level or broadband equivalent. The program contains core elements on leadership, research, program management, and mentoring at the senior level and will prepare individuals for senior-level positions in the AAC. The program began in Huntsville, AL, and is planned for expansion to other Army Life Cycle Management Command hubs in 2007.

For additional information about the SSCF, contact Dr. Jerry Davis at jerry.davis@dau.mil or Ms. Kim Willingham at kim.willingham@dau.mil.

Integrated Defense Acquisition, Technology and Logistics Life Cycle Management Framework chart is Available Online

The Integrated Defense Acquisition, Technology and Logistics Life Cycle Management Framework chart has been an essential aide for defense acquisition professionals and a workflow learning tool used in DAU courses for many years. The chart is based on information in the Defense Acquisition Guidebook and key DoD policy documents such as the 5000 Series and Chairman of the Joint Chiefs of Staff (CJCS) Instructions; it is a pictorial roadmap of most key activities in the systems acquisition process, illustrating the interaction of the following three major decision-support systems:

- Capabilities Development (Joint Capabilities Integration & Development System)
- Acquisition Management (Defense Acquisition System)
- Planning, Programming, Budgeting and Execution (PPBE) Process

This powerful performance-support tool is now available online at http://akss.dau.mil/ifc/.

The Defense Acquisition University

The Defense Acquisition University DAU Leadership Workforce Management DAU Board of Visitors



The Defense Acquisition University

uthorized 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, the university coordinates education and training programs to meet the career-long training requirements of more than 134,000 DoD AT&L personnel. DAU provides a full range of basic, intermediate, and advanced curriculum training as well as assignment-specific 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 (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 Program 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.

The Chief Executive Officer of the university is the President, who reports to the Deputy Under Secretary of Defense for Acquisition and Technology. The President 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 matters such as organizational management, curricula, methods of instruction, and facilities.



DAU Leadership



Mr. Frank J. Anderson, Jr. President



Dr. James McMichael Vice President



Col. Mary Kringer, USAF Commandant



Mr. Garry Shafovaloff Director, AT&L Workforce & Career Management



Mr. Mark Whiteside Director, Performance & Resource Management



Mr. Joseph Johnson Director, Planning, Policy, & Leadership Support



Ms. Meg Hogan-Roy Human Capital Management Advisor



Ms. Michele Parchman General Counsel



Mr. Dave Scibetta Director, Operations Support Group



Mr. William Erie Director, Acquisition Performance Solutions



Mr. Randy Fowler Director, Curricula Development & Support Center



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



Dr. Craig Lush Director, Library & Knowledge Repository



Mr. Paul McMahon Pentagon Liaison



Rear Admiral Leonard 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 acquisition, technology, and logistics (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 (Acquisition, Technology and Logistics) (USD(AT&L)) on career development issues and identify training, education, and experience requirements for their respective functional areas.

Acquisition Management



Mr. Kevin Carroll PEO, Enterprise Information Systems

Mr. William H. Reed

Auditing

Director, Defense Contract Audit Agency



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

Procurement & Contracting/Gov't.

Property



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

Science & Technology

Information Technology



Mr. Ray Boyd Acting 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)



Mr. Shay Assad Director, Defense Procurement and Acquisition Policy



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



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.



LTG Joseph L. Yakovac, Jr., USA Army DACM



Ms. Carolyn Willis Navy DACM



Mr. Blaise Durante Air Force DACM



Mr. Garry Shafovaloff DoD DACM

Directors, AcquisitionCareerManagement (DACMs)



Functional Advisors

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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 Dir, Clark & Weinstock, and Adjunct Professor, Syracuse Univ



Mr. Paul Denett Administrator, Office of Federal Procurement Policy



Dr. Priscilla H. Douglas President, PHDouglas & Associates



Mr. Curtis Gray VP, Human Resources, BAE SYSTEMS



Mr. Nicholas W. Kuzemka VP, Program Management, Lockheed Martin



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



Maj Gen John F. Phillips, USAF (Ret) Pres, Phillips Defense Consultants



Gen Bernard P. Randolph, USAF (Ret) Consultant



Mr. Carl Salzano VP, Booz Allen Hamilton



Rear Admiral Michael Sharp, USN (Ret), Senior Director, ASP Program Manager, Raytheon Company



Rear Admiral Leonard Vincent, USN (Ret) Industry Advisor, National Defense Industrial Association



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

Administrative Information

Acquisition Workforce and Acquisition Corps Certification Standards

Course Information

Student Information

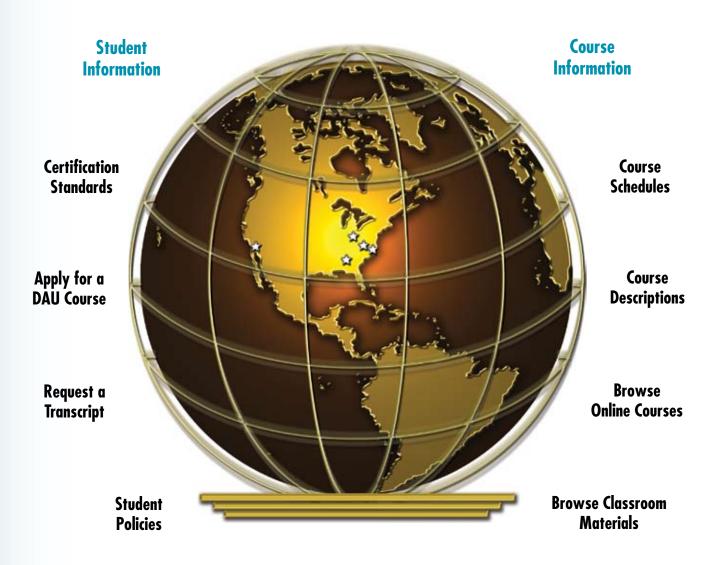
Course Registration and Quota Allocation

Registration Procedures

GHAPIER 2

Defense Acquisition University Training Center

A Department of Defense resource that supports global access to certification, assignment-specific, and executive training courses by the Acquisition, Technology and Logistics (AT&L) workforce



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 (Acquisition, Technology, and Logistics), to establish education, experience, and training requirements for the civilian and military acquisition 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 Acquisition, Technology, and Logistics (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

Certification courses are identified in Appendix B, which provides concise checklists of the education, experience, and training standards established for certification in each career field. The checklists also provide the recommended sequence of courses for training within each career level.

Level I courses are designed to provide fundamental knowledge and establish primary qualification and experience in the individual's career field, job series, or functional area.

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

Most personnel must take a core acquisition course before taking other training at career Levels I and II. The core 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. The 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—Science and Technology Manager (ACQ 101 only)
- Systems Planning, Research, Development and Engineering—Systems Engineering
- Test and Evaluation



Assignment-specific courses provide the training needed to perform specific acquisition functions. These may be functions performed by a subset of individuals in a career field. Assignment-specific training is also required when individuals in one career field must understand some of the processes of other career fields. A description of assignmentspecific courses and the audiences for which they are developed is provided on pages 71–76.

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

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.
- 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
- Logging on (Review updates to "Computer Settings" under "Help Desk Hot Tips" to ensure your 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 ACO 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 Agencyspecific 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. Critique data are analyzed and include areas of success and concern as well as trends and recommendations for improvement. The 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. Pages 71–76 of Chapter 3 list courses necessary for performing an assignment-specific function in acquisition.

DoD AT&L workforce members may be eligible for funding of travel and per diem when attending certification or assignment-specific courses. 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. Students with reservations will receive an e-mail from DAU approximately 60 days before the class starts (or 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 1-888-284-4906 or 703-805-3003.

Registration Procedures

To apply for a DAU course, go to **www.dau.mil** and select "I Need Training" and "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.

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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 re-

quirements. AL&T personnel requiring assistance with the IDP/AITAS or updating records should contact their acquisition career managers (ACMs) within their region as listed at the Acquisition Support Center (ASC) Web site at http://asc.army. mil/ contact/acms.cfm. The Acquisition, Logistics, and Technology Enterprise Systems and Services (ALT-ESS) is responsible for processing applications, registering students for training, and issuing travel funding and orders. Information on travel funding, orders, rental cars, etc., is at https://www.atrrs.army. mil/ channels/aitas/. Army will fund travel expenses and per diem for students who are determined to be priority one. Students who are considered priority two (Career Development), priority three (Crossfunctional Training), priority four (Refresher), or priority five (Non-acquisition Workforce) must obtain TDY funding from their command. For additional details regarding priority determination, visit www. rdaisa. army.mil/rdaisa/atrrs/dau/tinfo.htm#PRIORITY.

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 monitor closely the availability of local class offerings to minimize expenses associated with class attendance in the Resident mode. Student cancellations or substitutions should be limited to only extreme emergencies. If students are unable to attend a DAU class for which they have a reservation, they must cancel with the Army Registrar at least 5 working days prior to the start date of the class. The Army Registrar must receive the request to officially cancel a student's reservation through the AITAS to prevent a "no-show" entry. ("Noshows" will be denied registration in future offerings of the course for a period of 6 months following the occurrence.) Mission, unless exceptional in nature, is not a valid reason for canceling less than 5 calendar days prior to the start date.

Military personnel en route to a new duty station or an acquisition position should contact their assignment officer for assistance in obtaining DAU training. Assignment officers' contact information can be found at https://www.hrc.army.mil/site/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/ca**-



reer. 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.

Specific points of contact for other AT&L information may be found at **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 **www.atrrs. army. mil/channels/acqnow/main.asp**.

DAU training is open to all Air Force personnel, but individuals 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 AFATO Data Call (Nov/Dec).

For additional information contact your local AP-DP Training Manager. Names and information are available on the "POC Lookup" menu option in ACQ Now. Other contacts include the Air Force Acquisition Training Office (AFATO), Randolph AFB, at DSN 487-6580 or Commercial 210-652-6580; Fax DSN 487-1348, Comm 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.attrs.

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 spaceavailable 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, then, coordinate the training request through the U.S. Army Security Assistance Officer (SAO) in the Office of Defense Cooperation (ODC) 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 who is working for 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 further 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 20, 2006, should contact their supervisor and agency acquisition career manager (ACM) to arrange for DAU or equivalent training. A list of agency ACMs isavailableat**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. Additional information is available at **https://www.dau.mil/ registrar/contractors.asp**. To create a student record and applyforacourse,goto**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

Assignment-specific Training

The AT&L PLM ... Performance Support

The AT&L PLM ... Continuous Learning

The AT&L PLM ... Knowledge Sharing

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The AT&L Performance Learning Model



DAU Learning Assets

AU 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 for each of the traditional certification and assignment-specific courses 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.

Next 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 DAWIA certification.

The final section related to training courses contains information about assignment-specific training. These courses provide unique acquisition knowledge required to fulfill a specific assignment or position; to maintain proficiency; and to remain current with legislation, regulations, and policy.

Performance Support is tailored to the customer's needs and may include consulting, targeted training, group facilitation, and/or 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 hours of continuous learning every 2 years. The Center includes over 140 self-paced continuous learning modules, which address topics important to the AT&L community. The Center also provides information about conferences and symposia that promote learning and 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 policy, 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 the Defense Acquisition Workforce Improvement Act (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 for 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**.

ACQ 101 Fundamentals of Systems Acquisition Management

his course provides a broad overview of the DoD systems acquisition process, covering all phases of acquisition. It introduces the Joint Capabilities Integration and Development System (JCIDS) and resource allocation processes, the DoD 5000 Series documents that govern the defense acquisition process, 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.

Who Should Attend: 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

ntermediate 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
- using computer-based training, virtually participate in simulated integrated product teams to develop plans and resolve problems.

Who Should Attend: 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 assignmentspecific courses for Contracting personnel. 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 are required to take both courses. 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

1	

PDS Code: JHJ

ACQ 201B Intermediate Systems Acquisition, Part B

ntermediate 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.

Who Should Attend: 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 201A

Note: ACQ 201A and ACQ 201B are assignment-specific courses for Contracting personnel. 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 are required to take both courses. 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

his 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 seven-step performance-based acquisition process, a team-oriented approach, and several case-based activities designed to provide students with practical hands-on experience are used. ACQ 265 is designed for those individuals needing to improve contracted-servicesrelated 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.

Who Should Attend: This course is for members of a service acquisition team who are military officers, O-3 and above; civilians, GS-9 and above; and from industry.

Prerequisites: Continuous learning courses Performance Based Services Acquisition (CLC 013) and Work Breakdown Structure (CLM 013). Students should have 2 to 4 years of acquisition experience and be involved in developing and executing performance requirements and business strategies and assessing contractor-provided services.

Recommended: Completion of ACQ 101, Fundamentals of Systems Acquisition Management

Length: 4 class days (Students are required to conduct research within their organization and submit a "best practice" product that relates to the acquisition of services.)

Method of Delivery: Resident



PDS Code: AH3

ACQ 401 Senior Acquisition Course

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.

Who Should Attend: 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: None

Length: 10 months

Method of Delivery: Resident

PDS Code: ABW

ACQ 403 Defense Acquisition Executive Overview Workshop

his innovative course provides general/flag officers and Senior Executive Service (SES) civilians with an executive-level understanding of the defense systems acquisition process. The workshop curriculum is 100-percent tailored to the specific needs of the participant, conducted on demand, and delivered in a one-on-one desk-side forum.

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

- augment their knowledge of specific aspects of defense systems acquisition in a one-on-one forum;
- gain an appreciation of the entire spectrum of the defense acquisition process or a limited number of specific areas within the process; and
- experience just-in-time learning and apply this tailored learning directly to real-time issues.

Who Should Attend: This workshop is available to all DoD general/flag officers, political appointees, congressional staffers, and SES civilian employees. Membership in an Acquisition Corps career program is not required.

Prerequisite: None

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

Method of Delivery: Resident



PDS Code: ADU



ACQ 404 Systems Acquisition Management Course for General/Flag Officers

This 1-week course for general/flag officers and SES civilians focuses on understanding the perspectives of key government and defense industry decision makers. Discussions of topics affecting the defense systems acquisition environment are included. Participants who are not graduates of PMT 301; PMT 302; PMT 352, Parts A and B; or PMT 401 will develop an executive-level understanding of defense systems acquisition management.

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

- gain an executive-level understanding of defense systems acquisition in terms of what is important and why it is important;
- understand recent legislation and executive actions affecting acquisition;
- refresh their knowledge of current DoD acquisition policy and procedural initiatives;
- appreciate the perspectives of the Congress, defense industry, and executives of the Office of the Secretary of Defense; and
- apply lessons learned and hot topics to their current acquisition programs.

Who Should Attend: This course is for general/flag officers and SES civilians who are working in positions requiring an understanding of DoD systems acquisition. Participants of equivalent rank from defense industry, other Federal agencies, and allied nations are also admitted on a space-available basis.

he Executive Refresher Course provides an acquisition policy, process, and lessons-learned update. The class members examine their role 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, downsizing, earned value oversight, performance-based logistics, and supply chain management.

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

- understand acquisition management policies, processes, regulations, and statutes; and
- develop a leadership role in a changing acquisition management environment.

Who Should Attend: This course is open to certified Level III members of all career fields; in addition, participants must be (or have been selected for) O-6, GS-15, or the industry equivalent thereof.

Prerequisite: None

Length: 8½ class days

ACO 405

Executive Refresher Course

Method of Delivery: Resident

PDS Code: BB8



PDS Code: ADM

Length: 5 class days

Method of Delivery: Resident



ACQ 450 Leading in the Acquisition Environment

ACQ 451 Integrated Acquisition for Decision Makers

eading in the Acquisition Environment provides an overview of the competencies and skills necessary for current and potential DoD acquisition leaders and provides the foundation for leading people in an acquisition environment. Experiential activities will include role play, simulation, communication, and critical thinking exercises; a leadership challenge; and completion of a 360° feedback instrument prior to the course. Participants will learn to apply strategies for leading up, down, and across the acquisition environment.

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

- 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 effective performance in an environment of rapid and constant change.

Who Should Attend: This course is for military officers, O-4 through O-6, and civilians, GS-13 through GS-15 or equivalent, who are Level III certified in any career field and have 3 to 5 years of acquisition experience at Level III. 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 to 5 years of Level III experience. Industry and allied participants should have at least 3 to 5 years of acquisition experience.

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

Method of Delivery: Resident/Local

PDS Code: AC1

his specific action-based-learning course exposes DoD acquisition workforce members to several perspectives for identifying the acquisition interface challenges and for developing strategies for improving integration throughout the acquisition environment. Participants will gain a wider field of view toward integrated acquisition. 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 among the acquisition, requirements, budgeting, and science and technology communities. They need to work within a system of systems architecture, and the emphasis on increased joint and international cooperation adds further complexity to the acquisition environment. This course spans all of these dimensions of integrated acquisition. Participants will explore integration challenges through simulations, exercises, case studies, and guided discussions and will develop their own tailored integration strategies. Participants will gain a wider field of view toward integrated acquisition.

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

- recognize the challenges of, and opportunities for, integrated acquisition associated with their own environments; and
- formulate tailored strategies to promote effective integration and collaboration both within and outside of their organizations.

Who Should Attend: This course is for military officers, O-4 through O-6, and civilians, GS-13 through GS-15 or equivalent, who are Level III certified in any DAWIA career field and have 3 to 5 years of acquisition experience at Level III. 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 to 5 years of Level III experience. Industry and allied participants should have at least 3 to 5 years of acquisition experience.

Length: 3 class days plus approximately 3 to 4 hours of pre- and post-course work.

Method of Delivery: Resident/Local

PDS Code: ADV

ACQ 452 Forging Stakeholder Relationships

orging Stakeholder Relationships exposes DoD acquisition 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 precourse stakeholder assessment, simulation, communication, and critical thinking activities—all facilitating the development of the participant's own tailored stakeholder action plan. Participants will be able to build ownership across the enterprise.

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

- apply a stakeholder model for their current or future program assignments;
- discuss how to meet stakeholder expectations and communicate effectively relative to constraints and DoD guidance; and
- develop an action plan to promote more effective stakeholder relationships in an acquisition environment.

Who Should Attend: This course is for military officers, O-4 through O-6, and civilians, GS-13 through GS-15 or equivalent, who are Level III certified in any DAWIA career field and have 3 to 5 years of acquisition experience at Level III. 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 to 5 years of Level III experience. Industry and allied participants should have at least 3 to 5 years of acquisition experience.

Length: 3 class days plus approximately 4 to 6 hours of pre- and post-course work.

Method of Delivery: Resident/Local

PDS Code: AC0

AUD 1130 Technical Indoctrination

echnical 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 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.

Who Should Attend: 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.

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AUD 1320 Intermediate Contract Auditing

ntermediate 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.

Who Should Attend: 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

tatistical 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
- 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 E-Z-Quant programs; and
- evaluate the results of a statistical sample using the E-Z-Quant programs.

Who Should Attend: 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

BCF 102 Fundamentals of Earned Value Management

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.

Who Should Attend: 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.

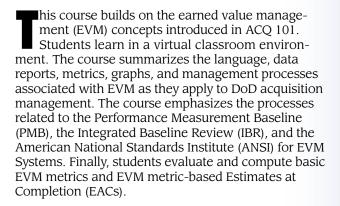
Prerequisites: ACQ 101. Students need competence in algebra equal to a second-year high school algebra course. If needed, an algebra tutorial is available at **www.dau.mil/registrar/_pre-courses.asp**. Students with questions about their math skills should contact the course manager. Students will also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



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.

Who Should Attend: 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.

Who Should Attend: 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

ntermediate 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.

Who Should Attend: 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

Precourse Assignments: A self-assessment is available from the course manager to determine the student's suitability for attendance.

Length: 10 class days

Method of Delivery: Resident

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PDS Code: Q2G

BCF 204 Intermediate Cost Analysis

ntermediate 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.

Who Should Attend: 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

ontractor Business Strategies is designed to give the government student a better understanding of the Federal Government marketplace from a business perspective. Students are actively engaged in dealing with cash flow and profitability. They have to communicate with customers; develop pricing strategies; and work with shareholders, bankers, and other stakeholders. The scenarios and dilemmas focus on the Federal Government as a primary customer.

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.

Who Should Attend: 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: 31/2 days

Method of Delivery: Resident/Local

PDS Code: Q2A





BCF 206 Cost Risk Analysis

ost 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.

Who Should Attend: This assignment-specific 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, weapon systems, etc.; 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: 5 class days

Method of Delivery: Resident/Local

PDS Code: Q2C



conomic 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.

Who Should Attend: This assignment-specific 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 spread-sheet package

Length: 5 class days

Method of Delivery: Resident/Local



PDS Code: Q2D

3

BCF 208 Software Cost Estimating

oftware 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 offthe-shelf items, function points, Institute of Electrical & 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.

Who Should Attend: This assignment-specific course is for personnel whose duties impact embedded or automated information systems acquisitions. It includes developing and/or evaluating cost estimates for lifecycle 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: None

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

Length: 5 class days



Method of Delivery: Resident/Local

PDS Code: Q2E

BCF 209 Acquisition Reporting for Major Defense Acquisition Programs (MDAPs)

cquisition Reporting for MDAPs 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 precourse material online prior to attending the classroom portion. During the in-class lecture and computer-assisted case studies, the student learns step-by-step report preparation using the Consolidated Acquisition Reporting System (CARS) software.

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

Who Should Attend: This assignment-specific 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 baselining and reporting requirements using the CARS software. Civilians under contract to support a DoD program office with an APB, DAES, or SAR reporting requirement are eligible with the recommendation of the program manager. Students may take this course as a refresher to obtain information updates on acquisition reporting policy and the CARS software.

Prerequisite: None

Recommended: ACQ 101 and BCF 103

Note: This course is for MDAP personnel. Students working with Major Automated Information Systems (MAISs) should enroll in BCF 229.

Length: 4 class days

Method of Delivery: Resident

PDS Code: Q2F



BCF 211 Acquisition Business Management

cquisition 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 selfpaced review of basic concepts in preparation for classroom application. This precourse 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.

Who Should Attend: 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

Precourse Assignments: Students must complete an online review of the course prerequisites, including three exams, prior to the Resident start date. Details will be provided via e-mail upon enrollment in the course.

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

Method of Delivery: Resident

PDS Code: PGD

BCF 215 Operating and Support Cost Analysis

his 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.

Who Should Attend: This is an assignment-specific course. It should be taken by DoD AT&L workforce personnel whose duties include (1) developing and/or evaluating O&S cost estimates, (2) conducting logistics support analyses, (3) engineering development in programs implementing CAIV or Reduction in Total Ownership Cost (RTOC) management, and (4) 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



3

BCF 229 Acquisition Reporting for Major Automated Information Systems (MAISs)

cquisition Reporting for Major Automated Information Systems provides training on how to prepare an Acquisition Program Baseline (APB) and a Defense Acquisition Executive Summary (DAES) for MAISs. Students will complete precourse material online prior to attending the 2-day classroom portion. During the in-class lecture and computer-assisted case studies, the student learns step-by-step report preparation using the Consolidated Acquisition Reporting System (CARS) software.

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

Who Should Attend: This assignment-specific 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 MAIS baselining and reporting requirements using the CARS software. Civilians under contract to support a DoD program office with an APB or DAES reporting requirement are eligible with the recommendation of the program manager. Students may take this course as a refresher to obtain information updates on acquisition reporting policy and the CARS software.

Prerequisite: None

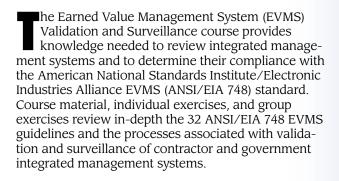
Recommended: ACQ 101 and BCF 103

Note: This course is for MAIS personnel. Students working with Major Defense Acquisition Programs (MDAPs) that require Selected Acquisition Reports (SARs) should enroll in BCF 209.

Length: 2 class days

Method of Delivery: Resident/Local

PDS Code: BE6



BCF 262

EVMS Validation and Surveillance

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 748 EVMS guidelines;
- describe integrated management system products and capabilities that demonstrate ANSI/EIA 748 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.

Who Should Attend: This assignment-specific course is for personnel responsible for contract administration, contract auditing, EVMS surveillance, and EVMS validation.

Prerequisite: BCF 102

Precourse Assignments: It is recommended that students review the five Fundamentals of EV Modules, available on the EVM community of practice at https://acc.dau.mil/simplify/ev.php?ID=52967_201&ID2=DO_TOPIC.

Length: 9 class days

Method of Delivery: Resident/Local



PDS Code: JHX

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.

Who Should Attend: 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

Precourse Assignments: A self-assessment will be mailed to students before class begins and should be faxed back to the course manager prior to the class start date.

Length: 9 class days

Method of Delivery: Resident

PDS Code: BZF

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 governmentunique requirements of market research in identifying the best arrangements to meet mission requirements; and
- explain e-business and information technology in supporting business processes.

Who Should Attend: 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

his 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 an ability to plan successful missionsupport 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.

Who Should Attend: 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

ission 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.

Who Should Attend: 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, which 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

CON 120 Mission Focused Contracting

ission 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 is meeting 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.

Who Should Attend: 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, which could be completed in approximately 20 hours.

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



PDS Code: BE9

ission 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.

Who Should Attend: 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

CON 215 Intermediate Contracting for Mission Support

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.

Who Should Attend: 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, which could be completed in approximately 40 hours.



Method of Delivery: Distance Learning

PDS Code: JHP

ntermediate Contracting for Mission Support is a case study wherein 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.

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

Prerequisite: CON 214

Precourse Assignments: The class will begin using a virtual classroom 2 weeks prior to the Resident start date. The virtual classroom will be used for developing groups and precourse reading.

Length: 2-week online virtual classroom precedes 8 class days

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.

Who Should Attend: 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, which 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



ance Learning

PDS Code: JHR

CON 217 Cost Analysis and Negotiation Techniques

ost 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.

Who Should Attend: 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, which could be completed in approximately 40 hours.

Method of Delivery: Distance Learning

PDS Code: JHS

CON 218 Advanced Contracting for Mission Support

This course is a case study wherein 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 pre-negotiation objective;
- develop a negotiation strategy for a noncompetitive negotiation;
- conduct a noncompetitive negotiation; and
- manage contract performance in accordance with the contract.

Who Should Attend: 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

Precourse Assignments: The class will begin using a virtual classroom 2 weeks prior to the Resident start date. The virtual classroom will be used for developing groups and precourse reading.

Length: 2-week online virtual classroom precedes 9½ class days



Method of Delivery: Resident/Local

PDS Code: JHT

CON 232 Overhead Management of Defense Contracts

verhead 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.

Who Should Attend: This assignment-specific 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 204 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

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CON 234 Contingency Contracting

ontingency 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;
- 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.

Who Should Attend: This assignment-specific 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

CON 235 Advanced Contract Pricing

rom 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 pre-negotiation 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.

Who Should Attend: This assignment-specific 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 Contracting certification

Length: 10 class days

Method of Delivery: Resident/Local

PDS Code: PAQ



CON 236 Contractual Aspects of Value Engineering

his 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.

Who Should Attend: This assignment-specific course is for contracting, program management, and functional personnel who may be involved in VE applications or who 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

Simplified Acquisition Procedures

CON 237

he Simplified Acquisition Procedures (SAPs) course is intended to support the training of the DoD AT&L workforce on the use of SAPs utilizing Federal Acquisition Regulation (FAR), Parts 12 and 13. This course combines interactive computer-based training with performance-support resource access, which is provided via the Internet.

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

- recognize and explain the advantages of using SAPs for acquisition;
- identify the purchases that can be made using SAPs;
- use requirements documents to list market research sources and determine whether to set aside requirement for small business;
- decide whether data justify a decision regarding the extent of competition;
- explain the importance of the requirement to maintain an open-market source list;
- plan a solicitation, evaluate quotes, and select a contractor for award; and
- solve post-award issues.

Who Should Attend: This course is designed as a continuing education tool for personnel requiring knowledge in using SAPs.

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



his course focuses on contracting for architectengineer (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.

Who Should Attend: This assignment-specific 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

his 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.

Who Should Attend: This assignment-specific course is for military and civilian personnel in the DoD AT&L workforce who are in the Contracting career field or who are 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



3

CON 250 Fundamentals of Cost Accounting Standards—Part I

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.

Who Should Attend: This assignment-specific 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) continuous learning module, available at http://clc.dau.mil

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

undamentals 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.

Who Should Attend: This assignment-specific 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

he 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.

Who Should Attend: 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

art 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.

Who Should Attend: 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

dvanced 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.

Who Should Attend: 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

Precourse Assignments: Students must complete all online assignments prior to attending this course. These online assignments represent 25 percent of the student's grade. Details will be provided by Student Services 30 days prior to the class start date.

Length: 91/2 class days

Method of Delivery: Resident



PDS Code: JHI

FE 201 Intermediate Facilities Engineering

ntermediate 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.

Who Should Attend: This course is for intermediatelevel facilities engineering personnel with Level I Facilities Engineering certification and 2 years of facilities engineering 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

Frants 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.

Who Should Attend: This assignment-specific 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: 4 class days

Method of Delivery: Resident/Local

PDS Code: BU4



IND 100 Contract Property Administration and Disposition Fundamentals

his 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 DFARS requirements for government property disposition; and
- describe the requirements for properly disposing of hazardous wastes, items requiring demilitarization, and computer components.

Who Should Attend: 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

3

IND 103 Contract Property Systems Analysis Fundamentals

ontract 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.

Who Should Attend: 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 or IND 101 (no longer offered)

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

his 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.

Who Should Attend: 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

IRM 201 Intermediate 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 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.

Who Should Attend: This course is for military officers, O-1 through O-3, or civilians, GS-5 through GS-9, who are members or prospective members of the Information Technology career field.

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: JHD

ntermediate 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.

Who Should Attend: This course is for mid-level managers who are Level I IT certified and who have responsibilities in IS/IT acquisitions.

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

Recommended: Completion of the Technical Reviews continuous learning module, which can be found at **http://clc.dau.mil**, is recommended; those students who present a certificate for this module prior to the final exam will receive five bonus points toward their final grade.

Length: 10 class days

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Method of Delivery: Resident/Local PDS Code: QN5



3

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.

Who Should Attend: This course is for civilian senior managers, GS/GM-13 through GS/GM-15, and military officers, O-4 through O-6, who have successfully completed the requirements for Level II in the Information Technology career field.

Prerequisites: IRM 201 and SAM 201

Length: 5 class days

Method of Delivery: Resident/Local



PDS Code: BZE

LAW 801

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.

Who Should Attend: 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: 41/2 class days

Method of Delivery: Resident/Local



PDS Code: JHH



LOG 101 Acquisition Logistics Fundamentals

LOG 102 Systems Sustainment Management Fundamentals

cquisition 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.

Who Should Attend: 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 should attend.

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: I	Distance Learning—See
"Course Offerings	" on page 10

PDS Code: JR1

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 system's 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.

Who Should Attend: 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 201A Intermediate Acquisition Logistics, Part A

LOG 201B Intermediate Acquisition Logistics, Part B

ntermediate Acquisition Logistics, Part A, provides a dynamic real-time learning environment oriented toward developing managerial and technical logistics competencies in the areas of systems engineering, life cycle cost management, and risk analysis. It challenges the student to review current policy and guidance and demonstrate an understanding of how early integration of operational supportability into the system deployment process leads to achievement of DoD's strategic logistics goals. It 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 modeling and simulation, test and evaluation, market research and analysis, open systems design and interoperability, evolutionary acquisition, performance-based logistics, and support planning.

Who Should Attend: LOG 201A 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



ntermediate Acquisition Logistics, Part B, provides a dynamic group-based and facilitated learning environment oriented toward further development of logistics competencies in the areas of systems engineering, life cycle cost management, and risk analysis (introduced in LOG 201A). 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 instructorfacilitated student group exercise and discussion. It 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 life cycle cost, contracting, modeling and simulation, test and evaluation, market research and analysis, systems engineering, performance-based logistics, and support planning.

Who Should Attend: LOG 201B 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 201A

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



"Course Offerings" on page 10 PDS Code: RGS PDS Code: RGS

LOG 203 **Reliability and Maintainability**

his 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.

Who Should Attend: This assignment-specific course is for logisticians assigned to DoD acquisition programs.

Prerequisite: None

Length: This is a non-Resident, self-paced course available through the Internet. Students must pass the endof-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

his 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 system 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.

LOG 204

Configuration Management

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.

Who Should Attend: This assignment-specific 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: Students who take this course should have 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

his course provides the knowledge necessary to identify and apply various supportability tools to meet logistics requirements throughout the acquisition life cycle. LOG 210 provides an overview of the concepts and basic practices of program management documentation generation, life-cycle cost, level of repair analysis, sparing analysis, logistics management information, sustainment supportability, and international logistics. Joint-use tools with scenariodriven 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 acquisition life cycle;
- comprehend and relate the overall use, capabilities, features, benefits, and key input/outputs of Joint Service tools; and
- successfully apply the knowledge and understanding of supportability tools through the use of scenariodriven practical exercises.

Who Should Attend: This assignment-specific course is for logisticians and systems engineers involved in the development of systems and 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



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.

Who Should Attend: LOG 235A 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, required



PDS Code: JHL

LOG 235B Performance Based Logistics, Part B

LOG 304 Advanced Life Cycle Logistics Management

Performance Based Logistics, Part B, provides a dynamic group-based and facilitated learning environment where the student develops the logistics competencies introduced in LOG 235A. 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 235A 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.

Who Should Attend: LOG 235B 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 201B and LOG 235A

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

A dvanced 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 life cycle logistician's role in, the systems engineering process;
- analyze and integrate major acquisition and sustainment policy requirements from the advancedlevel logistics perspective; and
- understand the integration of life cycle logistics processes with the operational tenets of Defense transformation.

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

Prerequisite: LOG 235B

Precourse Assignments: Precourse assignment materials will be provided to students via the Internet prior to attending the class. Students will receive instructions on how to access these materials. All students will submit and brief an advanced-level, contemporary logistics topic during the course. Assignments must be completed prior to attending class.

Length: 9 class days

Method of Delivery: Resident/Local

PDS Code: AH1

3

PMT 202 Multinational Program Management

The Multinational defense acquisition program. The Multinational Program Management course emphasizes the U.S. policy of encouraging armaments cooperation and enhancing interoperability with our allies. Key national, DoD, and Service policies on international cooperative development, production, and support are explored.

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

- comprehend the requirements necessary to participate effectively in an acquisition program that involves participation by foreign governments and their industries;
- understand key national, DoD, and Service policies on international cooperative development, production, and logistics;
- recognize the various international defense programs related to acquisition (data exchanges, Nunn Amendment Programs, foreign comparative testing, coalition warfare programs, bilateral and multilateral projects and programs, and security assistance—Foreign Military Sales (FMS)); and
- prepare, formulate, and support an FMS, Direct Commercial Sales (DCS), cooperative, or hybrid international program.

Who Should Attend: This assignment-specific course is for all acquisition personnel who require international acquisition training at Level II for any career field, including program managers and program management staff, key government laboratory and center personnel, Defense and Service headquarters staff, and Office of Defense Cooperation personnel and attachés.

Prerequisite: None

Length: 5 class days

Method of Delivery: Resident

PDS Code: PAJ

PMT 203 International Security and Technology Transfer/Control

his 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. PMT 203 is designed for the acquisition professional, including program office personnel, Defense and Service headquarters staff, and Defense cooperation personnel and attachés associated with international acquisition. The course has five components: acquisition documentation; security and data transfer; export/import licensing; contractor operations; and laws, policies, and procedures.

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 for intellectual property.

Who Should Attend: This assignment-specific course is for all acquisition personnel who require international acquisition training at Level III for any career field. The course is also appropriate for foreign liaison office personnel or DoD representatives who deal with other nations or international agencies.

Prerequisite: None

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

PMT 304 Advanced International Management Workshop

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 (WBSs);
- 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.

Who Should Attend: 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 1 October 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/ registrar/Military%20personnel%20Welcome. asp. 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 (consisting of about 56 hours of work) within 60 calendar days of the start date. Module 9 is a team-based "virtual classroom" using a combination of teleconferences and the Internet and requiring full-time participation during 24 hours of work over 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

Reinforcing and advancing the principles of collective defense through armaments cooperation, the Advanced International Management Workshop explores issues associated with international negotiation of cooperative acquisition project agreements.

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

- synthesize and integrate key presidential, congressional, and Service policies on international cooperative defense acquisition agreements as well as the policies of the Departments of Defense, State, Commerce, and Treasury; and
- formulate and negotiate a complete international acquisition agreement in accordance with U.S. policies.

Who Should Attend: This assignment-specific course is for all acquisition personnel who require international acquisition training at Level III for any career field. Because this is an advanced-level workshop, attendees should understand U.S. domestic and international defense acquisition. This course targets positions of responsibility in international, or potentially international, programs ranging from simple data exchange agreements to complex cooperative development, production, and support programs.

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

Prerequisite: None

Length: 5 class days

Method of Delivery: Resident

PDS Code: PAL



PMT 352A Program Management Office Course, Part A

PMT 352B Program Management Office Course, Part B

he 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 decisionmaking models to aid in addressing various acquisition program issues (business and financial; international; environmental, safety, and health; etc.).

Who Should Attend: 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

he 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.

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

Prerequisite: PMT 352A

Length: 6 weeks

Method of Delivery: Resident

PDS Code: BZJ

PMT 401 The Program Manager's Course

PMT 402 Executive Program Manager's Course

his course is an intense, highly integrated 10week case study-based learning experience. Group discussions, distinguished guest practitioners, team projects, exercises, simulations, study groups, and an elective program enable the learner to customize a portion of the course. Time will be available to internalize the material through independent study and informal work with peers. Course content will rely upon challenges, problems, and dilemmas derived from extensive current interviews with program managers (PMs), program executive officers (PEOs), and other stakeholders. The dilemmas will be those that course graduates can expect to confront when they return to their workplaces.

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

- apply critical thinking when confronted by problems and dilemmas on a day-to-day basis;
- lead and integrate disparate functional groups and develop a cohesive team capable of coping with the complex problems common to program management offices (PMOs) and PEOs; and
- identify and apply best business practices to achieve win-win relationships with industry partners.

Who Should Attend: This course is designed for specially selected Level III certified PM career field members who have demonstrated the potential to become managers or deputies of ACAT I or II programs or managers of major ACAT III programs. Other specially selected DoD AT&L workforce members who are motivated and capable of becoming managers of major integrated product teams, department or division heads in acquisition commands, or senior managers in laboratories and/or research and development centers are encouraged to attend. This assignment-specific course is statutorily required for newly selected PEOs, DPEOs, and PMs/ DPMs of ACAT I, IA, and II programs. Participants must be O-5/GS-14 or above with extensive experience in acquisition, including 4 years in, or in direct support of, a PMO. 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 352B

Length: 10 Weeks

Method of Delivery: Resident

PDS Code: PGN

his is an assignment-specific course designed to meet the learning and performance needs of newly selected program executive officers (PEOS), deputy PEOS (DPEOS), and ACAT I (ID/IC and IAM/ IAC) and II program managers (PMS)/deputy program managers (DPMS). Skills and behaviors are developed through a concentrated 4-week resident period preceded by approximately 60 days of self-assessment and assessment of each learner's program and program office.

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

- complete a comprehensive assessment of their programs, program offices, and of themselves;
- identify program and program office issues;
- fill knowledge needs and work issues; and
- develop a plan of action to better manage their programs, program offices, and professional development.

Who Should Attend: *This assignment-specific course is statutorily required* for *newly selected PEOs; DPEOs; and ACAT I, IA, and II PMs/DPMs prior to assuming the 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 or PMT 302 (no longer offered)

Length: Online workshop followed by 20 class days



PMT 403 Program Manager's Skills

uring the Program Manager's Skills course, students assess their program and personal skills, update their functional knowledge, and examine lessons learned from recent programs. PMT 403 focuses on the use of the survival skills necessary to manage a DoD acquisition program effectively.

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

- identify and prioritize the top issues they will face during their first 6 to 12 months as a program manager;
- create a plan, including resources and metrics, to address those issues; and
- understand how the current acquisition system operates and know how to operate effectively within it.

Who Should Attend: This assignment-specific course is for ACAT III program/project/product managers and their deputies. Allied and industry students are encouraged to attend on a space-available basis.

Prerequisite: PMT 352B

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 inherent in this career field; and
- describe manufacturing and quality processes, scheduling and control techniques, and various quality and production surveillance activities.

Who Should Attend: This course is for industrial specialists, industrial engineers, quality assurance specialists, production officers, production specialists, contract administrators, and others involved with, and responsible for, production and quality.

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: BU2



PQM 103 Defense Specification Management

PQM 104 Specification Selection and Application

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.

Who Should Attend: This assignment-specific 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: 81/2 class days

Method of Delivery: Resident/Local

PDS Code: BAP



he 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.

Who Should Attend: This assignment-specific 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



3

PQM 201A

Intermediate Production, Quality and Manufacturing, Part A

his journeyman-level course exposes students to manufacturing and quality processes, production scheduling and control techniques, surveillance activities, and systems-level production and quality planning. 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.

Who Should Attend: This course is required for Level II certification in Production, Quality, and Manufacturing; it is also for production, quality, or engineering personnel providing pre- or post-award technical support.

Prerequisites: ACQ 201B and PQM 101

Recommended: At least 2 years of production or quality management experience after Level I 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, apply 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.

Who Should Attend: This course is required for Level II certification in Production, Quality, and Manufacturing; 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 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.

Who Should Attend: This assignment-specific course is designed for acquisition personnel in the program management; systems engineering; acquisition logistics; test & 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



PQM 203 Preparation of Commercial Item Descriptions for Engineering and Technical Personnel

his 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 performancebased 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.

Who Should Attend: This assignment-specific 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

arket 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.

Who Should Attend: This assignment-specific course is designed for acquisition personnel who are in the Program Management; Systems Planning, Research, Development and Engineering; Life Cycle Logis-tics; 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

his rigorous course is structured around integrated product development and concurrent engineering acquisition approaches. During PQM 301, decisionmaking issues relevant to successfully managing three core technical tasks in DoD acquisition—systems and process development, manufacturing, and product quality management—are investigated.

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

- understand the role of manufacturing and quality assurance in the integrated systems engineering process;
- evaluate modern distributed manufacturing management practices;
- fully understand the use and application of best manufacturing practices such as supply chain management, e-manufacturing, and lean manufacturing;
- use case studies, discussions, and class exercises to apply basic design of experiments, modeling and simulation, quality function deployment, statistical process control, six sigma, design-build principles, and risk management; and
- understand the use of DoD e-commerce policy and information technology to leverage the integrated digital environment to support technical and business operations.

Who Should Attend: This class is for military officers, O-3 through O-6, and civilians, GS-13 and above.

Prerequisite: PQM 201B

Length: 10 class days

Method of Delivery: Resident

PDS Code: HV2

SAM 101 Basic Software Acquisition Management

SAM 201 Intermediate 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.

Who Should Attend: This course is open to all military officers, O-1 through O-3, and DoD civilians, GS-9 and below, working in, or selected for, software acquisition management positions. This course is recommended for those who have duties including software acquisition or information technology management. Functionally equivalent to IRM 101, it is an excellent introductory course for personnel of any rank/grade who are involved in the management of a DoD software-intensive system.

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

Sing 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.

Who Should Attend: This course is open to all military officers, O-3 through O-5, and DoD civilians, GS-9 through GS-12, working in, or selected for, software acquisition management positions. This course is recommended for those who serve in Level II acquisition positions and have duties that include software acquisition management. Additionally, this course is part of the Information Technology career certification Level II requirement.

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

Recommended: Completion of the Technical Reviews continuous learning module, which can be found at **http://clc.dau.mil**, is recommended; those students who present a certificate for this module prior to the final exam will receive five bonus points toward their final grade.

Length: 5 class days

Method of Delivery: Resident/Local

PDS Code: JHC

SAM 301 Advanced Software Acquisition Management

dvanced 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.

Who Should Attend: This course is recommended for software acquisition personnel who serve in the software acquisition field as Level III managers or technical experts. Appropriate levels for attendees are military officers, O-4 through O-6, and civilians, GS/GM-13 through GS/GM-15. This course is required for Information Technology career field Level III certification.

Prerequisite: SAM 201

Length: 5 class days

PDS Code: BU9

Method of Delivery: Resident/Local



his 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.

Who Should Attend: 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. Attendance is also recommended for those who provide funds and oversight to the S&T performers, including universities, industry, and Federal Government organizations, and interface with the technology customers to expedite the transition of technology to the user. This course is recommended for military officers, O-2/O-3, and civilians, GS-11/GS-12.

Prerequisite: ACQ 101

STM 201

Intermediate S&T Management

Length: 3 class days

Method of Delivery: Resident/Local

PDS Code: JHZ



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STM 302 Advanced S&T Management

his 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, afford-ability analyses, and cost schedule reporting.

Who Should Attend: Personnel who desire certification at Level III and whose duties include: (1) developing overall program goals for science and technology (S&T) funds; (2) acquiring the services of scientists, engineers, and technical support personnel to perform advanced S&T research for DoD; (3) providing funds and oversight of the S&T performers, including universities, industry, and Federal Government organizations; and (4) interfacing with the technology customers to expedite the transition to the user should attend.

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

his 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* (DAG), 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 bottomproduct 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 (WBS), standards, top-down design, bottom-up product realization, and the Systems Engineering Plan (SEP).

Who Should Attend: 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

3

SYS 202 Intermediate Systems Planning, Research,

Intermediate Systems Planning, Resear Development and Engineering, Part I

his 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.

Who Should Attend: 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, whichisavailableathttps://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

his 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.

Who Should Attend: 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.

Prerequisite: Either SYS 202 or SYS 201A and the Technical Reviews (CLE 003) continuous learning module, available at **http://clc.dau.mil**

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



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.

Who Should Attend: This course is for military officers, O-3 through O-6, and DoD civilians, GS-13 and above, who are Level II certified in a Systems Planning, Research, Development and Engineering (SPRDE) career field. Equivalent industry acquisition managers are also eligible.

Prerequisites: Participants must have completed all SPRDE Level II training requirements. These include ACQ 201A and ACQ 201B; the Technical Reviews continuous learning module (CLE 003); SYS 201A or SYS 202; and SYS 201B or SYS 203. Additionally, participants will also complete an ungraded precourse diagnostic assessment of their knowledge of DoD Systems Engineering processes prior to the class. Details will be provided separately as part of the course welcome message.

Recommended: Students who take this course should have at least 4 years of SPRDE experience and successfully completed the continuous learning module Designing for Supportability in DoD Systems (CLL 008), which is available at **http://clc.dau.mil/**.

Length: 10 class days

Method of Delivery: Resident/Local

PDS Code: J07

TST 101 Introduction to Acquisition Workforce Test and Evaluation

ntroduction to Acquisition Workforce Test and Evaluation emphasizes the basic test and evaluation (T&E) principles, policies, organizations, processes, and practices used by DoD. The course will prepare the T&E Level I individual to be a contributing member in a program office, Test Range/Lab, or a Service/Agency T&E team and will serve as the basis upon which to build T&E skills.

The types of testing covered in this course are developmental, operational, and live-fire.

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

- capably interact with program managers and other team members regarding T&E issues and more effectively function within the acquisition process;
- thoroughly understand the role of T&E as a feedback mechanism and management tool for the systems engineering and development process; and
- understand DoD T&E polices, process, procedures, and development of a Test and Evaluation Strategy (TES) and a Test and Evaluation Master Plan (TEMP).

Who Should Attend: This course is designed for individuals who work in the T&E career field such as T&E team members; engineers, scientists, operations research analysts, system analysts, computer scientists; and other degree-holding technical personnel who plan, perform, and manage T&E tasks in support of acquisition. Attendees should have at least 1 year of acquisition experience.

Prerequisite: ACQ 101

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: PC5

3

TST 202 Intermediate Test and Evaluation

This course builds upon the student's test and evaluation (T&E) knowledge, skills, and abilities relating to DoD policies, organizations, processes, and practices. Problem-solving situations engage students in the use of T&E concepts, principles, and theories. Course topics include the role of T&E in systems acquisition, T&E planning, experimental design, measurement of systems effectiveness and suitability, instrumentation, and data collection and management. Also covered are reliability, maintainability, and availability of systems; analysis and evaluation; live fire; software; modeling and simulation; and T&E of alternative acquisitions.

The course will prepare the individual for leadership roles such as the T&E Lead for a Program Manager's Office, team leader of government testers or evaluators, or Service/agency headquarters T&E branch chief.

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

- identify current laws, policy, and guidance for T&E;
- identify source documents for systems engineering and T&E requirements;
- develop T&Ê objectives and issues, a Test and Evaluation Strategy (TES), a Test and Evaluation Master Plan (TEMP), and Test Plans;
- apply appropriate tools and techniques (e.g., modeling and simulation) for conducting developmental and operational T&E in support of systems development;
- identify techniques for designing simple experimental processes; and
- perform elementary analytical procedures on test data.

Who Should Attend: T&E team members; T&E leads for programs; and Service/agency/facility T&E managers, engineers, scientists, operations research analysts, system analysts, and computer scientists should attend. Other degree-holding technical personnel who plan, perform, and manage T&E tasks in support of acquisition will benefit from this course. Attendees should have at least two years of T&E experience.

Prerequisites: ACQ 201 A&B and TST 101

Precourse Assignment: Students must identify a T&E-related issue, discuss the issue, and propose a solution.

Length: 5 class days

Method of Delivery: Resident/Local

PDS Code: QMI



TST 301 Advanced Test and Evaluation

A dvanced Test and Evaluation (T&E) provides a thorough understanding of DoD policies, strategies, organizations, processes, and practices, with a focus on leadership and management. This course offers student-centered learning with limited instructor-based lectures that introduce significant current T&E events. Student-generated issues are used during a video teleconference with Office of the Secretary of Defense (OSD) T&E officials. Work group and class discussion leads to development of presentations dealing with current T&E topics such as new technologies, lessons learned, and current issues in DoD T&E.

The course will also provide a review of recent changes to DoD T&E policy and practices. Successful completion of this course is required for critical acquisition positions and key leadership positions.

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

- generate OSD-level issues and discuss these issues with OSD officials;
- use technology, including the Internet, to obtain pertinent T&E information and prepare assignments;
- research, prepare, and present briefings on current T&E topics;
- assess the impact of the press, Government Accountability Office, the Congress, and OSD officials on ethics and integrity standards relative to T&E and DoD acquisition; and
- prepare test plans and analyze test results based on statistical methodologies.

Who Should Attend: T&E leads for programs and Service/agency/facility T&E managers, engineers, scientists, operations research analysts, system analysts, and computer scientists should attend. Other degreeholding technical personnel who plan, perform, and manage T&E tasks in support of acquisition will also benefit from the course. Students should have at least four years of test and evaluation experience.

Prerequisite: TST 202

Precourse Assignments: Students must satisfactorily complete five precourse assignments prior to the resident portion of this course

Length: 5 class days

Method of Delivery: Resident/Local

PDS Code: QL9

Predecessor Courses

AU 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 Course	<u>Number</u> Predecessor	Predecessor Course Title	Personnel Data System (PDS) Code
ACQ 101	PMT 101	Fundamentals of Systems Acquisition Management	BB1
	DSMC-26	Fundamentals of Systems Acquisition Management	BB1
ACQ 201B	ACQ 201	Intermediate Systems Acquisition	JHA
	PMT 201	Intermediate Systems Acquisition	BB6
BCF 101	DSMC-37 BCE 101	Intermediate Systems Acquisition Fundamentals of Cost Analysis	BB6 Q1A
BCF 101 BCF 102		5	
BCF 102	BFM 102 BCF 202	Contract Performance Management Fundamentals Intermediate Contractor Performance Measurement	Q1B 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
BCF 229	BCF 209B	Acquisition Reporting Course, Part B	BE6
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
2011.000	CON 106	Facilities Contract Pricing	BDU
CON 202	CON 211 CON 221	Intermediate Contracting Intermediate Contract Administration	BDN BDO
	CON 221 CON 222	Organizational Level Contract Administration	PDQ
	CON 223	Intermediate Facilities Contracting	BE4
CON 204	CON 231	Intermediate Contract Pricing	BU6
CON 210	CON 201	Government Contract Law	BDP
	CON 201(C)	Government Contract Law (Construction)	BDP
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

<u>Course</u> Current DAU	<u>Number</u> Predecessor	Predecessor Course Title	Personnel Data System (PDS) Code
IND 100	{IND 101 and IND 102	Contract Property Administration Fundamentals Contract Property Disposition	PDM PDO
IND 200	IND 201 and IND 202	Intermediate Contract Property Administration Contract Property Management Seminar	PDN BRM
IRM 303	IRM 301 IRM 302	Information Technology Procurement Strategies Information Technology Advanced Management Program	Q07 BA0
IRM 304	IRM 303	Advanced Information Systems Acquisition	BZE
LOG 201B	LOG 201 DSMC-24	Intermediate Acquisition Logistics Management of Acquisition Logistics	JR3 BCU
PMT 352B	PMT 352 PMT 302 PMT 301 DSMC-3	Program Management Office Advanced Program Management Course Program Management Course Program Management Course	BZG BU1 BBW 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 101	PRD 101 QUA 101	Production Management Fundamentals Quality Assurance Fundamentals	JQX BCS
PQM 103	SPE 101	Defense Specification Management Course	BAP
PQM 104	SPE 102	Specifications in the Defense Acquisition Process	PAH
PQM 201B	PQM 201 PRD 201 DSMC-13	Intermediate Production, Quality and Management Intermediate Production Management Defense Manufacturing Management Course	BU3 JQY BD2
PQM 301	PRD 301 DSMC-38	Defense Acquisition Engineering, Manufacturing, and Quality Assurance	BRK
	DSIVIC-38	Defense Acquisition Engineering, Manufacturing, and Quality Assurance	BRK
STM 201	STM 301	Program Management for S&T Managers	PGP
SYS 201B	SYS 201	Intermediate Systems Planning, Research, Development and Engineering	BE2
	DSMC-28	Systems Engineering Management Course	BE2
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 202	TST 201 DSMC-11	Test and Evaluation Management T&E Management Course	BE3 BE3

Distance Learning

AU 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 learn-

Online Courses

ACQ 101	Fundamentals of Systems Acquisition Management
BCF 102	Fundamentals of Earned Value Management
BCF 103	Fundamentals of Business Financial Management
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 203	Reliability and Maintainability
LOG 204	Configuration Management
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 101	Introduction to Acquisition Workforce Test and Evaluation

ing portion, and completion of both parts is required to obtain full credit for career field certification. Students attending resident offerings with one or more precourse assignments also must finish the online work prior to arriving for the classroom course.

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

Hybrid Courses

ACQ 201A	Intermediate Systems Acquisition, Part A
CON 260A	The Small Business Program
LOG 201A	Intermediate Acquisition Logistics, Part A
LOG 235A	Performance Based Logistics, Part A
PMT 352A	Program Management Office Course, Part A
PQM 201A	Intermediate Production, Quality and Manufacturing, Part A
Resident Co	urses 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 Major Defense Acquisition Programs (MDAPs)
BCF 211	Acquisition Business Management
BCF 229	Acquisition Reporting for Major Auto- mated Information Systems (MAIS)
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 301	Advanced Systems Planning, Research, Development and Engineering

A ssignment-specific courses are identified by the Under Secretary of Defense for Acquisition, Technology and Logistics as integral to the education and training of Department of Defense (DoD) Acquisition, Technology, and Logistics (AT&L) workforce personnel. These courses are offered by DAU to provide unique acquisition knowledge required for a specific assignment, job, or position; to maintain proficiency; and to remain current with legislation, regulation, and policy. This training can span several functional areas and is mandatory for selected individuals within a job series or position category. DAU provides funds for course delivery and student travel costs for assignment-specific courses in the same manner as it does for other courses.

Assignment-specific courses support work distribution decisions of local management officials. Subject to Component guidance, these officials are responsible for ensuring that employees who are given these duties receive this training that will enable them to perform their work productively and effectively.

DAU maintains complete student records for courses taught since the university began offering instruction in 1993, but tracking student requirements and recording completion of these courses in employee personnel records are Component responsibilities.

Course descriptions are provided at the beginning of this chapter, and instructions for registering for classes are provided in Chapter 2. Schedules for classroombased courses are maintained in ATRRS and should be available through your local training office. Up-to-date class schedules are also available at **www.dau.mil**.

ACQ 201, Parts A and B

Intermediate Systems Acquisition

This course is assignment-specific only for Contracting personnel. All Level III Contracting personnel who are assigned to a major program or who devote at least 50 percent of their time to a major acquisition program are required to take this course. Level II Contracting personnel should take ACQ 201 within 1 year of assignment to a major defense acquisition program.

BCF 102

Fundamentals of Earned Value Management

Workforce analysts who are responsible for analyzing earned value management (EVM) data or who need a basic understanding of EVM concepts to perform some aspects of their duties should take BCF 102. Attendees typically include employees of program/project management offices, the Defense Contract Management Agency, dedicated support matrix organizations, and Service headquarters support matrix organizations.

BCF 203

Intermediate Earned Value Management

DoD AT&L workforce personnel should take BCF 203 if their duties include integrating earned value data to perform the following functions: (1) awarding/administering contracts, reviewing or performing surveillance on contractor's management control systems, or supporting Integrated Baseline Reviews as outlined in DoD 5000.2-R, Part 3.3.4.3 (Cost Performance); or (2) evaluating, analyzing, or using earned value data. Attendees typically include employees of program/ project management offices, the Defense Contract Management Agency, dedicated support matrix organizations, and Service headquarters support matrix organizations.

BCF 206

Cost Risk Analysis

This course should be taken by DoD AT&L workforce personnel whose duties include: (1) developing and/or evaluating cost estimates for such areas as procurement, software, research and development, weapons systems, etc.; (2) planning and managing DoD systems acquisition; (3) evaluating and negotiating contract proposals; and (4) performing cost and



performance tradeoff analyses. Participants typically include members from the business, cost estimating, and financial management community as well as program/project managers and personnel in contracting; systems planning, research, development, and engineering; and information technology.

BCF 207

Economic Analysis

DoD AT&L workforce personnel should take BCF 207 if their duties include: (1) developing and/or evaluating costs and benefits of alternative courses of action involved in decisions (i.e., lease vs. buy, in-house vs. contractor, privatization or outsourcing, or repair or replace) and/or (2) preparing funding proposals for such programs as Operations and Support Cost Reduction or Defense Working Capital Fund. Participants typically include members of the business, cost estimating, and financial management community as well as program/project managers and personnel in contracting; systems planning, research, development and engineering; information technology; and non-DoD personnel who conduct economic analyses of materiel systems.

BCF 208

Software Cost Estimating

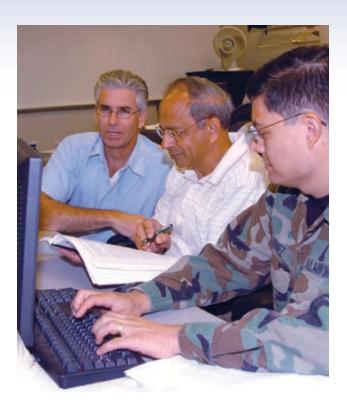
The Software Cost Estimating course should be taken by DoD AT&L workforce personnel whose duties include developing and/or evaluating cost estimates for life cycle management (i.e., research, development, procurement, deployment, operating and support, and disposal) for either embedded or stand-alone systems, planning and managing DoD systems acquisitions, evaluating and negotiating contract proposals, and performing cost and performance tradeoff analyses. Participants typically include members from the business, cost estimating, and financial management community as well as personnel in program management; contracting; systems planning, research, development and engineering; information technology; and non-DoD personnel who are involved in developing, testing, and/or costing software.

BCF 209

Acquisition Reporting for Major Defense Acquisition Programs (MDAPs)

This course should be taken by Acquisition Category (ACAT) ID/IC personnel who prepare, review, edit, or generate input to Selected Acquisition Reports (SARs) or who are responsible for ensuring that SARs are consistent with Cost Analysis Improvement Group procedures, SAR preparation guidelines, approved budgets, and approved acquisition program baselines. Attendees typically include employees of program/-project management offices, dedicated support matrix organizations, Service headquarters support matrix organizations, and contract administration offices. Students may take this course as a refresher to obtain information updates on acquisition reporting policy and the Consolidated Acquisition Reporting System CARS software.





BCF 215

Operating and Support Cost Analysis

Personnel involved in developing and/or evaluating operating and support cost estimates, cost/performance tradeoffs, or total ownership cost reduction efforts should take BCF 215. The course is also appropriate as continuous learning for other personnel involved in defense acquisition.

BCF 229

Acquisition Reporting for Major Acquisition Information Systems (MAISs)

This course should be taken by Acquisition Category (ACAT) IAM/IAC personnel who prepare an Acquisition Program Baseline (APB) and a Defense Acquisition Executive Summary (DAES) for MAIS programs. Attendees typically include employees of program/-project management offices, dedicated support matrix organizations, Service headquarters support matrix organizations, and contract administration offices. Civilians under contract to support a DoD program office with an APB or DAES reporting requirement are eligible with the recommendation of the program manager. Students may take this course as a refresher to obtain information updates on acquisition reporting policy and the CARS software.

BCF 262

EVMS Validation and Surveillance

This course is designed primarily for DoD AT&L personnel responsible for contract administration. It provides knowledge needed to review integrated management systems and to determine their compliance with the American National Standards Institute/ Electronic Industries Alliance EVMS (ANSI/EIA 748A) standard. The course is intended for personnel in the Defense Contract Management Agency, Supervisor of Shipbuilding, Defense Contract Audit Agency, intelligence acquisition community, project management offices, and Service headquarters who are responsible for routine surveillance and validation of contractor and government Earned Value Management Systems.

CON 232

Overhead Management of Defense Contracts

All contracting officers, buyers, price analysts, auditors, and contract administration personnel should take CON 232 if they are assigned to projects in which overhead situations are present and are important elements of cost. Course participants typically include members who are involved with major acquisitions or assigned to the Defense Contract Management Agency.

CON 234

Contingency Contracting

This is intended for military personnel in the Contracting and Purchasing career fields and for emergency-essential civilians in deployable positions of all Services. Whenever practical, students should attend CON 234 prior to assuming duties as a deployable contracting officer or purchasing agent.

CON 235

Advanced Contract Pricing

Level II and III personnel should take CON 235 if they are involved in major systems acquisition or in a commercial environment where knowledge of cost risk analysis, cost estimating relationships/parametric estimating, overhead estimating, and decision/risk analysis tools is required.

CON 236

Contractual Aspects of Value Engineering

Contracting, program management, and functional personnel should take CON 236 if they might be involved in value engineering (VE) applications or if they support major weapons systems and can be expected to encounter specific VE activity. (Note: Individuals not assigned to contracting are encouraged to attend. While the primary focus of the course is on the contractual aspects of VE, the integrated product team/integrated product and process development approach is emphasized regarding the utility of value methodology and the resulting VE change proposals.)

CON 237

Simplified Acquisition Procedures

This self-paced, Web-based course is designed as a continuing education tool for all personnel requiring knowledge of simplified acquisition procedures.

CON 243

Architect-Engineer Contracting

Military and civilian workforce members in the Contracting career field who are assigned contracting responsibilities for architect-engineer (A-E) contracts should take CON 243. Whenever practical, students should attend prior to assuming duties in A-E contracting.

CON 244

Construction Contracting

The Construction Contracting course is intended for military and civilian workforce personnel in the Contracting career field and others (e.g., professional engineers) who are assigned specific contract administration duties for construction contracts. Whenever practical, students should attend this course prior to assuming duties in construction contracting.

CON 250

Fundamentals of Cost Accounting Standards— Part I

Civilians, GS-9 and above, or equivalent military personnel with at least 2 years of experience in the Contracting career field should attend CON 250. Participants should be in positions with responsibility for Cost Accounting Standards (CAS) administration for one or more contractors or have current or pending assignments dealing with CAS issues.

CON 251

Fundamentals of Cost Accounting Standards— Part II

Civilians, GS-9 and above, or equivalent military personnel with at least 2 years of experience in the Contracting career field should attend CON 251. Participants should be in a position where they are responsible for CAS administration for one or more contractors that involves full CAS-covered contracts, or they should have a current or pending assignment dealing with CAS issues on a regular basis.

CON 260 (Parts A & B)

The Small Business Program

All Level II certified Contracting workforce members with Small and Disadvantaged Business Utilization Specialist responsibilities should complete The Small Business Program course. CON 260 delves into the intricacies of the small business program and those associated programs and initiatives that support the program and the Department's efforts to improve small business participation in both prime contracting and subcontracting. This course focuses particular attention on the small business specialist's role as a vital member of the acquisition team.

GRT 201

Grants and Agreements Management

This course should be taken by all contracting personnel with grants management responsibilities and by all acquisition personnel who have been assigned the responsibilities of a contracting officer's representative or contracting officer's technical representative for a DoD grant.

LOG 203

Reliability and Maintainability

Members of the DoD AT&L workforce should take this online course if their duties include understanding and applying managerial and technical competencies involving systems design considerations for reliability, maintainability, and supportability. Emphasized topics include understanding the relationship between reliability and maintainability (R&M), reducing life cycle costs, developing operational and contractual R&M requirements, reviewing R&M design/analysis activities, and performing reliability testing. Life cycle logisticians, systems engineers, and program managers are among those who should attend.

LOG 204

Configuration Management

Members of the DoD AT&L workforce should complete this course if their duties include understanding and relating the interrelationship of configuration management (CM) to system life cycle design activities and product support. LOG 204 provides an overview of the basic concepts and practices of CM, including configuration identification, audits, control, status accounting, and data management. Attributes and requirements to design, implement, and operate a CM plan are discussed, including scenario-type exercises to enhance learning. Life cycle logisticians, systems engineers, configuration managers, program managers, and technical auditors are among those who should attend.

PMT 202

Multinational Program Management

All personnel involved in an international defense cooperative research, development, and acquisition program should take PMT 202.

PMT 203

International Security and Technology Transfer/Control

This course should be taken by all personnel involved in an international defense acquisition program in other than a managerial capacity. Participants will typically include members of the following career fields: Program Management; Contracting; Test and Evaluation; Systems Planning, Research, Development and Engineering; and Business, Cost Estimating, and Financial Management.

PMT 304

Advanced International Management Workshop All personnel involved in an international defense acquisition program should take PMT 304, especially if they are involved in international project agreements.

PMT 401

The Program Manager's Course

This executive-level course is designed for specially selected Level III certified DoD AT&L workforce members who are potential leaders of major acquisition programs, integrated product teams, and systems command/major command divisions. Attendees must be GS-14/O-5 or above with extensive experience in acquisition, including 4 years in, or in direct support of, a program management office. Selected representatives from industry may attend. This assignmentspecific course is required for newly selected program executive officers (PEOs), deputy PEOs, and program managers (PMs)/deputy PMs of Acquisition Category (ACAT) I, IA, and II programs.

PMT 402

Executive Program Manager's Course

This assignment-specific course is required for newly selected PEOs, DPEOs, and PMs/DPMs of ACAT I, IA, and II programs.



PMT 403

Program Manager's Skills

This course is designed to update newly designated ACAT III program/product managers and their deputies on current acquisition policy, principles, and practices. PMT 403 includes lessons learned from recent experiences and instruction on how to operate as a Program Manager in the current environment.

PQM 103

Defense Specification Management

Personnel who are responsible for writing, reviewing, coordinating, applying, or using specifications and related documents should take PQM 103.

PQM 104

Specification Selection and Application

This course should be taken by personnel who are involved in setting requirements and making standardization decisions. Personnel who use specifications and standards but are not actively involved in the development or management of requirements documentation could also benefit from PQM 104.

PQM 202

Commercial and Nondevelopmental Item Acquisition Course for Technical Personnel This course is intended for personnel who are involved in the acquisition of commercial and nondevelopmental items. This includes personnel who locate and evaluate potential items, plan for support of items, select and prepare requirements documents, or manage item test evaluations and quality.

PQM 203

Preparation of Commercial Item Descriptions for Engineering and Technical Personnel

Personnel who prepare or review commercial item descriptions and use market research techniques to identify commercial items should take PQM 203.

PQM 212

Market Research for Engineering and Technical Personnel

The Market Research for Engineering and Technical Personnel course is intended for personnel who gather and use market information when conducting cost, schedule, and performance tradeoff analyses; determine whether items and services are commercial; or develop acquisition plans, requirements documents, support plans, test plans, and evaluation factors.

SAM 101

Basic Software Acquisition Management

SAM 101 is recommended for those in acquisition positions who have duties that include software acquisition management or who work in development programs in which \$20 million or more is spent on software, procurement programs in which \$30 million or more is spent on software, programs in which \$1 million or more is spent on sustainment costs for software annually, or programs in which post-deployment software support is ongoing. SAM 101 is an excellent introductory course for personnel of any rank/grade or acquisition career level involved in management of DoD software-intensive systems.

SAM 201

Intermediate Software Acquisition Management

This course is recommended for acquisition personnel who are involved in any aspect of managing DoD software-intensive systems. Priority for this course will be given to personnel who manage software development and/or acquire software and who work in development programs in which \$20 million or more is spent on software, procurement programs in which \$30 million or more is spent on software, programs in which \$1 million or more is spent on sustainment costs for software annually, or programs in which post-deployment software support is ongoing.

SAM 301

Advanced Software Acquisition Management

SAM 301 is recommended for acquisition personnel involved in any aspect of managing DoD softwareintensive systems. Priority for this course will be given to personnel who manage software development and/or acquire software and who work in development programs in which \$20 million or more is spent on software, procurement programs in which \$30 million or more is spent on software, programs in which \$1 million or more is spent on sustainment costs for software annually, or programs in which post-deployment software support is ongoing.



The AT&L PLM ... Performance Support

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 now 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.

For team collaboration and complex problem solving, a state-of-the-art Management Deliberation 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 utilized 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 highvalue initiatives, DAU is able to develop and deliver targeted 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 classroom training at the regional campuses, continuous learning modules, and local sessions.

A few notable examples of RDT include DAU's participation in organizing and rapidly deploying training for the AT&L workforce in response to significant changes to DoDI 5000.1 and DoDD 5000.2—two key documents that contain mandatory requirements for administering and managing the Defense acquisition process; the ongoing effort to provide training on the new CJCSI 3170.01C (Joint Capabilities Integration and Development System); and training on the recent Unique Identification program, which will significantly improve efficiency in moving supplies to warfighters and facilitate item tracking.

Our faculty stand ready to fulfill specific requests for consulting and targeted training. Rapid deployment training will be designed and tailored at the direction of DoD officials.

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

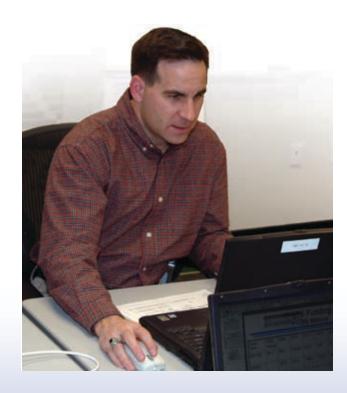
Targeted Training

The following targeted training workshops and minicourses 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**
- **Configuration Management (An Introduction to MIL-HDBK-61A)** provides an overview of the concepts and basic practices of configuration management (CM), including configuration identification, audits, control, status accounting, and data management. The impact on CM by Acquisition Reform, the integrated data environment, commercial off-theshelf and nondevelopmental item application, and open systems architecture is also discussed. **4.5days**
- **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
- **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 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**



- **Evolutionary Acquisition Workshop** covers the basics of implementing an Evolutionary Acquisition Strategy. Principles of sound technical management, risk management and mitigation, and cost estimation are among the topics addressed. **.5 day**
- **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 Pro***fessional* 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 Semi-
- nar 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
- Management Seminar explores the principles, functions, and skills needed to be an effective manager and can be tailored to the customer's specific needs. 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 Service Acquisition (PBSA)** provides an overview of performance-based methods and how to determine when they are appropriate and 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 provides a fundamental management understanding of provisioning requirements associated with the acquisition and sustainment of weapon systems and equipment in the DoD inventory. **5 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**

Sustainment Systems Technical Support (SSTS)

provides a fundamental management understanding of SSTS requirements associated with the integrated logistics planning and sustainment support for weapon systems and equipment in the Army inventory. The course reviews, emphasizes, and discusses legal and regulatory guidance and direction, funding sources, and maintenance concepts and techniques. **1 day**

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 p Midwest Region p South Region p Mid-Atlantic Region p Capital & Northeast Region p	psmwt@dau.mil pssth@dau.mil psmat@dau.mil
DSMC–School of Program Managers J DAU Headquarters	

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. 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 CL opportunities available at the time of this printing:

Self-Paced 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

Activity-Based Costing (ABC) – AFIT FIN 160 introduces ABC and discusses the Air Force Materiel Command strategic planning process. 15 CLPs

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**

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

Affirmative Procurement (AP) Training, 2002 – AFCEE (EPA/Green Procurement) describes AP program actions to meet the AFCEE (Air Force Center for Environmental Excellence) EPA (Environmental Protection Agency)/Green Procurement requirements. 3 CLPs Taihing Courses Knowledge Sharing Performance Support Continuous Learning Analysis of Alternatives (AoA) (CLM 101) presents the process used to conduct an AoA in sup-

ents the process used to conduct an AoA in support of requirements development and systems acquisition. **2 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. **0 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**

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**

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***

*No CLPs are awarded for briefings.

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

Common Supplier Engagement (CLM 030) explains the changes resulting from the transition to an electronic acquisition model that follows e-business practices. **2 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**

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**

Contract Format and Structure for the DoD e-Business 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

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 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**

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**

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) (CLB012) is designed to help develop a well-planned andinformative CAIV plan.1 CLP

Cost Estimating (CLM 016) focuses on basic costestimating 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

Current Topics in Financial Management – AFIT FIN
 150 is intended for product and logistics center personnel involved with financial processes.
 16 CLPs

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

Defense Distribution (CLL 017) introduces the organizations, processes, and tools instrumental in deployment and sustainment, as well as customer service transformational efforts. **2 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**

Defense Subcontract Management (CLC 001)

addresses subcontracting activities from the perspective of the staff of a defense acquisition program office. **4 CLPs**

Depot Maintenance Interservice Support Agreements (DMISA) (CLL 025) explains the process for creating the DMISA and the duties involved. 2 CLPs

Depot Maintenance Partnering (DMP) (CLL 006) introduces ways in which DMP serves as a costeffective 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 examples of successful programs. **3 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**

DoD Government Purchase Card (CLG 001) pres-
ents the mandatory requirements and other guide-
lines to consider when using the Government Pur-
chase Card.3.5 CLPs

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**

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

Enterprise Integration Overview (CLE 006) introduces fundamental Enterprise Integration (EI) concepts, defines EI implementation strategies, and describes suggested EI best practices. **3.5 CLPs**

Ethics Training for AT&L (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**

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**

Fiscal Law Tutorial provides training for personnel in legal, financial management, acquisition, and other fields who cannot attend a resident course but require a working knowledge of fiscal law. **6 CLPs**

Fundamentals of Technology Transfer and Export Control (CLM 036) explains international security and program protection, planning processes, and the role of the program manager. **2 CLPs**

GSA Federal Supply Schedules Training is an orientation on using the schedules for cost-effective and streamlined purchases of commonly used supplies and services. **16 CLPs**

GSA SmartPay Purchase Card Program provides an overview of incentives available to motivate both government program office personnel as well as contractor personnel to reduce acquisition response times. **4 CLPs**

GSA SmartPay Purchase Cards A/OPC Training explains the role and responsibilities of an A/OPC (Agency/Organization Program Coordinator). **1 CLP**

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*

*No CLPs are awarded for briefings.

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

Incentives for Reducing Acquisition Response Time—AFIT SYS 352 summarizes incentives available to motivate both government program office personnel and contractor personnel to reduce acquisition response times. 15 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**

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. **4 CLPs**

Information Exchange Program (IEP), Army Specific RDT&E (Research, Development, Test & Engineering) (CLI 005) ensures that all required acquisition workforce personnel comprehend Armyspecific IEP annex development, coordination, negotiation, and execution changes in policy and procedures. 1 CLP

Information Exchange Program (IEP), DoD Generic for RDT&E (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

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

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

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

ISO 9000:2000 (CLE 201) teaches the basic elements of ISO 9000:2000 and lessons learned regarding its implementation and use. **3 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

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

Lean Six Sigma (CLE 007) is a continuation of the "Introduction to Lean Enterprise Concepts" and "Six Sigma: Concepts and Process" modules. 6 CLPs

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 cheaper. **3 CLPs**

Modeling and Simulation in Systems Engineering (CLE 011) explains how 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**

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

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**

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**

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

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**

 Performance Based Logistics (PBL) (CLL 011)

 presents PBL as the strategy of choice for product

 support.
 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

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

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

- **Price Analysis Methods AFIT QMT 110** presents the hierarchy of Federal Acquisition Regulation (FAR) price analysis methods and includes information on performance-based payments. **1 CLP**
- **Privacy Protection (CLE 010)** describes the general scope, guidance and laws, potential risks, and procedures necessary in understanding and promoting privacy protection. **1 CLP**
- **Profit Policy Revisions (CLC 022)** addresses changes to DoD's profit policy as a result of Defense Federal Acquisition Regulation Supplement (DFARS) Cases 2000-D300 and 2000-D018. **1 CLP**
- **Program Execution (CLB 008)** describes the budget execution process, including the legal concerns and potential impact of poor budget execution. **3 CLPs**

Program Management Enterprise Architecture Community of Practice (PM EA CoP) (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

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

Proper Use of Non-DoD Contracts (CLC 010) provides DoD acquisition professionals with a better understanding of the need to ensure that non-DoD contracting instruments are appropriately used to meet DoD requirements. **1 CLP**

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

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** **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**

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**

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 508 Awareness – Federal Information Technology (IT) Accessibility Training summarizes Section 508 and its impact on training and identifies resources for understanding and implementing the requirements of Section 508. 1 CLP

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**

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**

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** **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) introducesStrategic Sourcing concepts and techniques for help-ing organizations shift from tactical to strategic pur-chasing.4.5 CLPs

System Safety for 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) (CLE021) explains Critical Technology Elements, Technology Readiness Levels, Technology MaturationPlans, and Technology Readiness Assessmentreports.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

Wide Area Workflow—Receipts and Acceptance (WAWF-RA) is a secure Web-based system for electronic invoicing, receipt, and acceptance. The application enables electronic form submission of invoices and government inspection and acceptance documents in order to support DoD's goal of moving to a paperless acquisition process. **3 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

The AT&L PLM ... Knowledge Sharing

nowledge Sharing—the blending of people, processes, and information technologyimproves organization 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 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* (DAG) 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.

	Home DAU Contact FAQ Site Map Help Search	
DAU Homepage I Need Training Continuous Learning Knowledge Sharing Performance Support	What's new in DoD acquisition.	Defense Acquisition Guidebook Including DoDD 5000.1
AKSS Menu — Policy Documents FAR, DFARS, & Others Community Areas (CoPs)	AT&L Knowledge Sharing Update Army Materiel Command organizations win DOD Value Engineering Awards:	Reader's Choice CJCS Instruction 3170.01E
Reader's Choice Glossaries & Acronyms Education & Training	Under Secretary of Defense for Acquisition, Technology and Logistics Kenneth Krieg, presented the annual Department of Defense Value Engineering Achievement Awards during a ceremony last Thursday at the Pentagon.	<u>CJCS Manual 3170.01B</u> <u>DoDD 5000.1</u> <u>DoDI 5000.2</u> Defense Acquisition Guidebook
Software Tools Events Def. Acq. Policy Center	Making EVM matter:	EMS Manual DCMA Instruction/Guidebook DCAA Manual
DAU Video Library Rapid Deployment Trng AT&L Web Sites	Earned value management has been around for decades but is now becoming an essential part of how agencies manage projects.	EAR DEARS DEARS PGI Other EAR Supps
News & Publications Ask a Professor	DEARS CHANGE NOTICE 20060616:	DoD 7000.14-R EL Toolkit
Forms uidebooks & Handbooks Ethics	On June 16, 2006, the Office of the Director of Defense Procurement and Acquisition Policy published changes and proposed changes to the Defense Federal Acquisition Regulation Supplement (DFARS) and the DFARS	Suggested Reading Joint Legistics: Shaping our Future Building an Army: Project Management in

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 together 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 onsite 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.

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.mi**l.

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

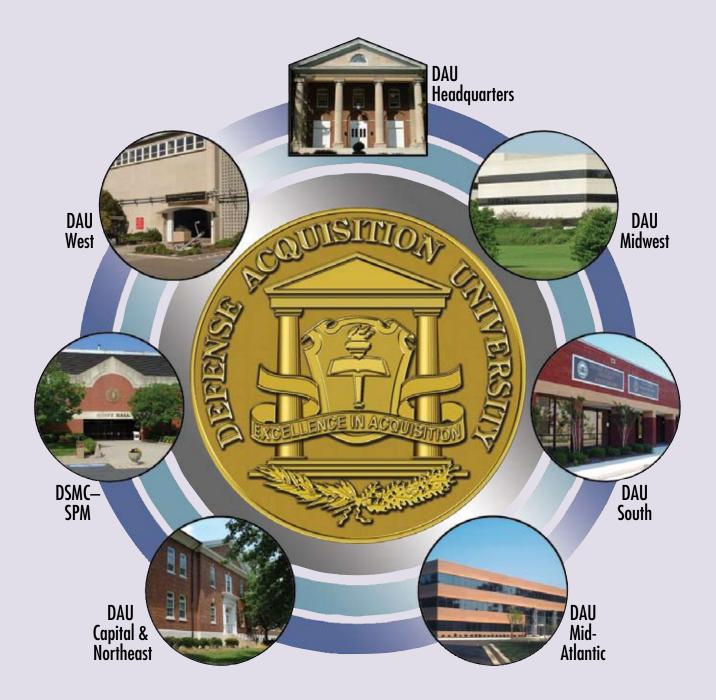
Appendix A DAU Regions

Appendix B Career Field Certification Requirements

Appendix C Equivalencies

Appendix D Continuing Education Units

Appendix E *Meeting Acquisition Corps Education Standards*

Appendix F Other Products and Services Provided by DAU 

Appendix A—DAU Regions

n 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 Pearl Harbor, HI Los Angeles, CA Port Hueneme, CA Rock Island, IL

DAU Midwest Region, Kettering, OH

(near Wright-Patterson Air Force Base) Columbus, OH Warren, MI

DAU South Region, Huntsville, AL Eglin AFB, FL MacDill AFB, FL

DAU Mid-Atlantic Region, California, MD (near Patuxent River Naval Air Station) Fort Lee, VA

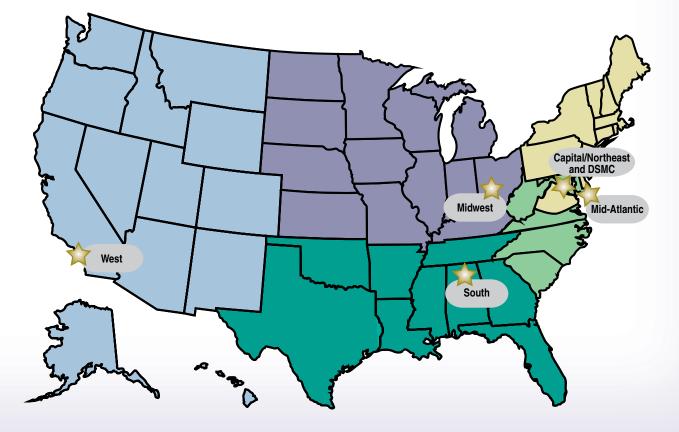
Kaiserslautern, Germany Norfolk, VA

DAU Capital and 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 student 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 stateof-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.)



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

Ford Island Campus

Bldg. 39, Suite 161 Ford Island, Pearl Harbor, HI 96860-4437

Los Angeles, CA

2401 East El Segundo Boulevard, Suite 420 Los Angeles, CA 90245 (310) 356-1275 Fax: (310) 356-1280

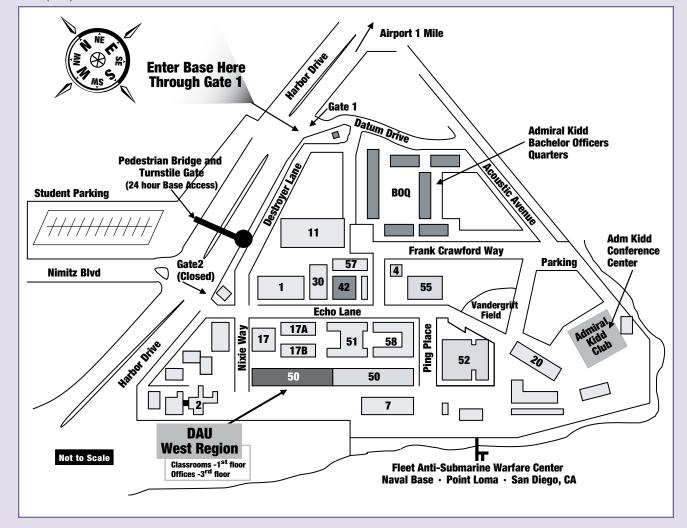


Port Hueneme, CA 3502 Goodspeed St.

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

(Near Wright-Patterson Air Force Base)

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



35 675 Linden Ave. Dayton-Xenia Rd. 835 35 Woodman Dr. Åd. 835 esearch Blvd. lding 巖 Founders Dr. S arcs Research Bill **Grange Hall** Patterson Rd. Patterson Rd. (835) Shakertown Ro 835 DAU Midwest County Line Ro Region Little Beaver Dorothy Ln. 675 ш ___600m ___1800ft Strpop Rd. 0 Indian Ripple Rd.

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

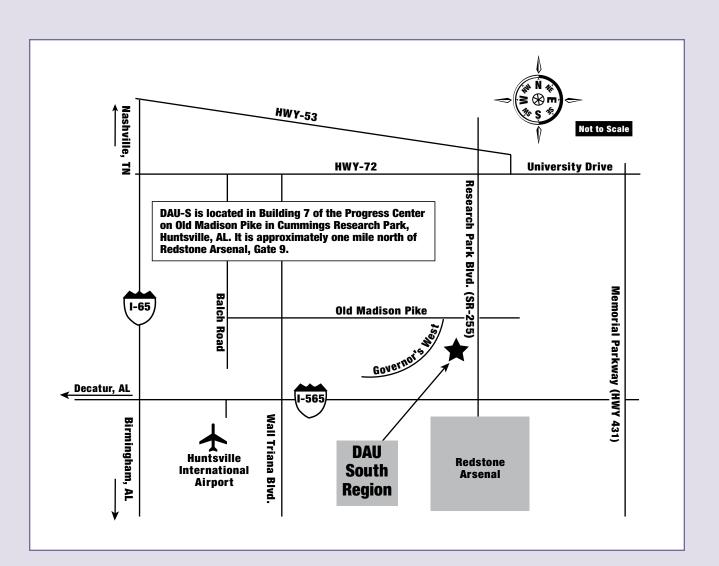
AAC/EN 102 West D Ave, 1st Floor Eglin AFB, FL 32542-6807 (850) 883-4631 Fax: (850) 883-3085



MacDill AFB

Robins AFB

Special Operations Command (SOCOM) Building 501C 7701 Tampa Point Boulevard MacDill AFB, FL 33621 (813) 828-9426 Fax: (813) 828-9434 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 classes are held at Middle Georgia Technical College.)



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

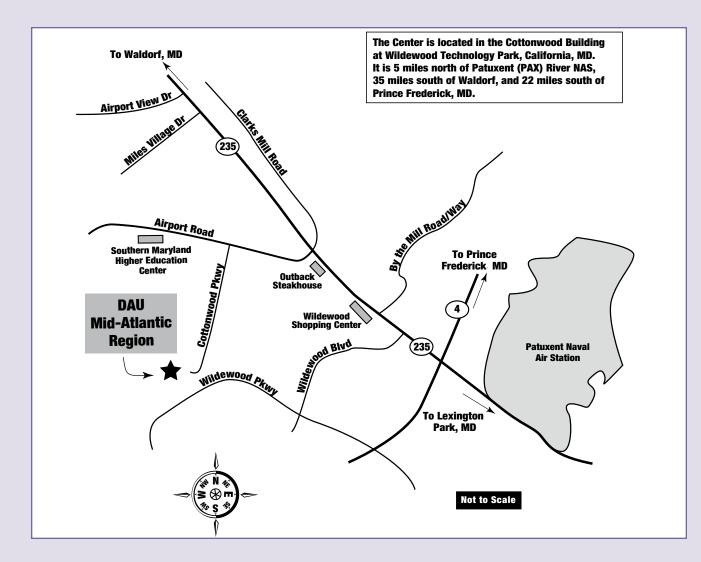
2401 Quarters Road Bldg. 12500 Fort Lee, VA 23801-1705 (804) 765-4411 **DSN 539** Fax: (804) 765-4792

Kaiserslautern, Germany

Berschaffungsstelle der US Luftwaffe Am Opelkreisel, Rhine Ordnance Barracks Gebaude 164 Kaiserslautern 67663 (49) 0631-536-6332; Fax: (49) 631-536-7056 (49) 631-536-8507

Mailing Address: Defense Acquisition University, Unit 3115, APO AE 09094; DSN (314) 489-6332; Fax: (314) 489-8507

Norfolk, VA 1968 Gilbert Street Suite 660 Norfolk, VA 23511 (757) 443-2350 **DSN 564** Fax: (757) 443-2343





DAU Capital & Northeast Region Fort Belvoir, Virginia 9820 Belvoir Road, Fort Belvoir, VA 22060-5565

9820 Belvoir Road, Fort Belvoir, VA 22060-5565 (703) 805-2764, DSN 655 Fax: (703) 805-2877



Training Centers:

Fort Monmouth, NJ

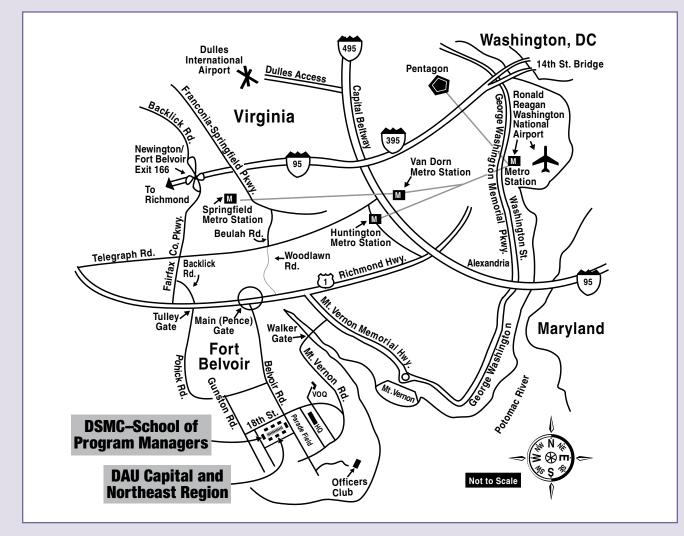
Commander HQ, US Army, CECOM ATTN: AMSEL-PT-HRD, Malterer Ave., Bldg. 551 Fort Monmouth, NJ 07703 (732) 532-1039, DSN 992; Fax: (732) 532-2780

DSMC–School of Program Managers Fort Belvoir, Virginia 9820 Belvoir Road, Fort Belvoir, VA 22060-5565

9820 Belvoir Road, Fort Belvoir, VA 22060-5565 (703) 805-2436, DSN 655 Fax: (703) 805-3201



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 Requirements

The certification standards published in this catalog are effective 1 October 2006. 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.

he following checklists provide a concise description of the education, experience, and training required to meet the standards for certification in Acquisition, Technology, and Logistics (AT&L) career fields. The Under Secretary of Defense for AT&L (USD(AT&L)) has approved these checklists 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 to qualify for their current assignments, prepared for more responsible jobs, and cross-trained for assignments in other AT&L fields. All courses that may be taken to meet Defense Acquisition Workforce Improvement Act (DAWIA) certification requirements are included in this Appendix.

The USD(AT&L) has designated certain courses that provide knowledge required to perform particular duties specific to an assignment. These assignmentspecific courses are presented in Chapter 3.

Each checklist explains the flow and relational aspects of the standards. Mandatory standards are indicated by an open box or, when options are available, by an open circle. Individuals may be certified in an acquisition career level when all mandatory standards have been met. Some standards are designated "Desired" and are indicated by shaded boxes and circles. Where no standard exists for an element, the box is filled in black. (See legend at the bottom of this page.)

The checklists incorporate other information useful for determining how the standards may be met. Personnel Data System (PDS) codes used to track training in automated personnel systems are included for each of the courses. They are shown in brackets "[]" after the course title. Predecessor courses, i.e., discontinued courses that satisfy the current training requirements, are provided in Chapter 3. In some cases, equivalent courses are offered by DoD and private and public institutions of learning as explained in Appendix C.

It is strongly recommended that the courses be attended in the order listed. Course prerequisites are strictly enforced. These are progressive, sequential courses that build upon previously learned skills in an integrated curriculum. The components are responsible for determining that a prospective student possesses sufficient knowledge and/or background to attend a course.

Course descriptions are provided in Chapter 3 of this catalog, and instructions for registering for classes are provided in Chapter 2. DAU uses the Army Training Requirements and Resources System (ATRRS) for enrollment application in all of its classes. Class schedules are maintained in ATRRS, and up-to-date class schedules are available at **www.dau.mil.** Once there, select "Training Courses" and "Course Schedule."

Checklists are provided for each certification level in the following career paths:

- 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—Science and Technology Manager
- Systems Planning, Research, Development and Engineering—Systems Engineering
- Test and Evaluation

Legend for certification standards checklists:

Auditing

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The mandatory education, experience, and training requirements for the Auditing career field apply to contract auditors. Persons in this career field perform contract auditing, accounting, and financial advisory services to DoD and other government agencies in negotiation, administration, and settlement of contracts and subcontracts. Duties include evaluating information about contractor economic assertions,

Level I

□ EDUCATION – Meet one of the following criteria:

- A baccalaureate degree in accounting
- A baccalaureate degree in a related field, such as business administration or finance, that included or was supplemented by 24 semester hours in accounting
- O At least 4 years of experience in accounting
- An equivalent combination of accounting experience, college education, and training

EXPERIENCE:

- □ 1 year of contract auditing experience
- (Desired) Accounting/auditing work experience in industry or public accounting
- **TRAINING**
 - AUD 1130 Technical Indoctrination [PC6]

- Entry below GS-9: Complete Level I requirements
- □ Entry at GS-9: Complete Level I requirements and one of the following:
 - O 2 full years of graduate education leading to a master's degree in accounting, auditing, or related field such as business administration or finance
 - 1 full year of professional accounting, auditing, or related experience
- (Desired) Beginning graduate studies leading to a master's degree in accounting, business administration, management, or a related field
- (Desired) Professional certification (CPA, CMA, CIA, CISA)

EXPERIENCE

- □ 2 years of contract auditing experience of increasing complexity and responsibility
- (Desired) Experience performing increasingly complex audits for normal position progression and with increasing independence

comparing those assertions to established criteria, and reporting the results to interested third parties. Some reasons for audits include proposal submissions, incurred cost, compliance with the "Truth in Negotiations Act," compliance with Cost Accounting Standards, contract terminations, claims for abnormal conditions, contractor financial condition, and contractor systems and operations.

TRAINING

- \Box Complete one of the following courses:
 - AUD 1320 Intermediate Contract Auditing [JR7]
 - AUD 4120 Statistical Sampling [QP0]
- (Desired) Any of the following courses: *
 AUD 6220 Auditor Interview and Interper
 - sonal Reactions [PA3]
 - AUD 6240 Oral Presentation Workshop [PA4]
 - AUD 5653 Computer Assisted Audit Techniques
 - AUD 1541 Cost Accounting Standards
 - AUD 5614 Fundamentals of Auditing Information Systems
 - AUD 6115 Effective Report Writing [PAG]

Level III

- Complete Level II requirements
- (Desired) Master's degree in accounting, business administration, management, or a related field

EXPERIENCE

- □ 3 years of contract auditing experience and attainment of position beyond senior auditor
- (Desired) Assignments in a variety of organizational settings
- TRAINING
 - No mandatory contract audit training for nonsupervisors at the advanced contract auditor level
 - Desired) Complete one or both of the following courses:
 - AUD 4035 Quantitative Methods Refresher
 - ACQ 101 Fundamentals of Systems Acquisition Management [BU5]

*For information on auditing courses not listed in Chapter 3 of this catalog, contact the Defense Contract Audit Institute at (901) 325-6100.

Business, Cost Estimating, and Financial Management

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his career field encompasses all aspects of business and financial management. It includes cost estimating and analysis, financial planning, formulating financial programs and budgets, budget analysis and execution, and earned value management. As advisors to commanders, program executive

Level I

EDUCATION

(Desired) Baccalaureate degree

EXPERIENCE

1 year of acquisition experience in business, cost estimating, or financial management

- **TRAINING**
 - □ ACQ 101 Fundamentals of Systems Acquisition Management [BU5]
 - Complete two of the following courses:
 - BCF 101 Fundamentals of Cost Analysis [Q1A]
 - BCF 102 Fundamentals of Earned Value Management [Q1B]
 - O BCF 103 Fundamentals of Business Financial Management [PGC]

Level II

- **EDUCATION**
 - (Desired) Baccalaureate degree
- - □ 2 years of acquisition experience in business, cost estimating, or financial management
 - (Desired) An additional 2 years of experience in business, cost estimating, or financial management

🗆 TRAINING

- □ ACQ 201 (Parts A & B) Intermediate Systems Acquisition [JHJ & JHK]
- BCF 205 Contractor Business Strategies [Q2A]
- Complete ONE of the following courses (not previously taken at Level I):
 - O BCF 101 Fundamentals of Cost Analysis [Q1A]
 - O BCF 102 Fundamentals of Earned Value Management [Q1B]
 - BCF 103 Fundamentals of Business Financial Management [PGC]
- Complete ONE of the following courses (related to specific job duties):
 - O BCF 203 Intermediate Earned Value Management [Q2G]
 - BCF 204 Intermediate Cost Analysis [Q2B]
 - BCF 211 Acquisition Business Management [PGD]

officers, program managers, or other acquisition decision makers, members of this career field are responsible for business financial management of defense acquisition programs in direct support of the defense acquisition process.

EDUCATION

- (Desired) Baccalaureate degree with 24 semester hours in accounting, business finance, law, contracts, purchasing, economics, industrial management, marketing, quantitative methods, or organization and management
- (Desired) Master's degree
- **EXPERIENCE**
 - ☐ 4 years of acquisition experience in business, cost estimating, or financial management
 - (Desired) An additional 4 years of acquisition experience in business, cost estimating, or financial management

TRAINING

BCF 301 Business, Cost Estimating, and Financial Management Workshop [BZF]

In addition to certification requirements, the Assignment-specific Courses or Continuous Learning Modules listed on the following page are highly recommended specifically for the positions named.

Mandatory standard Desired standard

Business, Cost Estimating, and Financial Management (Continued)

Cost Estimators

Assignment-specific DAU Courses

BCF 206 Cost Risk Analysis [Q2C] BCF 207 Economic Analysis [Q2D] BCF 208 Software Cost Estimating [Q2E] BCF 215 Operating and Support Cost Analysis [Q2H]

Online DAU Continuous Learning Module(s)

Cost Analysis (CLB 007)

EVM Analysts

Assignment-specific DAU Courses

BCF 203 Intermediate Earned Value Management [Q2G]

BCF 262 EVMS Validation and Surveillance [JHX]

Online Continuous Learning Modules

Introduction to Earned Value Management (CLB 016) Performance Management Baseline (CLB 017) Earned Value and Financial Management Reports (CLB 018)

Estimate at Completion (CLB 019) Baseline Maintenance (CLB 020)

EVM Community of Practice Tutorials (no CLP credit)

Fundamentals of EVM 1 - Basics

Fundamentals of EVM 2 – Performance Measurement Baseline

Fundamentals of EVM 3 – Reports

Fundamentals of EVM 4 – Estimate at Completion Fundamentals of EVM 5 – Baseline Maintenance

Revised DoD EVM Policy – March 2005

DoD Integrated Program Management Model

Budget/Program/Financial Management Analysts Assignment-specific DAU Courses

BCF 209 Acquisition Reporting for MDAPs [Q2F] BCF 229 Acquisition Reporting for MAIS [BE6]

Online DAU Continuous Learning Modules

Acquisition of Services (CLC 014)
Acquisition Reporting Concepts and Policy Requirements for APB, DAES, and SAR (CLB 014)
CAIV (CLB 012)
Contract Source Selection (CLC 007)
Contract Terminations (CLC 006)
Contracting Officers Representative (COR) with a Mission Focus (CLC 106)
Cost Analysis (CLB 007)
Cost Estimating (CLM 016)
Item Unique Identification (CLM 200)
Proper Use of Non-DoD Contracts (CLC 010)
Simplified Acquisition Procedures (CLC 005)

Contracting

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s business advisors, contracting specialists create effective, efficient, and proper business arrangements, have a strategic focus on acquisition, and leverage DoD spending to use taxpayers' money prudently based upon customers' needs.

The Contracting career field includes the positions of contract negotiator, contract specialist, contract administrator, contract termination specialist, contract price and/or cost analyst, procuring contracting officer, administrative contracting officer, termination contracting officer, and procurement analyst. These individuals develop, manage, supervise, or

perform procedures involving the procurement of supplies and services; construction, research, and development; acquisition planning; cost and price analysis; solicitation and selection of sources; preparation, negotiation, and award of contracts through sealed bidding or negotiation procedures; all phases of contract administration; and termination or closeout of contracts. Individuals are required to have knowledge of the legislation, policies, regulations, and methods used in contracting, as well as knowledge of business and industry practices, sources of supply, cost factors, cost and price analysis techniques, and general requirements characteristics.

- CON 214 Business Decisions for Contracting [JHP]
- CON 215 Intermediate Contracting for Mission
- Support [JHQ] CON 216 Legal Considerations in Contracting [JHR]
- CON 217 Cost Analysis and Negotiation Techniques [JHS]
- CON 218 Advanced Contracting for Mission Support [JHT]
- \Box 2 Electives ²

The conversion matrix on the following page will assist individuals transitioning from previous Level II Contracting training requirements to current training requirements.

Level III

- EDUCATION¹
 - □ Baccalaureate degree
 - □ At least 24 semester hours among accounting, law, business, finance, contracts, purchasing, economics, industrial management, marketing, quantitative methods, and organization and management
 - (Desired) Master's degree in business administration or procurement

- \Box 4 years of contracting experience
- (Desired) An additional 4 years of contracting experience

TRAINÎNG

- CON 353 Advanced Business Solutions for Mission Support [JHI]
- \Box 2 Electives²
- (Desired) 2 weeks of management and leadership training
 - (Not currently provided by DAU. See your local training support office.)

¹See 10 U.S.C. 1724 (provides for limited exceptions).

²As agreed to by the supervisor, electives may be any training opportunities related to the employee's job or necessary for career development or for cross training. Electives may include no-cost distance learning or other training opportunities, assignment-specific courses funded by DAU/DACM, or other training opportunities funded by the student's organization.

101

- - At least 24 semester hours among accounting, law, business, finance, contracts, purchasing, quantitative methods, and organization and
 - (Desired) Graduate studies in business administration or procurement

EXPERIENCE

- experience

- quantitative methods, and organization and
- management **EXPERIENCE**
 - 1 year of contracting experience

□ Baccalaureate degree

TRAINING

Level I □ EDUCATION ¹

> CON 100 Shaping Smart Business Arrangements [JHE]

□ At least 24 semester hours among accounting,

law, business, finance, contracts, purchasing,

economics, industrial management, marketing,

- CON 110 Mission Support Planning [BE0]
- CON 111 Mission Planning Execution [BE8]
- CON 112 Mission Performance Assessment [BE9]
- □ CON 120 Mission Focused Contracting [JHN]
- □ 1 Elective ²

Level II

- Baccalaureate degree
- economics, industrial management, marketing, management

 \Box 2 years of contracting experience

(Desired) An additional 2 years of contracting

CONTRACTING LEVEL II TRAINING REQUIREMENTS Transition Matrix		
If completed	Required to take	Recommended to take
CON 202	CON 216, 217, & 218	CON 214
CON 204	CON 214, 215, 216, & 218	CON 217
CON 210	CON 214, 215, 217, & 218	
CON 202 & 204	CON 216 & 218	CON 214 & 217
CON 202 & 210	CON 217 & 218	CON 214
CON 204 & 210	CON 214, 215, & 218	CON 217

Facilities Engineering

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The Facilities Engineering career field encompasses a variety of professional individuals with diverse skills focused on the design, construction, and life cycle maintenance of military installations, facilities, civil works projects, airfields, roadways, and ocean facilities. It involves all facets of life cycle management from planning through disposal, including design, construction, environmental protection,

Level I

EDUCATION

(Desired) Baccalaureate degree in engineering, architecture, physics, chemistry, mathematics, community planning, business, or related fields

EXPERIENCE

1 year of acquisition experience in facilities engineering

🗆 TRAINIŇG

ACQ 101 Fundamentals of Systems Acquisition Management [BU5]

Level II

EDUCATION

- (Desired) Baccalaureate degree in engineering, architecture, physics, chemistry, mathematics, community planning, business, or related fields
- (Desired) 9 semester credit hours selected from accounting, business finance, law, economics, industrial management, quantitative methods, or organization and management

EXPERIENCE

- □ 2 years of acquisition experience in facilities engineering
- (Desired) An additional 2 years of acquisition experience in facilities engineering

🗆 TRAINÎNG

- ACQ 101 Fundamentals of Systems Acquisition Management [BU5] (if not completed at Level I)
- ☐ FE 201 Intermediate Facilities Engineering [JHM]
- (Desired) DAU Level I or II courses in one of the following career fields: Contracting; Information Technology; Life Cycle Logistics; Production, Quality and Manufacturing; Program Management; Systems Planning, Research, Development and Engineering; or Test and Evaluation.

base operations and support, housing, real estate, and real property maintenance. Additional duties include advising or assisting commanders and acting as, or advising, program managers and other officials as necessary in executing all aspects of their responsibilities for facility management and the mitigation/elimination of environmental impact in direct support of the defense acquisition process.

- (Desired) Baccalaureate degree in engineering, architecture, physics, chemistry, mathematics,
- community planning, business, or related fields
 (Desired) Advanced degree from an accredited institution of higher learning in engineering, physics, chemistry operations research, com-
- physics, chemistry, operations research, community planning, management, business, public administration or related fields
- (Desired) 12 semester credit hours selected from accounting, business finance, law, economics, industrial management, quantitative methods, or organization and management

EXPERIENCE

- \Box 4 years of acquisition experience in facilities engineering
- (Desired) 4 additional years of experience in acquisition positions of increasing responsibility and complexity

TRAINING

- □ FE 301 Advanced Facilities Engineering is in development and will be available in the second quarter of FY07. Check the online catalog at **www.dau.mil/catalog** for updates.
- (Desired) DAU Level II or III courses in one of the following career fields: Contracting; Information Technology; Life Cycle Logistics; Production, Quality and Manufacturing; Program Management; Systems Planning, Research, Development and Engineering; or Test and Evaluation.

Industrial/Contract Property Management

The certification standards published in this catalog are effective 1 October 2006. 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.

This career field includes the industrial property management specialist, property administrator, industrial plant clearance specialist, plant clearance officer, and contract and industrial specialists (if assigned contract property management responsibilities). Individuals in this career field perform Government contract property oversight and surveillance of life-cycle processes and their commensurate outcomes for Government-owned property in the possession of contractors and, in some instances, Governmentowned contractor-operated plants. This includes developing policies and procedures for contract property; providing guidance, counsel, and direction to Government and contractor managers and technicians relating to regulatory and contractual require-

ments for managing Government property; participating in pre-award surveys and post-award reviews; reviewing contracts assigned for property administration; evaluating a contractor's property management system; and developing and applying property systems analysis programs to assess the effectiveness of contractors' Government property management systems.

These functions are normally performed by the contract administration team, and as required by Parts 42.3, and 45, of the Federal Acquisition Regulation (FAR) and Part 245 of the Department of Defense FAR Supplement (DFARS).

Level I

EDUCATION

(Desired) Baccalaureate degree or at least 24 semester hours among accounting, law, busness, finance, contracts, purchasing, economics, industrial management, marketing, quantitative methods, and organization and management

EXPERIENCE

- 1 year of property management experience
- - □ CON 100 Shaping Smart Business Arrangements [JHE]
 - CON 110 Mission Support Planning [BE0]
 - CON 111 Mission Planning Execution [BE8]
 - CON 112 Mission Performance Assessment [BE9]
 - □ IND 100 Contract Property Administration and Disposition Fundamentals [BZP]
 - □ IND 103 Contract Property Systems Analysis Fundamentals [BRL]

Level II

EDUCATION

(Desired) Baccalaureate degree or at least 24 semester hours among accounting, law, busness, finance, contracts, purchasing, economics, industrial management, marketing, quantitative methods, and organization and management

2 years of experience in an industrial property management position

TRAINING

- CON 214 Business Decisions for Contracting [JHP]
 CON 216 Legal Considerations in Contracting [JHR]
- CON 217 Cost Analysis and Negotiation Techniques [JHS]
- IND 200 Intermediate Contract Property Administration and Disposition [BZQ]
 1 Elective*

Level III

EDUCATION

(Desired) Baccalaureate degree or at least 24 semester hours among accounting, law, busness, finance, contracts, purchasing, economics, industrial management, marketing, quantitative methods, and organization and management

- 4 years of experience in industrial property management positions of increasing responsibility and complexity
- (Desired) 4 additional years of experience in industrial property management

□ TRAINING

- □ CON 353 Advanced Business Solutions for Mission Support [JHI]
- □ 2 Electives*

INDUSTRIAL/CONTRACT PROPERTY MANAGEMENT Transition Matrix

If completed	Required to take
CON 202	CON 216 & 217
CON 210	CON 214 & 217

*As agreed to by the supervisor, electives may be any training opportunities related to the employee's job or necessary for career development or for cross training. Electives may include no-cost distance learning or other training opportunities, assignment-specific courses funded by DAU/DACM, or other training opportunities funded by the student's organization.

Information Technology

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This career field includes computer scientists, information technology management specialists, computer engineers, telecommunications managers, etc., who directly support the acquisition of information technology. This may include hardware, software, or firmware products used to create, record, produce, store, retrieve, process, transmit, disseminate, present, or display data or informa-

Level I

EDUCATION

(Desired) Baccalaureate degree, preferably with a major in computer science, management information systems, business administration, or a related field

EXPERIENCE

1 year of acquisition experience in information technology

TRAINING (if student was enrolled in these courses prior to 15 Nov 05)

- □ ACQ 101 Fundamentals of Systems Acquisition Management [BU5]
- □ IRM 101 Basic Information Systems Acquisition [JHD]
- SAM 101 Basic Software Acquisition Management [JHB]

TRAINING (requirements after 15 Nov 05)

- □ ACQ 101 Fundamentals of Systems Acquisition Management [BU5]
- □ IRM 101 Basic Information Systems Acquisition [JHD]

Note: Both IRM 101 and SAM 101 are required if the courses were completed prior to 15 Nov 05. Only IRM 101 is required if the course was completed after 15 Nov 05.

Level II

(Desired) Master's degree, preferably with a major in computer science, management information systems, business administration, or a related field tion. The employee identifies requirements; writes and/or reviews specifications; identifies costs; obtains resources (manpower, funding, and training); supports portfolio management, information assurance, and IT-architecture-related activities; and tests, evaluates, plans, obtains, and manages life cycle development and support (operations, maintenance, and replacement).

EXPERIENCE

- □ 2 years of acquisition experience, at least 1 year of this experience must be in information technology
- (Desired) An additional 2 years of information technology acquisition experience, preferably in a program office or similar organization

TRAINING

- □ ACQ 201 (Parts A & B) Intermediate Systems Acquisition [JHJ & JHK]
- □ IRM 201 Intermediate Information Systems Acquisition [QN5]
- □ SAM 201 Intermediate Software Acquisition Management [JHC]

Level III

EDUCATION

(Desired) Master's degree, preferably with a major in computer science, management information systems, business administration, or a related field

EXPERIENCE

- ☐ 4 years of information technology or softwareintensive systems acquisition experience
- (Desired) 4 additional years of information technology acquisition experience

TRAINING

- □ IRM 304 Advanced Information Systems Acquisition [BZE] (effective 1 Feb 07)
- SAM 301 Advanced Software Acquisition Management [BU9]
- (Desired) PMT 352 (Parts A & B) Program Management Office Course [BZH & BZJ]

Life Cycle Logistics

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The Life Cycle Logistics career field includes professionals responsible for planning, development, implementation, and management of an effective and affordable weapons, materiel, or information systems support strategies. Life cycle logisticians perform a principal joint and/or Component logistics role during the acquisition and operational phases of the system life cycle to: (1) ensure product support strategies meet the program goals for operational effectiveness and readiness; (2) ensure supportability requirements are addressed consistently with cost, schedule, and

Level I

EDUCATION

(Desired) Baccalaureate degree in a technical, scientific, or managerial field

1 year of acquisition experience in life cycle logistics

TRĂINING

- ACQ 101 Fundamentals of Systems Acquisition Management [BU5]
- LOG 101 Acquisition Logistics Fundamentals [JR1]
- LOG 102 Systems Sustainment Management Fundamentals [JHF]

Additional job competency modules are discretionary and completed based on DoD Component preferences or agreement between employees and supervisors

- Performance Based Logistics (PBL) (CLL 011) continuous learning module
- Designing for Supportability in DoD Systems (CLL 008) continuous learning module
- DMSMS Fundamentals (CLL 201) continuous learning module
- Introduction to Lean Enterprise Concepts (CLE 004) continuous learning module
- Enterprise Integration (CLE 006) continuous learning module
- Budget Policy (CLB 011) continuous learning module
- Contracting for the Rest of Us (CLC 011) continuous learning module
- Configuration Management (CLL 016) continuous learning module (to be available during FY07)
- Joint Systems Integrated Support Strategies (CLL 014) continuous learning module
- Business Case Analysis (CLL 015) continuous learning module

performance; (3) perform an integral role in systems engineering to ensure supportability considerations are implemented during systems design; and (4) plan and develop performance-based logistics initiatives as the preferred approach to product support. Life cycle logisticians ensure the integration of all support elements to maximize deployability, supportability, and mobility of the system throughout the program life cycle. They can work directly in a program management office, in support of the program manager, or in other supporting logistics activity offices.

- Systems Engineering Fundamentals (CLE 017) continuous learning module (to be available during FY07)
- Software Support (CLE 018) continuous learning module (to be available during FY07)

- (Desired) Baccalaureate degree in a technical, scientific, or managerial field
- (Desired) Completion of a certificate program in Systems Design and Operational Effectiveness (SDOE) or similar systems engineering/ technical education
- (Desired) Completion of a certificate program in Business Administration to include Supply Chain Management

EXPERIENCE

- □ 2 years of acquisition experience in life cycle logistics
- (Desired) An additional 2 years of life cycle logistics experience in support of DoD weapons/materiel systems

TRAINING

- □ ACQ 201 (Parts A & B) Intermediate Systems Acquisition [JHJ & JHK]
- LOG 201 (Parts A & B) Intermediate Acquisition Logistics [RGS & RGT]
- LOG 235 (Parts A & B) Performance Based Logistics [JHL & RGY]
- (Desired) LOG 203 Reliability and Maintainability [AKA]
- (Desired) LOG 204 Configuration Management [QMB]
- (Desired) 1 or more intermediate (Level II) DAU courses or fulfillment in Systems Engineering or Program Management

Life Cycle Logistics (Continued)

Level III

EDUCATION

- (Desired) Master's degree in Systems Design and Operational Effectiveness (SDOE) or similar systems engineering/technical education or
- (Desired) Master's degree in Business Administration to include Supply Chain Management

EXPERIENCE

- ☐ 4 years of acquisition experience in life cycle logistics
- (Desired) An additional 4 years of life cycle logistics experience in support of DoD weapons/materiel systems

TRAINING

- LOG 304 Advanced Life Cycle Logistics Management [AH1]
- (Desired) 1 or more advanced (Level III) DAU course(s) or fulfillment in Systems Engineering or Program Management

PERFORMANCE QUALIFICATIONS

Performance Qualifications reflect the achievement of specialized experience and training in an acquisition or logistics competency. While Performance Qualifications do not satisfy DAWIA requirements, they provide workforce members the opportunity to be recognized for this specialized experience and training.

Acquisition Logistics

- □ 6 months in direct or indirect support of system supportability planning, analysis, program implementation, or procedures development
- LOG 101 Acquisition Logistics Fundamentals [JR1]
- □ SYS 101 Systems Engineering Fundamentals [J01]

Sustainment

- □ 6 months in sustainment support planning or execution at a product command, HQ, or base/ installation
- LOG 102, Systems Sustainment Management Fundamentals [JHF]
- Military service or Defense agency sustainment or supply chain management course

Production, Quality and Manufacturing

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cquisition-related manufacturing and production duties vary greatly in managerial, administrative, and technical content; but they usually involve program management or monitoring of the manufacturing and production efforts of contractors. The quality assurance specialist manages quality assurance activities to establish essential quality standards and controls. This person also develops and executes plans that focus on quality of design and conformance

and fitness for use; integrates quality plans into the system engineering process; and develops policies, procedures, test provisions, and quality requirements in specifications, standards, and solicitations. Using design reviews, functional and configuration audits, production readiness reviews, and milestone reviews, the specialist evaluates quality assurance during acquisition.

Level I

EDUCATION

(Desired) Baccalaureate degree in engineering, chemistry, physical science, mathematics, statistics, manufacturing or production management, industrial technology or management, business, quality assurance, or a related field

EXPERÍENCE

- □ 1 year of acquisition experience in manufacturing, production, or quality assurance
- (Desired) At least 4 weeks of (cumulative) rotational assignments at a contractor and/or government industrial facility that includes experience in quality, manufacturing, engineering, and contracting

TRAINING

- ACQ 101 Fundamentals of Systems Acquisition Management [BU5]
- □ PQM 101 Production, Quality and Manufacturing Fundamentals [BU2]

Level II

EDUCATION

- (Desired) Baccalaureate degree in engineering, chemistry, physical science, mathematics, statistics, manufacturing or production management, industrial technology or management, business, quality assurance, or a related field
- (Desired) Master's degree in business, production management, engineering, or a related field

- 2 years of acquisition experience in manufacturing, production, or quality assurance
- (Desired) At least 4 weeks of (cumulative) rotational assignments at a contractor and/or government industrial facility that includes experience in quality, manufacturing, engineering, and contracting (if not completed at Level I)
- (Desired) 2 additional years of experience in manufacturing, production, or quality assurance

□ TRAINING

- ACQ 201 (Parts A & B) Intermediate Systems Acquisition [JHJ & JHK]
- PQM 201 (Parts A & B) Intermediate Production, Quality and Manufacturing [BZK & BZL]

Level III

- (Desired) Baccalaureate degree in engineering, chemistry, physical science, mathematics, statistics, manufacturing or production management, industrial technology or management, business, guality assurance, or a related field
- (Desired) Master's degree in business, production management, engineering, or a related field

EXPERIENCE

- □ At least 4 years of acquisition experience in manufacturing, production, or quality assurance
- (Desired) 4 additional years of experience in manufacturing, production, or quality assurance

- PQM 301 Advanced Production, Quality and Manufacturing [HV2]
- (Desired) One advanced seminar in current acquisition management issues (Not currently provided by DAU. See your local training support office.)

Program Management

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cquisition professionals in the Program Management career field are concerned with all of the functions of a program management office (PMO) or a program executive office (PEO). Program management professionals serve in a wide range of PMO and PEO positions, including program integrators and analysts, program managers, PEOs, and their deputies. They may also serve in a number of support and management positions throughout the workforce. The fundamental responsibilities of the program manager are to balance the many factors that influence

cost, schedule, and performance; to interpret and tailor application of the DoD 5000 Series regulations; and to ensure that high-quality, affordable, supportable, and effective defense systems are delivered to the warfighter as quickly as possible.

Program managers and deputy program managers of major programs (ACAT I/IA/II) must also complete PMT 401 and PMT 402 to meet additional statutory or regulatory requirements.

Level I

EDUCATION

(Desired) Baccalaureate degree, preferably with a major in engineering, systems management, or business administration

EXPERIENCE

1 year of acquisition experience

- □ ACQ 101 Fundamentals of Systems Acquisition Management [BU5]
- (Desired) ACQ 201 (Parts A & B) Intermediate Systems Acquisition [JHJ & JHK]
- (Desired) 1 DAU Level 100 course in another functional area

Level II

EDUCATION

(Desired) Master's degree, preferably with a major in engineering, systems management, business administration, or a related field

EXPERIENCE

- \Box 2 years of acquisition experience; at least 1 year of this experience must be in program management
- (Desired) An additional 2 years of acquisition experience, preferably in a systems program office or similar organization

- ACQ 201 (Parts A & B) Intermediate Systems Acquisition [JHJ & JHK]
- PMT 250 Program Management Tools [PGM]
- (Desired) One DAU Level 200 course in another functional area
- (Desired) Intermediate-level management and leadership training

(Not currently provided by DAU. See your local training support office.)

Level III **EDUCATION**

- (Desired) Meet one of the following criteria:
 - At least 24 semester hours from among accounting, business finance, law, contracts, purchasing, economics, industrial management, marketing, quantitative methods, and organization and management (DANTES or CLEP equivalency exams may be substituted.)
 - At least 24 semester hours in the individual's career field and 12 semester credit hours in the disciplines listed above
- (Desired) Master's degree in engineering, systems acquisition management, business administration, or a related field

- \Box 4 years of acquisition experience:
 - At least 2 years of this experience must be in a program office or similar organization (dedicated matrix support to a PM or PEO, DCMA Program Integrator, or Supervisor of Shipbuilding)
 - At least 1 year of this experience must be in a program management position with cost, schedule, and performance responsibilities
- (Desired) 2 additional years of acquisition experience

PMT 352 (Parts A & B) Program Management Office Course [BZH & BZ]]

Purchasing

he certification standards published in this catalog are effective 1 October 2006. 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.

ndividuals in the Purchasing career field are typically purchasing agents or supervisory purchasing agents. This function requires the individuals to purchase, rent, or lease supplies, services, and equipment through either simplified acquisition procedures or placement of orders against pre-established contractual instruments. The primary objective of their work is the rapid delivery of goods and services in direct support of operational requirements. It requires knowledge of applicable laws, policies, and regulations and of commercial supply sources and common business practices for roles, prices, discounts, deliveries, stocks, and shipments.

Level I

EDUCATION

(Desired) 16 semester hours of undergraduate work with emphasis in business

EXPERIENCE

1 year of experience in purchasing

TRAINING

- □ CON 100 Shaping Smart Business Arrangements [JHE]
- □ CON 237 Simplified Acquisition Procedures [PAS] (or students may elect to take the Simplified Acquisition Procedures continuous learning module available at **http://clc.dau.mil**)
- DoD Government Purchase Card (CLG 001) continuous learning module

Level II

EDUCATION

(Desired) 32 semester hours of undergraduate work with emphasis in business

- **EXPERIENCE**
 - 2 years of experience in purchasing

TRAINING

- CON 110 Mission Support Planning [BE0]
- CON 111 Mission Planning Execution [BE8]
- CON 112 Mission Performance Assessment [BE9]
- CON 120 Mission Focused Contracting [JHN]

- (Desired) 64 semester hours of undergraduate
- work with emphasis in business
- S years of experience in purchasing
- - 2 Electives*

Systems Planning, Research, Development and Engineering— Science and Technology Manager

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Science and Technology (S&T) managers are typically scientists and engineers who manage basic research, applied research, and/or advanced technology development activities. They may also be involved with direct support to acquisition program managers. Their primary duties include developing program plans for S&T projects, developing budgets for assigned projects; and acquiring the services of expert scientists, engineers, and technical support personnel to perform S&T work for DoD. Additional primary duties involve overseeing in-house research

or design and external research or design efforts performed by universities, industry, or other Federal Government organizations; and providing matrix support to program managers or other DoD activities. These duties also include conducting evaluations of S&T products to determine their effectiveness, including conducting Technology Readiness Assessments; interfacing with the technology customer to expedite the transition of technology to the user; and developing Technology Transition Agreements.

Level I None Level II EDUCATION

Baccalaureate degree in engineering, physics, chemistry, biology, mathematics, or a related field

EXPERIENCE

2 years of acquisition-related experience in science and technology

TRAINING

- ACQ 101 Fundamentals of Systems Acquisition Management [BU5]
- STM 201 Intermediate S&T Management [JHZ]

- □ Baccalaureate degree in engineering, physics, chemistry, biology, mathematics, or a related field
- (Desired) Master's degree in engineering, physics, chemistry, biology, mathematics, operations research, management, or a related field

EXPERIENCE

2 years of acquisition-related experience in science and technology

TRAINING

STM 302 Advanced S&T Management [PGR]

Systems Planning, Research, Development and Engineering— Systems Engineering

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ypical duties of personnel in this career path include planning, organizing, monitoring, managing, overseeing, and/or performing research and engineering activities relating to the design, development, fabrication, installation, modification,

Level I

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–Systems Engineering; SPRDE–Science and Technology Manager; Information Technology; Test and Evaluation; Production, Quality and Manufacturing; Facilities Engineering; Program Management; or Life Cycle Logistics

TRAINING

- ACQ 101 Fundamentals of Systems Acquisition Management [BU5]
- SYS 101 Fundamentals of Systems Planning, Research, Development and Engineering [J01]

Level II

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
- (Desired) Graduate degree in a discipline such as engineering, physics, chemistry, biology, mathematics, operations research, engineering management, or computer science
- (Desired) 12 semester hours from among the following disciplines: accounting, business finance, law, contracting, purchasing, economics, industrial management, marketing, quantitative methods, or organization and management (DANTES or CLEP exams may be substituted.)

sustainment, or analysis of systems or systems components. Scientists and engineers supporting science and technology and acquisition programs, projects, or activities usually accomplish these duties.

EXPERIENCE

- 2 years of technical experience in an acquisition position to include government or industry equivalent from among the following career fields/paths: SPRDE–Systems Engineering;
 SPRDE–Science and Technology Manager;
 Information Technology; Test and Evaluation;
 Production, Quality and Manufacturing; Facilities Engineering;
 Program Management; or Life Cycle Logistics
- (Desired) An additional 2 years of technical experience as indicated above

🔲 TRAINÎNG

- □ ACQ 201 (Parts A & B) Intermediate Systems Acquisition [JHJ & JHK]
- □ Technical Reviews (CLE 003)
- \Box Meet one of the following criteria:
 - SYS 201 (Parts A & B) Intermediate Systems Planning, Research, Development and Engineering [RGW & RGX]
 - Complete both SYS 201 (Part A) Intermediate Systems Planning, Research, Development and Engineering [RGW] and SYS 203 Intermediate Systems Planning, Research, Development and Engineering, Part II [J06]
 - Complete both SYS 202 Intermediate Systems Planning, Research, Development and Engineering, Part I [J05] and SYS 203 Intermediate Systems Planning, Research, Development and Engineering, Part II [J06]
- (Desired) I additional DAU Level 100 or Level 200 course from among the following career fields/paths: Life Cycle Logistics; Program Management; Production, Quality and Manufacturing; Information Technology; Test and Evaluation; Business, Cost Estimating, and Financial Management; Facilities Engineering; Contracting; or Science and Technology Manager

Level III

- Baccalaureate or graduate degree in a technical or scientific field such as engineering, physics, chemistry, biology, mathematics, operations research, engineering management, or computer science
- (Desired) Graduate degree in a discipline such as engineering, physics, chemistry, biology, mathematics, operations research, engineering management, or computer science
- (Desired) 12 semester hours from among the following disciplines: accounting, business finance, law, contracting, purchasing, economics, industrial management, marketing, quantitative methods, or organization and management (DANTES or CLEP exams may be substituted.)

EXPERIENCE

- 4 years of technical experience in an acquisition position to include government or industry equivalent from among the following career fields/paths: SPRDE–Systems Engineering;
 SPRDE–Science and Technology Manager;
 Information Technology; Test and Evaluation;
 Production, Quality and Manufacturing; Facilities Engineering; Program Management; or Life Cycle Logistics
- (Desired) An additional 4 years of technical experience as indicated above

TRAINING

- Complete one of the following courses:
 - SYS 302 Technical Leadership in Systems Engineering [J07]
 - SYS 301 Advanced Systems Planning, Research, Development, and Engineering [HV1]
- □ Designing for Supportability in DoD Systems (CLL 008) continuous learning module
- (Desired) 1 additional DAU Level 200 or Level 300 course from among the following career fields/paths: Life Cycle Logistics; Program Management; Production, Quality and Manufacturing; Information Technology; Test and Evaluation; Business, Cost Estimating and Financial Management; Facilities Engineering; Contracting; Science and Technology Manager

Test and Evaluation

The certification standards published in this catalog are effective 1 October 2006. 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.

ndividuals who work in the T&E career field are predominantly T&E team members; T&E leads for programs; Service, Agency, and Facility T&E managers, engineers, scientists, operations research analysts, system analysts, computer scientists; and other degree-holding technical personnel who plan, perform, and manage T&E tasks in support of acquisition. Individuals in T&E positions are subject matter experts who will plan, monitor, manage, and conduct T&E of prototype, new, fielded, or modified C⁴ISR systems (C⁴ISR includes the multitude of IT systems participating in system of systems (SoS), family of systems (FoS), and net-centric services) and weapon or automated information systems; equipment or materiel. They analyze, assess, and evaluate test data and results and prepare assessments of system performance and reports of T&E findings.

Level I

EDUCATION

- □ Baccalaureate degree or higher
- 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

1 year of acquisition experience

TRAINING

- □ ACQ 101 Fundamentals of Systems Acquisition Management [BU5]
- SYS 101 Fundamentals of Systems Engineering [J01]
- □ TST 101 Introduction to Acquisition Workforce Test and Evaluation [PC5]
- □ Modeling & Simulation in Systems Engineering (CLE 011)

Level II

EDUCATION

- □ Baccalaureate degree or higher
- 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

 \Box 2 years of T&E experience

TRAINING

- □ Must have met Level I training requirements, and the following:
 - □ ACQ 201 (Parts A & B) Intermediate Systems Acquisition [JHJ & JHK]
 - SYS 202 Intermediate Systems Planning, Research, Development and Engineering, Part I [J05]
 - □ TST 202 Intermediate Test and Evaluation [QMI]

Level III

EDUCATION

- □ Baccalaureate degree or higher
- 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 T&E experience

- ☐ Must have met Level II training requirements
- TST 301 Advanced Test and Evaluation [QL9]

Appendix C—Equivalencies

everal 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 provid-

ers 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	/ Eauiva	encies
concego,			

DAU Course College/University Course	Effective Dates
Athens State University (formerly Athens College), 300 N. Beaty Street, Athens, AL 35611, Dr. Robert Gulbro, (256) 23	3-8116
CON 101 PR 394 Introduction to Procurement	9/18/98—9/18/01
Bowie State University, 14000 Jericho Road, Bowie, MD 20715-9465, Dr. Shelton Rhodes, (301) 860-3622	
CON 101CON 101 Fundamentals of ContractingCON 104CON 104 Fundamentals of Contract PricingCON 202CON 202 Intermediate ContractingCON 204CON 204 Intermediate Contract PricingCON 210CON 210 Government Contract Law	
College of Southern Maryland (formerly Charles County Community College), P.O. Box 910, LaPlata, MD 20646-0910,	Mr. Rex Bishop, (301) 934-7518
CON 101BAD 1451 Fundamentals of Contracting IBAD 1461 Fundamentals of Contracting IICON 104BAD 1471 Fundamentals of Contract PricingBAD 1481 NegotiationsCON 210BAD 1465 Government Contract LawCON 211BAD 1485/1486 Intermediate Contracting	9/18/98—9/18/05 9/18/98—9/18/06 9/18/98—9/18/06
Florida Institute of Technology, 150 West University Blvd., Melborne, FL 32901, (321) 674-8000	
CON 104MGT 5214 Cost Principles, Effectiveness and Control MGT 5218 Negotiations and Incentive ContractsCON 104BUS 5214 Advanced Procurement and Contract Management BUS 5218 Contract Negotiation Incentive ContractsCON 201MAN 5231 Government Contract LawCON 210MGT 5231 Government Contract LawCON 211MAN 5211 Procurement and Contract Management Pre-AwardCON 221MAN 5212 Advanced Procurement and Contract Management	9/18/99—9/18/06 9/18/99—9/18/06 Taken Prior to 12/31/97 Taken Prior to 12/31/97 Taken Prior to 12/31/97 7/23/98—9/18/06 Taken Prior to 10/1/94 Taken Prior to 12/31/97
The George Washington University; The School of Business and Public Management; Department of Marketing, Logistics Street NW; Washington, DC 20052; (202) 994-6380	, and Operations Management; 2121 I
CON 101Pricing and NegotiationCON 104Procurement and ContractingCON 221Government Contract Administration	Taken Prior to 12/31/97 Taken Prior to 12/31/97 Taken Prior to 12/31/97
Georgia College and State University, Logistics Education Center, 620 Ninth Street, Robbins Air Force Base, GA 31098-22	232, Mr. Bobby Graham
CON 201 Government Contract Law	Taken Prior to 12/31/97

DAU Course College/University Course	Effective Dates
Massachusetts Bay Community College, 50 Oakland Street, Wellesley Hills, MA 02481, (781) 239-3000	
CON 101GPC 101 Intro to Gov't Contracts Procurement/Contract Mgmt .CON 104GPC 201 Government Contract Cost and Price AnalysisCON 201GPC 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 101BU 1112 Management of Defense Acquisition ContractsCON 104BU 8140 Principles of Contract PricingBU 1113 Contract NegotiationBU 1113 Contract NegotiationCON 201BU 1106 Government Contract Law	Taken Prior to 12/31/97Taken Prior to 12/31/97
Northern Virginia Community College, Business Division, Alexandria Campus, 3001 N. Beauregard Street, Alexandr (703) 845-6313	ria, VA 22311, Mr. Ron Wheeler,
ACQ 121 Intro to Procurement and Contract Acquisition Mgmt	 Taken Prior to 12/31/97 9/18/98—5/15/02
CON 101 ACQ 122 Intro to Procurement and Contract Acquisition Mgmt	II. Taken Prior to 12/31/97 9/18/98—5/15/02
CON 104	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 CON 202 { ACQ 221 Advanced Acquisition and Procurement Mgmt I ACQ 222 Advanced Acquisition and Procurement Mgmt II	Taken Prior to 12/31/97 9/18/98—2/13/07
CON 204 ACQ 220 Intermediate Contract Pricing (formerly ACQ 295) CON 210 ACQ 215 Contract Law CON 211 ACQ 221 Advanced Acquisition and Procurement Mgmt I ACQ 222 Advanced Acquisition and Procurement Mgmt II	 5/24/99—2/13/07 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 101PAD 1861 Acquisition and Procurement I.PAD 1862 Acquisition and Procurement IICON 104PAD 2886 Contract Pricing and Negotiation I.PAD 2867 Contract Pricing and Negotiation IICON 201PAD 1630 Government Contract LawCON 211PAD 1863 Acquisition and Procurement III.CON 221PAD 1864 Acquisition and Procurement IV	 Taken Prior to 12/31/97 Taken Prior to 10/1/94
Richard Bland College of the College of William and Mary, 11301 Johnson Road, Petersburg, VA 23805, Mr. Vernor	1 Lindquist, (804) 862-6210
CON 101BUS 253A Acquisition Part I BUS 253B Acquisition Part IICON 104BUS 255A Principles of Contract Pricing and Negotiation I BUS 255B Principles of Contract Pricing and Negotiation II BUS 256 Contract LawCON 201BUS 256 Contract LawCON 210BUS 256 Contract Law	 9/18/98—9/18/03 9/18/98—9/18/03 9/18/98—9/18/03 Taken Prior to 12/31/97
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 9/18/98—9/18/01 Taken Prior to 12/31/97
CON 104Business 164 Principles of Contract Pricing and Negotiation I Business 166 Principles of Contract Pricing and Negotiation IICON 201Business 168 Government Contract Law CON 202Business 168 and 170 Intermediate Contracting CON 211Business 170 MDACC Advanced I CON 221CON 221Advanced Contract Administration	9/18/98—9/18/01 Taken Prior to 12/31/97 Taken Prior to 12/31/97 Taken Prior to 12/31/97 9/18/98—9/18/01 Taken Prior to 10/1/94 Taken Prior to 12/31/97
Santa Ana College (formerly Rancho Santiago College), Garden Grove Center, 11277 Garden Grove Blvd.,Garden Grove, (714) 564-5531	. CA 92843-1337, Mr. Don Bargabus,
CON 101Management of Defense Acquisition Contracts I.CON 104Principles of Contract Pricing .CON 201Government Contract Law .CON 211Management of Defense Acquisition Contracts II .CON 221Advanced Contract Administration.	Taken Prior to 12/31/97 Taken Prior to 12/31/97 Taken Prior to 12/31/97 Taken Prior to 10/1/94 Taken Prior to 12/31/97
Tidewater Community College, Portsmouth Campus, 7000 College Drive, Portsmouth, VA 23703, Ms. Betty Hill, (757) 82	22-2301
CON 101ACQ 121 Intro to Procurement and Acquisition Management I ACQ 122 Intro to Procurement and Acquisition Management IICON 104ACQ 231 Principles of Pricing and Negotiations I ACQ 232 Principles of Pricing and Negotiations IICON 201ACQ 215 Contract Law.CON 211ACQ 221 Advanced Procurement and Acquisition Management I	Taken Prior to 12/31/97 Taken Prior to 10/1/94
University of California, Irvine, University Extension, P.O. Box 6050, Irvine, CA 92697, Ms. Angela Jeantet, (949) 824-4	661
CON 104 Financial Aspects of Contract Management and Contract Acquisition and Negotiation 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., Build (407) 823-5569	
CON 101Introduction to Federal AcquisitionCON 104Cost and Price Analysis and Contract NegotiationsCON 201Government Contract LawCON 221Contract Administration (Post-Award)	Taken Prior to 12/31/97 Taken Prior to 12/31/97 Taken Prior to 12/31/97 Taken Prior to 12/31/97
University of Dallas, Graduate School of Mgmt., Industrial Management Dept., 1845 East Northgate Drive, Irving, TX 75 (972) 721-5354	062, Dr. David Gordon,
CON 101MGT 6380 Pre-Award ProcurementCON 104MGT 6348 Contract Pricing and NegotiationCON 201MGT 6381 Procurement LawCON 221MGT 6382 Post-Award Procurement	Taken Prior to 12/31/97 Taken Prior to 12/31/97 Taken Prior to 12/31/97 Taken Prior to 12/31/97
University of the District of Columbia, School of Business and Public Administration, 4200 Connecticut Avenue NW, Buildi 20008, (202) 274-7000	ng 52, Suite 508, Washington, DC
CON 1010211-305 The Federal Acquisition SystemsCON 1040211-406 Cost and Price AnalysisCON 2010211-408 Procurement LawCON 2110211-306 Public ContractsIND 1010211-405 Government Property Management	Taken Prior to 12/31/97 Taken Prior to 12/31/97 Taken Prior to 12/31/97 Taken Prior to 10/1/94 Taken Prior to 12/31/97

DAU Course	College/University Course	Effective Dates
University of Indiana	polis, School of Business, 1400 East Hanna Avenue, Indianapolis, IN 46227-3697, Dr. James Conra	d, (317) 788-3378
CON 104 CON 201	Principles of Procurement Cost and Price Principles and Contract Negotiations Government Contract Law Advanced Contract Administration.	Taken Prior to 9/30/97 Taken Prior to 9/30/97 Taken Prior to 9/30/97 Taken Prior to 9/30/97
University of Phoenix	, Academic Program Manager, 4615 East Elwood Street, Phoenix, AZ 85040, (480) 966-5394	
CON 104 CON 201	GCM 601 Principles of the Acquisition Process	Taken Prior to 12/31/97 Taken Prior to 12/31/97 Taken Prior to 12/31/97 Taken Prior to 12/31/97 Taken Prior to 12/31/97
University of St. Thon	nas, 2115 Summit Avenue, St. Paul, MN 55105, Mr. Joseph R. Clements, (651) 962-5192	
CON 104	MBGC 701 Principles of ProcurementMBGC 702 Pricing and NegotiationMBGC 703 Advanced Contract Administration	Taken Prior to 12/31/97 Taken Prior to 12/31/97 Taken Prior to 12/31/97
University of Virginia,	, Div. of Continuing Education, 7054 Haycock Road, Falls Church, VA 22043, Ms. Carol Beechler, (70	03) 536-1136
CON 101 CON 101 CON 104 CON 201 CON 202 CON 202 CON 202 CON 204 CON 210 CON 210	 PC 401 Procurement and Contracting. PC 401 Procurement and Contract Management (Resident Version) PC 401W Procurement and Contracting (Internet Version) PC 403 Cost and Price Analysis PC 405 Negotiation of Contracts and Modifications. PC 404 Principles of Law for Contract Formation PC 504 Advanced Contract Formation and Administration (Resident Version) PC 502 Advanced Cost and Price Analysis PC 506 Federal Acquisition Case Studies PC 404 Government Contract Law (Resident Version) PC 404 W Government Contract Law (Internet Version) PC 402 Contract Administration 	6/1/03—7/21/06 Taken Prior to 12/31/97 9/1/00—12/14/06 Taken Prior to 12/31/97 9/1/00—9/27/05 9/1/00—9/27/05 Taken Prior to 12/31/97 3/24/03—10/3/06 3/24/03—10/3/06 9/1/00—2/11/07 9/6/00—8/16/06 6/1/03—7/23/06
University of West Flo (850) 474-2338	rida, Department of Professional and Community Leadership, 11000 University Parkway, Pensacol	a, FL 32514-0102, Dr. Bill Tankersley,
CON 104 CON 110	PAD 5855 Acquisition Management PAD 5857 Cost and Pricing PAD 5853 Contract Negotiation.	Taken Prior to 12/31/97 Taken Prior to 12/31/97 Taken Prior to 12/31/97
	PAD 5854 Government Contract Law	6/30/05-10/31/08 Taken Prior to 12/31/97
CON 210 CON 221	PAD 5993 Government Contract LawPAD 5852 Advanced Contract Administration	6/30/05-10/31/08 Taken Prior to 12/31/97

Note: For current information on equivalencies, visit www.dau.mil/learning/appg.aspx.

DAU Course College/University Course Webster University, 470 East Lockwood Avenue, St. Louis, MO 63119-3194, Dr. Joseph F. Olszewski, (314) 968-69	Effective Dates
CON 101PROC 5000 Procurement and Acquisition ManagementCON 104PMG 583 PricingPMG 584 NegotiationsCON 104PROC 5830 PricingPROC 5840 NegotiationsCON 201PMG 589 Government Procurement LawCON 202PROC 5860 Government ContractingCON 204PROC 5870 Pricing and Contract IntegrationCON 210PROC 5890 Government Contract Law	Taken Prior to 12/31/97 Taken Prior to 12/31/97 9/18/99—3/6/07 9/18/99—3/6/07 Taken Prior to 12/31/97 10/18/04—10/31/08 1/7/05—11/30/09
West Coast University, 4021 Rosewood Avenue, 3rd Floor, Los Angeles, CA 90004, (877) 505-4928	
CON 201BMGT 575 Legal Issues in AcquisitionCON 211BMGT 574 Contract AdministrationCON 211BMGT 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 101MAN 202 Principles of Acquisition ContractingCON 104MAN 203 Principles of Contract PricingCON 104AC 640 Principles of Cost and Price AnalysisMAN 401 Contract NegotiationsCON 201LS 403 Government Contract LawCON 211LS 692 Principles of Government ContractingCON 221LS 693 Administration of Government Contracts	 Taken Prior to 12/31/97 Taken Prior to 10/1/94

DoD School/Federal Agency Equivalencies

DAU Course	DoD School/Federal Agency Course	Effective Dates
Air Force Contracting,	Acquisition Training Center (LTF), (DSN) 473-4937	
	L3OQR63A1-001Acquisition Fundamentals (5 weeks) L3ABR6C031-005 Purchasing 101	1/11/95—9/30/00 10/1/97—9/30/98
Air Force Institute of	Technology (AFIT), (937) 255-7777, DSN: 785-7777	
	FAM 101 Fundamentals of Acquisition Management FAM 103 Air Force Fundamentals of Acquisition	
CON 112	Management (AFFAM)	
CON 210	CMGT 545 Cost and Price Theory LAWS 550 Legal Principles of Government Contracting LOG 260 Provisioning Management	12/12/94—9/30/98 12/12/94—9/30/98 8/1/96—9/30/98

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DAU Course	DoD School/Federal Agency Course	Effective Dates	
Army Logistics Management College (ALMC), (804) 765-4980/4737			
	101, ALMC-QA Army Acquisition Basic Course	1/1/03—9/30/09	
CON 100, LOG LOG 201	101). 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	
	ALMC-QA Army Acquisition Basic Course	1/1/03—7/30/09	
CON 204 CON 210	. ALMC-AIC Army Acquisition Intermediate Contracting Course	3/1/06-7/30/09	
LOG IUZ J	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	10/1/05-8/14/09	
Information Resourc	es Management College (IRMC), (202) 685-6300		
IRM 303	Advanced Management Program (AMP)	9/1/96—9/30/98	
National Reconnaisso	ınce Office (NRO), (703) 961-6964		
ACQ 101	 FT-032 Acquisition Management Team Training FT-051 NRO Program Management Course FT-036 Leading the Acquisition Team FT-062 Business Financial Management FT-078 Fundamentals of Systems Acquisition Management Supplement 	9/18/00—4/17/06 12/13/99—4/17/06 3/19/01—4/17/06	
Naval Facilities Acau	isition Center for Training (NFACT), (805) 982-2777		
	CTC CON 101 Basics of Contracting	6/23/03-6/23/06	
	School (NPS), (831) 656-2441/2, DSN: 878-2441/2	0, 20, 00 0, 20, 00	
ACQ 101		3/1/96—9/30/08	
ACO 101]		9/20/05—9/30/08	
ACQ 201	In Sol Acquisition of Defense Systems	9/20/03—9/30/08	
ACQ 101 ACQ 201 ACQ 101 ACQ 101	MN 3331 Principles of Acquisition and Program Management	4/1/00-9/30/08	
ACQ 201 PMT 250	MN/GE 3221 Principles of Acquisition and Program Mgmt I MN/GE 3222 Principles of Acquisition and Program Mgmt II	9/30/02—9/30/08 9/30/02—9/30/08	
CON 301	MN 3303 Principles of Acquisition and Contract Management MN 3304 Contract Pricing and Negotiations MN 3315 Acquisition Management and Contract Administration MN 3315 Acquisition Management and Contract Administration	3/1/96—9/30/08 10/1/92—9/30/07 10/1/92—9/30/07 5/23/06—5/22/09 10/1/92—9/30/07 10/1/92—9/30/07 10/11/04—10/10/07 10/1/92—9/30/03	
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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)	
CON 353.MN 4371 Acquisition and Contracting PolicyLOG 304.MN 4470 Strategic Planning & Policy for the Logistics ManagerPMT 250MN 3331 Principles of Acquisition and Program ManagementPMT 302.Advanced Acquisition Program (AAP)PMT 352.Advanced Acquisition Program (AAP)PMT 352.Advanced Acquisition Program (AAP)PQM 101/201.MN 3384 Principles of Acquisition Production & Quality MgmtSAM 201MN 3309 Acquisition of Embedded Weapon Systems SoftwareSYS 201A/B.EO 4011 Systems Engineering and Acquisition for ManagersSYS 301MN 4012 Management of Advanced Systems EngineeringTST 202/301.OS 4601 Test and EvaluationTST 202OS 4602 Test and Evaluation Management	11/2/04—11/1/07 8/1/97—9/30/09 7/8/02—9/30/08 2/1/01—9/30/02 10/1/02—9/30/08 3/1/97—9/30/09 11/1/97—9/30/09 6/14/96—9/30/09 8/4/00—9/30/09 10/1/94—9/30/09 3/1/96—9/30/01
Acquisition and Contract Management (815/835) Degree Program CON 101, 104, 202, 204, 210 CON 301and 333	10/1/92—9/30/07 10/1/92—9/30/01
Systems Acquisition Management (816/836) Degree Program ACQ 101. ACQ 201. CON 101. LOG 304 PMT 250. PMT 302. PMT 352. PQM 101 PQM 201 SAM 201 SYS 201A/B. TST 202. TST 301.	3/1/96—9/30/08 3/1/96—9/30/08 3/1/96—9/30/06 8/1/97—9/30/08 7/8/02—9/30/08 3/1/96—9/30/08 3/1/96—9/30/08 3/1/96—9/30/08 3/1/96—9/30/08 3/1/96—9/30/08 3/1/96—9/30/08 1/1/97—9/30/08
Naval Undersea Warfare Center University (NUWCU), (401) 832-6767	
ACQ 201 ACQ 201 Intermediate Acquisition SYS 201A/B. SYS 201 Intermediate Systems Planning, Research, Development and Engineering	5/13/02—9/10/05 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 SYS 201A/B WE 548 DoD Weapons Systems Development and Deployment	10/1/97—9/30/02 1/11/95—9/30/01
345th Training Squadron (USAF), DSN: 473-4937	
ACQ 101Acquisition Fundamentals (5 weeks) (L3OQR63A1-001)CON 101Contracting Fundamentals (L3DBR64P1-000)CON 101Contracting Apprentice (L3ABR6C031-005/006)CON 101Contracting Career Development (CDC6C051A/CDC6C051B)CON 101Mission Ready Airman Course (MRAC)6COX1 Career Development Course	1/11/95—9/30/00 10/1/00—6/6/06 3/1/01—6/6/06 3/1/01—6/6/06 10/1/04—3/31/05
CON 100 CON 110 CON 111 CON 112 CON 120 PUR 101 Purchasing 101 (L3ABR6C031-005)	4/1/05—4/5/08 10/1/97—9/30/98

DAU Course	DoD School/Federal Agency Course	Effective Dates
U.S. Air Force Test Pi	ot School, (661) 277-3131, DSN: 527-3131	
	Test Pilot, Navigator and Engineer Curriculum	5/1/99—3/30/09
TST 301	Test Pilot, Navigator and Engineer Curriculum	10/1/05—3/30/09
U.S. Army Command	and General Staff College, (913) 684-5329	
CON 101 CON 104 CON 204 CON 210	A425 Intermediate Systems AcquisitionA423 Contract FundamentalsA424 Contract PricingA427 Intermediate Contract PricingU254 Government Contract LawA426 Intermediate Information Systems Acquisition	1/1/97—9/30/02 1/1/97—9/30/02 6/1/99—9/30/02 6/1/99—9/30/02
	esearch and Materiel Command (MRMC), (301) 619-2993	
ACQ 201B	Intermediate Medical Acquisition Course (IMAC)	5/2/05—5/1/08
	valuation 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. Navy Engineerin	g Duty Officer School, (805) 982-6157	
ACQ 101 }	EDO Basic Course	12/21/95—12/6/09 1/1/97—4/21/09
U.S. Navy Test Pilot S	chool, (301) 342-4131, DSN: 342-4131	
TST 101 } TST 202 }	Test Pilot School	6/1/97—9/30/06 10/1/96—9/30/98 5/1/99—9/30/06

Contractor Equivalencies

DAU Course	Contractor Course	Effective Dates	
American Graduate U	niversity, 733 Dodsworth Avenue, Covina, CA 91724, (877) 351-9060		
CON 110	CON 100 Shaping Smart Business Arrangements AM601—Federal Government Contracting AM603—Goverment Contract Law	5/22/06—5/21/09	
Atlantic Mgmt. Center	, Inc., 6066 Leesburg Pike, Suite 700, Falls Church, VA 22041, (703) 256-0509		
CON 120 CON 301	Providing Effective Business Leadership within the Federal Government Mission Focused Contracting Executive Contracting Seminar for Federal Civilian Agencies Applying Business Acumen to Delivering Results for Mission Accomplishment	11/30/05—11/29/08 10/26/98—9/30/03	
BAE Systems, 76 Ham	BAE Systems, 76 Hammarlund Way, Tech Plaza 3, Middletown, RI 02842-5632, (401) 846-5500		
	Intermediate Systems Planning, Research, Development and Engineering Course Advanced Systems Planning, Research, Development and Engineering Course		

Note: For current information on equivalencies, visit www.dau.mil/learning/appg.aspx.

DAU Course	Contractor Course	Effective Dates
Business Manageme	nt Research Associates, Inc. (BMRA), 3949 Pender Drive, Suite 300, Fairfax, VA 22030, (703) 691-	0868
	Introduction to Federal Acquisition Acquisition Planning I Contract Formation I Contract Administration I	3/1/99—9/30/06
CON 104 CON 120	Price Analysis Cost Analysis Federal Contract Negotiation Techniques	3/1/99—4/2/07 3/1/99—4/2/07 3/1/99—4/2/07 2/22/06—2/21/09
CON 204	Acquisition Planning II Contract Formation II Contract Administration II Intermediate Contract Pricing Government Contract Law	5/1/01—9/30/07 3/1/99—9/30/07
ESI International, 9	01 North Glebe Road, Suite 200, Arlington, VA 22203, (703) 558-3000	
BCF 102 CON 100 CON 101 CON 104 CON 110 CON 110 CON 111 CON 112 CON 120 CON 210	 Earned Value Management Fundamentals. Shaping Smart Business Arrangements Federal Contract Basics Source Selection: The Best Value Process Operating Practices in Contract Administration. Contract Pricing Source Selection: The Best Value Process Negotiation Strategies and Techniques Federal Contracting Basics Source Selection: The Best Value Process Operating Practices in Contract Administration. 	1/1/04—1/8/10 2/25/02—2/25/07 2/25/02—2/25/07 3/28/02—3/28/07 3/28/02—3/28/07 3/28/02—3/28/07 11/14/05—11/13/08 11/14/05—11/13/08 11/14/05—11/13/08 11/14/05—11/13/08 1/24/06—1/23/09 2/2/06—2/1/09
Government Horizo	ns, 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 Conce	pts, Inc. (MCI), 8230 Leesburg Pike, Suite 800, Vienna, VA 22182, (703) 790-9595	
CON 101 CON 104 CON 110 CON 111 CON 112 CON 120	CON 112 Mission Performance and Assessment CON 120 Mission Focused Contracting 1211 Acquisition/Procurement Planning II 1212 Contract Formation II 1213 Contract Administration II	8/26/05—8/25/08 10/1/99—9/30/07 10/1/99—9/30/07 10/1/99—9/30/07 10/1/99—9/30/07 10/1/99—9/30/07 8/17/05—8/16/08 8/26/05—8/25/08 8/17/05—8/16/08 11/1/05-10/31/08 10/1/99—9/30/07 10/1/99—9/30/07
CON 204 CON 210 CON 210 CON 243 CON 244	 1210 Government Contract Law	7/8/04—9/30/07 3/1/00—9/30/07 12/1/99—9/30/07 7/8/04—9/30/07 11/1/99—6/15/07 3/1/99—6/15/07
CON 353	Advanced Business Solutions for Mission Support	10/20/06—10/19/09

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DAU Course	Contractor Course (MTI), 175 Middlesex Turnpike, Bedford, MA 01730, (781) 687-9000	Effective Dates
MCK fraining institute	(MII), 1/5 Middlesex Iurilpike, Deutora, MA 01/50, (/61/60/-9000	
PMT 250	Program Management Tools Workshop	11/21/05—11/20/08
Northwest Procureme	nt Institute, Inc. (NPI), P.O. Box 1328, Edmonds, WA 98020, (425) 776-0414	
CON 100 CON 101 CON 104 CON 110 CON 111	Acquisition Planning I Contract Formation I Contract Administration I Price Analysis Cost Analysis Federal Contract Negotiation Techniques Mission Performance Planning	12/1/01—9/30/07 12/1/01—9/30/07 12/1/01—9/30/07 1/1/00—9/30/07
CON 112		6/26/06-6/25/09
CON 204 CON 210 CON 243 CON 244	Mission Focused Contracting Intermediate Contracting Acquisition Planning II Contract Formation II Contract Administration II. Intermediate Contract Pricing Contract Law Architect and Engineering Services	1/2/06—6/25/09 9/18/06—10/18/09 1/1/00—9/30/07 1/1/00—9/30/07 10/1/00—9/30/07 1/1/00—9/30/07 1/1/00—9/30/07 1/1/00—9/30/07
Serco (formerly Resource Consultants, Inc. (RCI)), 75 James Way, Suite 120, Southampton, PA 18966, (215) 942-0410		
	Performance Based Logistics I Performance Based Logistics II	

Not-for-Profit Organization Equivalencies

DAU Course	Not-for-Profit Organization Course	Effective Dates
International Society	of Logistics (SOLE)	
ACQ 201A/B . LOG 201A/B .	Certified Professional Logistician (CPL) certification	12/9/04—12/8/07
The Certified Procertification in	rofessional Logistician (CPL) certification meets the training requirer the Life Cycle Logistics career field.	nents for DAWIA Level I

Project Management Institute (PMI)

PMT 250..... Project Management Professional (PMP) certification...... 5/4/04—5/3/07

Appendix D—Continuing Education Units

cquisition, technology, and logistics employees 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 DAUsponsored 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 1 January 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 13.7 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
ACQ 201B	Intermediate Systems Acquisition, Part B 10/1/03—5/31/05
ACQ 265	Mission Focused Services Acquisition beginning 9/11/06
ACQ 401	Senior Acquisition Course (continuous learning points in lieu of CEUs)
ACQ 402	Executive Management Course 8/15/03—6/1/05
ACQ 403	Defense Acquisition Executive Overview Workshop Varies*
ACQ 404	Systems Acquisition Management Course for General/Flag Officers through 5/31/05
ACQ 405	Executive Refresher Course through 3/1/01

*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
ACQ 451	Integrated Acquisition for Decision Makers beginning 6/4/06
ACQ 452	Forging Stakeholder Relationships beginning 6/15/06
BCF 101	Fundamentals of Cost Analysis (formerly BCE 101)
	through 3/1/01
	9/29/01—4/19/05
BCF 102	beginning 4/20/05
	through 2/28/00
	3/2/01—5/31/05
BCF 103	Fundamentals of Business Financial Management (formerly BFM 201)
	through 3/1/01
DCE 202	beginning 3/3/03 (Online)
BCF 203	Intermediate Earned Value Management (formerly BFM 203) through 3/1/01
	3/2/01—5/31/05
BCF 204	Intermediate Cost Analysis (formerly BCE 204)
	through 3/1/01
BCF 205	Contractor Business Strategies (formerly BFM 204)
	through 3/1/01
BCF 206	beginning 6/1/05
DCI 200	through 3/1/01
	3/2/01—5/31/05
BCF 207	Economic Analysis (formerly BCE 207) through 3/1/01
	3/2/01—5/31/05
BCF 208	beginning 6/1/05
201 200	through 3/1/01
BCF 209	beginning 3/2/01
	through 3/1/01
	beginning 6/1/05
BCF 209B	Acquisition Reporting Course, Part B 10/20/03—6/9/051.25
BCF 209C	Acquisition Reporting Course, Part C 10/20/03—6/9/05
BCF 211	Acquisition Business Management
	through 9/30/99
BCF 211A	beginning 8/6/04
	7/1/03—1/1/05
BCF 211B	Acquisition Business Management, Part B 10/1/03—1/14/05
BCF 215	Operating and Support Cost Analysis
	10/1/01—8/30/04

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	
BCF 802	Selected Acquisition Report Review (formerly BFM 210)	
	through 3/1/01	
	3/2/01—1/22/03	
CAR 805	Contemporary Approaches to Acquisition in the Information Age	
	through 9/23/99	4.0
	9/24/99—3/1/01	
	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	
	beginning 10/1/04	2.8
CON 101	Basics of Contracting	
	through 9/30/97	
	10/1/97—3/1/01	
	3/2/01—8/16/02 (Resident)	
	3/25/02—9/30/05 (Distance Learning)	14.00
CON 102	Operational Level Contracting Fundamentals	
	through 9/30/97	14.0
CON 103	Facilities Contracting Fundamentals	
	through 9/30/97	
CON 104	Principles of Contract Pricing	
	through 3/1/01	
	3/2/01—8/23/01	
	8/24/01—9/30/03	10.89
CON 104A	1 0,	
2011 10/2	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	
0011111	beginning 10/1/04	2.3
CON 111	Mission Planning Execution	2 (
CON 112	beginning 10/1/04.	2.6
CON 112	Mission Performance Assessment	1 4
CON 120	beginning 10/1/04.	
CON 120	Mission Focused Contracting	()
CON 202	beginning 10/1/04.	6.2
CON 202	Intermediate Contracting	14.0
	through 3/1/01	
	3/2/01—5/31/05	
CON 204	6/1/05—9/30/06 Intermediate Contract Pricing (formerly CON 231)	5.5
CON 204		ED
	through 9/30/98 10/1/98—3/1/01	
	3/2/01—5/31/05	
	6/1/05—9/30/06	
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Course	CEUs
CON 210	Government Contract Law (formerly CON 201)
0011210	through 3/1/01
	3/2/01-9/30/04
	10/1/04—9/30/06
CON 211	Intermediate Contracting
	through 9/30/97
CON 214	Business Decisions for Contracting
CON 215	beginning 1/12/07
CON 215	beginning 10/26/06
CON 218	Advanced Contracting for Mission Support
CON 221	Intermediate Contract Administration
	through 9/30/97
CON 222	Operational Level Contract Administration
	through 9/30/97
CON 223	Intermediate Facilities Contracting
2011.000	through 9/30/97
CON 232	Overhead Management of Defense Contracts
	through 3/1/01
	beginning 6/1/05
CON 233	Cost Accounting Standards Workshop
0011200	through 11/1/02
CON 234	Contingency Contracting
	through 3/1/01
	3/2/01-5/31/05
	beginning 6/1/05
CON 235	Advanced Contract Pricing
	through 3/1/01
	beginning 6/1/05
CON 236	Contractual Aspects of Value Engineering
	9/3/03 —5/31/05
	beginning 6/1/05
CON 237	Simplified Acquisition Procedures
CON 241	Information Technology Contracting
CON 242	through 9/30/97
CON 243	Architect-Engineer Contracting through 11/2/99
	beginning 11/3/99
CON 244	Construction Contracting
	through 11/2/99
	11/3/99—3/1/01
	beginning 3/2/01
CON 250	Fundamentals of Cost Accounting Standards—Part I
CON 251	beginning 12/6/04
CON 251	Fundamentals of Cost Accounting Standards—Part II
CON 260A	beginning 3/1/05
CON 200A	beginning 6/1/05
CON 260B	The Small Business Program, Part B
	beginning 4/1/05
CON 301	Executive Contracting
	through 3/1/01
	3/2/01—6/22/01
CONTRACT	6/23/01—7/31/03
CON 333	Management for Contracting Supervisors through 3/1/01
	3/2/01 - 8/22/03
	-, -, -, -, -, -, -, -, -, -, -, -, -, -

Course	CEUs
CON 353	Advanced Business Solutions for Mission Support
	beginning 9/1/04
FE 201	Intermediate Facilities Engineering
	beginning 8/1/03
GRT 201	Grants and Agreements Management
	9/30/03—1/10/05
NID 100	beginning 1/11/05
IND 100	Contract Property Administration and Disposition Fundamentals
IND 101	through 10/7/03
IND 101	through 3/1/01
	3/2/01—9/30/03
IND 102	Contract Property Disposition
112 102	through 3/1/01
	3/2/01—9/30/03
IND 103	Contract Property Systems Analysis Fundamentals
	through 3/1/01
	3/2/01—10/07/03
IND 200	Intermediate Contract Property Administration and Disposition
NID 201	through 7/19/04
IND 201	Intermediate Contract Property Administration
	through 3/1/01
IND 202	Contract Property Management Seminar
1110 202	through 3/1/01
	3/2/01—9/30/03
IRM 101	Basic Information Systems Acquisition
	through 11/14/05
	beginning 11/15/05
IRM 201	Intermediate Information Systems Acquisition
	through 4/30/98
	5/1/98—9/23/99
	beginning 9/24/99
IRM 303	Advanced Information Systems Acquisition 1/1/97—9/23/99
	9/24/99-3/1/01
	3/2/01—3/10/05
	3/11/05—1/28/07
IRM 304	Advanced Information Systems Acquisition
	beginning 1/29/07
LAW 801	Acquisition Law
	through 3/1/01
	3/2/01-5/31/05
	beginning 6/1/05
LOG 101	Acquisition Logistics Fundamentals
	through 9/30/99
LOG 102	beginning 10/1/99
LOG 102	through 5/31/05
	beginning 6/1/05
LOG 201	Intermediate Acquisition Logistics
	through 10/19/00
	10/20/00—3/1/01
	3/2/01—9/28/01
	10/1/01—9/30/03

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Course	CEUs
LOG 201A	Intermediate Acquisition Logistics, Part A
	beginning 7/1/036.0
LOG 201B	Intermediate Acquisition Logistics, Part B
	through 6/16/05
	beginning 6/17/05
LOG 203	Reliability and Maintainability
	through 5/6/01
LOG 204	Configuration Management
200 201	through 3/1/01
	3/2/01—8/26/04
	beginning 8/27/04
LOG 205	Provisioning
	through 9/30/03 2.8
LOG 235A	Performance Based Logistics, Part A
	10/1/03—9/30/04
	beginning 10/1/04
LOG 235B	Performance Based Logistics, Part B 10/1/03—9/30/04
	beginning 10/1/04
LOG 304	Advanced Life Cycle Logistics Management
	through 3/1/01
	3/2/01—5/31/05
	beginning 6/1/05
PMT 202	Multinational Program Management
	through 5/31/05
	beginning 6/1/05
PMT 203	International Security and Technology Transfer/Control
	through 3/1/01
	beginning 6/1/05
PMT 250	Program Management Tools
	through 3/1/01
	beginning 3/2/01
PMT 302	Advanced Program Management Course
	through 9/30/99
	10/1/99—12/14/00
	12/15/00—8/16/02
PMT 303	Executive Program Manager's Course through 9/30/99
	10/1/99—3/1/01
	3/2/01—9/30/01
PMT 304	Advanced International Management Workshop
	through 3/1/01
	beginning 3/2/01
PMT 305	(See PMT 403)
PMT 352	Program Management Office Course
	through 9/30/03
PMT 352A	Program Management Office Course, Part A beginning 7/1/035.0
PMT 352B	Program Management Office Course, Part B
1 1 1 3 3 2 5	10/1/03–9/30/04
	10/1/04-8/31/06
	beginning 9/1/06
PMT 401	The Program Manager's Course
	through 5/31/05
	beginning 6/1/05
PMT 402	Executive Program Manager's Course (formerly PMT 303)
	through 5/31/05
	Degnining 0/ 1/ 00

Course	CEUs
PMT 403	Program Manager's Skills (formerly PMT 305)
	through 9/30/99
	10/1/99—3/1/01
	3/2/01-5/31/05
	beginning 6/1/05
PQM 101	Production, Quality, and Manufacturing Fundamentals
	through 10/30/00
	10/31/00—3/1/01
	beginning 3/2/01
PQM 103	Defense Specification Management
	through 5/31/05
DOM 104	beginning 6/1/05
PQM 104 PQM 201	Specification Selection and Application
PQIVI 201	Intermediate Production, Quality and Manufacturing through 11/30/00
	12/01/00—9/30/03
PQM 201A	Intermediate Production, Quality and Manufacturing, Part A
1 Qiii 20111	beginning 7/1/03
PQM 201B	Intermediate Production, Quality and Manufacturing, Part B
- L	beginning 10/1/03
PQM 202	Commercial and Nondevelopmental Item Acquisition Course for Engineering and
	Technical Personnel
PQM 203	Preparation of Commercial Item Descriptions for Engineering and
	Technical Personnel
PQM 212	Market Research for Engineering and Technical Personnel
PQM 301	Advanced Production, Quality and Manufacturing
	through 9/30/99
	10/1/99—1/28/01
DUD 101	beginning 1/29/01
PUR 101	Simplified Acquisition Fundamentals
PUR 201	through 9/30/98
F UK 201	through 9/30/98
SAM 101	Basic Software Acquisition Management
Brin 101	through 11/14/05
	beginning 11/15/05
SAM 201	Intermediate Software Acquisition Management
	through 8/28/97 10.8
	9/1/97—9/30/99
	10/1/99—3/1/01
	3/2/01–3/31/05
	beginning 4/1/05
SAM 301	Advanced Software Acquisition Management
	through 9/30/99
	10/1/99—3/1/01
	3/2/01—1/31/05
STM 201	Intermediate S&T Management
31WI 201	10/1/04—3/31/05
	beginning 4/1/05
STM 301	Program Management for S&T Managers
	10/1/03—9/30/04
STM 302	Advanced S&T Management
	beginning 10/1/03

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Course		CEUs
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	
	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 Intermediate Systems Planning, Research, Development and Engineering, Part B	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
SYS 203	Intermediate Systems Planning, Research, Development and Engineering, Part II	
GVG 201	beginning 12/1/06.	3.6
SYS 301	Advanced Systems Planning, Research, Development and Engineering	
	through 9/30/99	
	10/1/99—3/1/01	
SYS 302	beginning 3/2/01 Technical Leadership and Systems Engineering	
TST 101	Introduction to Acquisition Workforce Test and Evaluation	/ ./
131 101	through 9/30/99	3.2
	10/1/99—10/12/00.	
	beginning 10/13/00.	
TST 202	Intermediate Test and Evaluation	
101 202	through 3/1/01	5.8
	beginning 3/2/01	
TST 301	Advanced Test and Evaluation	
	through 9/30/99	2.9
	10/1/99—3/1/01	
	beginning 3/2/01	

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 Sec. 812(e) of Public Law 102-484, "The National Defense Authorization Act for Fiscal Year 1993," 23 October 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; he 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

		J
CUR	RENT DAU COURS	ES 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 100	Shaping Smart Business Arrangements	DD-1405-0009
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 Acquisition Management	
11/98-Present	2 semester hours, lower division baccalaureate/associate category		
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	
6/02-6/03	2 semester hours, upper division baccalaureate category	Materials 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 on 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	Logistics Management or Advanced Logistics Management	
	2 semester hours, graduate category (Only one of the above can be grante		

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;	Advanced Production, Quality and Manufacturing (formerly Defense	DD-1408-0010
PRD 301	Acquisition Engineering, Manufacturing, and Quality Control)	
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

ACE R E C O M M E N D A T I O N S

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 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	AR-0326-0053
0011101	(Management of Defense Acquisition Contracts Basic)	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

CON 211;	Intermediate Pre-Award Contracting	AR-0326-0010
8D-F12	(Management of Defense Acquisition Contracts Advanced)	
	(Management of Acquisition Contracts Advanced)	

BUT LONGER OFFERED ΝΟ

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	3 semester hours, lower division baccalaureate/associate category	Management		
	12/97-12/03	(Both courses must be completed.)			
	7/95-10/97 3/96-10/97	3 semester hours, upper division baccalaureate category (Both courses must be completed.)	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	Contract Management		
		1 semester hour, graduate category			
		(Only one of the above can be granted.)			
	1/90-5/94	2 semester hours, upper division baccalaureate category or	Acquisition Management		
		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 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;	Defense Specification Management	AR-1408-0035 Version II

AR-1408-0035 Version II

ALM-34-0235

BUT NO LONGER OFFERED

Effective Dates	Recommended College Credit Hours for DAU Courses	Specialty Area
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 Manage- ment 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 (CLEP) and DANTES Subject Standardized Tests (DSSTs) through the College Board and the Educational Testing Service (ETS). 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 following table 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 our Strategic Partnership Database or to view an up-to-date list of DAU's partners and links to their respective Web sites, visit www.dau.mil/about-dau/partnerships.aspx.

DAU is pleased to offer an exciting new program we call *Excelerate*. As part of this program we have 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:

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 award9 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.



A Sampling of DAU's Strategic Partnerships

Educational Institution	Master's	Bachelor's	Associate	Certificate
American Graduate University	v			✓
Averett University	~	v	~	✓
Bellevue University	~	~		
Boston University	~			v
Central University	~			
Eastern Michigan University	~	v		~
Embry-Riddle Aeronautical University		v	~	
ESI Intl., Inc., and The George Washington Universi	ty			~
Florida Community College Jacksonville			~	~
Florida Institute of Technology	~			~
George Mason University	v			
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 at 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	v			~
University of Maryland University College	v	~		~
University of Phoenix		~		
University of Virginia				~
Villanova University				~
Webster University	~	~		~

Bellevue University will accept 9 hours of graduatelevel transfer credits for DAWIA Level II Certification in Contracting as a concentration in Acquisition and Contract Management for the Master of Business Administration degree.

For a current list of partners participating in the *Excelerate* 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. U.S. Postal Service regulations prohibit us from accepting such requests by phone, fax, 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 information to assist you in ordering. This information often includes GPO, ISBN, and DTIC numbers as well as other ordering information.

DAU students and government employees can obtain a free single copy 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 MIPR 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 1-866-512-1800 (toll free) or 202-512-1899 for further instructions.

DTIC and NTIS Orders—In general, 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 1-800-225-3842; 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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Publications Available Online

General Publications, Guidebooks, and Brochures

The following publications or information about these publications are available at **www. dau. mil/pubs/Online_Pubs.asp**:

General Publications

- Arming the Eagle: A History of U.S. Weapons Acquisition Since 1775 (1999)
- Challenges in Managing Large Projects (2006)
- DAU 2005 Annual Report
- DÂU 2006 Catalog
- DAU Performance Learning Roadmap-A Network-centric Approach for Engaged Learners (2005)
- Falcon and the Mirage: Managing for Combat Effectiveness (2001)
- Fourth Estate: The Impact of Mass Communications on Defense Systems Acquisition Decision Making (2002)
- Glossary of Defense Acquisition Acronyms and Terms (2005)
- Incentive Strategies for Defense Acquisitions (2001)
- Integrated Defense Acquisition, Technology, & Logistics Life Cycle Management Framework (2005)
- Knowledge Management and Information Technology (2001)
- Performance Based Logistics: A Program Manager's Product Support Guide (March 2005)
- Performance Based Services Acquisition in the Department of Defense (2001)
- Product Support Guide for the 21st Century: A Program Manager's Guide to Buying Performance (2004)
- Standards and Trade in the 1990s
- U.S. DoD Extension to PMBoK®Guide (2003)

Guidebooks

Guide (1997)

Guide (2001)

- Acquisition Guide for Interactive Electronic Technical Manuals (2000)Acquisition Logistics
- Indirect-Cost Management

CATALOC

- Manager's Guide to Technology Transition in an Evolutionary Acquisition Environment (2005 & 2006)
- DAU Program Managers *Tool Kit* (2005)
- Risk Management *Guide for DoD* Acquisition (2003)
- Scheduling Guide for Program Managers (2000)
- Systems Engineering Fundamentals (2001)
- Test and Evaluation Management Guide (January 2005)

Brochures

- Acquisition Workforce Certification Program
- AT&L Knowledge Systems—AKSS/ACC
- Business, Cost Estimating, and Financial Management
- Contingency Contracting Insert
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- Contracting Career Field
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- DAU—A Great Place to Work • DAU Products and Services
- Brochure
- Defense Acquisition Guidebook
- Life Cycle Logistics
- Management Deliberation Center
- Performance Based Logistics Toolkit
- Performance Support
- Program Management Career Track
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- Understanding the SDVOSB Program
- Unique Identification of Items

(2005) Joint Program Management Handbook, 3rd edition (2004)

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