



### **CON 121: Contract Planning**

Focusing on the students' role in understanding their customers' mission and their ability to plan successful mission support strategies based upon their knowledge of the contracting environment and their customer needs, CON 121 will introduce personnel new to the contracting field to their role as a business advisor in the acquisition process. CON 121 will explain 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.

*\*Note: Completing CON 121, 124 and 127 in sequential order is highly recommended.*

### **Learning Objectives**

- Given a customer need, reinforce areas of mutual interest within an acquisition environment (requiring activity, contractor, contracting office, others).
- Using the Federal Acquisition Regulation (FAR) and Defense Federal Acquisition Regulation Supplement (DFARS), locate required information.
- Given a provided mission support area, describe strategic or tactical methods of market research.
- Given a customer need, identify all issues related to developing the applicable requirements documents for an acquisition.
- Given a customer requirement, determine the laws applicable (labor, environment, socioeconomic, and foreign acquisition requirements) to that requirement.
- Given the customer requirement, select the appropriate contract type.
- Given a customer requirement, choose applicable competition requirements.
- Given a customer need, provide sound business advice for an acquisition strategy.



### **Course Details**

- ***Course Length*** – 2 Days
- ***Continuous Learning Points*** (CLPs) – 16
- ***Graded Materials Include:*** Attendance of all Instructional Hours, Course Exercises, Homework, and Course Exams/Quizzes



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