



### **CON 124: Contract Execution**

This training course focuses on executing the acquisition plan through soliciting industry, making the source selection decision, and awarding a contract. Students will gain the knowledge necessary to execute an acquisition that optimizes customer mission performance. They will learn techniques and benefits of early industry involvement in shaping requirements, basic procedures for the acquisition of both commercial and non-commercial requirements, effective analysis of market data, and determination of when a price is fair and reasonable. Finally, students will learn how to conduct basic competitive acquisitions, process awards, provide debriefings, and handle protests before and after contract award.

### **Learning Objectives**

- Given a procurement request (PR) package, determine if the purchase request package can be accepted and processed.
- Given a requirement, determine the applicable methods for exchanging information with the vendor.
- Given the specifics of the requirement, determine the components and procedures for preparing an oral or written solicitation.
- Given a solicitation, determine the procedures for processing solicitation responses.
- Given responses to a solicitation, determine the analytical techniques that will be used to evaluate contractors' proposals to ensure that both the Government and contractor get a fair and reasonable price.
- Given responses to a solicitation, complete a price analysis of a contractor's proposal in order to establish price objective for negotiation
- Given the results of an evaluation, determine the elements of a negotiation strategy.
- Given results of the evaluation process, determine the procedure taken for contract award.



### **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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