



### **CON 270: Intermediate Cost and Price Analysis**

Intermediate Cost and Price Analysis continues to build upon the fundamental contract pricing principles covered in the Level I Contracting curriculum. The course is divided into three segments addressing contract pricing issues from a Pre-Award, Negotiation Preparation-Award, and Post-Award perspective. In the course, students will be introduced to quantitative techniques and tools used to quantify and facilitate decision making in determining a fair and reasonable price. Students will apply various cost analysis techniques and quantitative tools to analyze a contractor's cost proposal and to develop a government negotiation range and objective. The course is designed to prepare students for follow-on Level II certification courses, serve as a gateway into more advanced targeted contract pricing courses, and give the students some practical tools in pricing government contracts. The ultimate objective of the course is to help students become better business advisers in developing contract arrangements that are in the best interest of the government.

### **Learning Objectives**

- Given a contractor's proposal information, develop an Excel spreadsheet to model a proposal
- Given market research and proposed information from offeror(s), using sampling data, select the appropriate statistical information to use in facilitating the decision-making process
- Assuming an advisory role in evaluating acquisition proposals, successfully summarize the development, assumptions, application, and risk of Cost Estimating Relationships (CERs). Identify the kinds/types
- Given market research and proposed information from offeror(s), using historical data and regression analysis, select the appropriate statistical information to use in facilitating the decision-making process
- Given market research and proposed information from offeror(s), using historical data and estimating factors, select the appropriate statistical information to use in facilitating the decision making-process
- Given market research and proposed information from offeror(s), using historical data determine the impact of Variations in Quantity
- Given a pricing scenario, determine a profit objective
- Given a Point Estimate (contract cost, ceiling price) analyze associated cost risk



- Given an assigned incentive contract, successfully appraise the incentive provisions
- Given a potential incentive acquisition, formulate an effective incentive contracting strategy
- Given a contract type in a competitive environment, explain the issues and factors to be considered when performing a cost realism analysis
- Given a proposed contract change identify issues and factors to be considered in developing the government's negotiation objective for a contract equitable adjustment

### Course Details

- **Course Length** –10 Days
- **Continuous Learning Points** (CLPs) – 80
- **Graded Materials Include:** Pre-Class Assignments, Attendance, Course Exercises/projects, and Course Exams/Quizzes



FEDERAL  
ACQUISITION  
INSTITUTE

