



## **CON 200: Business Decisions for Contracting**

Business Decisions for Contracting builds on contracting Level I pre-award business and contracting knowledge necessary to process complex procurements. This course emphasizes planning successful mission-support strategies and executing a procurement that optimizes customer mission performance. CON 200 discusses various techniques for building successful business relationships, the benefits of strategic sourcing and spend analysis, and the ins and outs of providing contract financing. Additionally, CON 200 takes a detailed look at subcontracting, how to conduct a formal source selection, and how to examine the information necessary to determine contractor responsibility.

### **Learning Objectives**

- Given an acquisition, determine how to develop good business relationships (internal and external) without violating applicable laws, regulations, and/or policies.
- Given an acquisition environment defined by budget cuts and increased scrutiny of government contracting, identify how strategic sourcing can improve the quality and cost related to the purchase of goods and services.
- Given a complex requirement, apply the techniques that a contracting officer can use to manage risk on an acquisition project
- Given a complex service requirement, identify the principles of services acquisition that will apply to it.
- Given information on small business programs and a complex acquisition with subcontracting possibilities, determine the impact on acquisition and contracting decisions.
- Given a complex competitive negotiated acquisition, determine the source selection methodology and contractor responsibility so that contract award can be made.
- Given an acquisition strategy that includes providing contract financing, determine the impact of this decision on the acquisition process.
- Given a complex acquisition situation, determine the appropriate contractual arrangement.
- Given a scenario where a complex acquisition requirement exists, determine the appropriate acquisition planning required such that smart business decisions can be made.
- Determine whether to authorize government property (GP) during acquisition planning



### Course Details

- **Course Length** – 3 Days
- **Continuous Learning Points** (CLPs) – 25
- **Graded Materials Include:** Attendance of all Instructional Hours, Course Exercises, Homework, and Course Exams/Quizzes



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