

FAI

The GSA Expo Special page one

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+ Certification

FAI offers certifications that help to establish consistent standards for members of the acquisition workforce in civilian agencies. In 2009, FAI has focused on developing Program/Project Management (FAC-P/PM) initiatives. A few highlights are listed below.

Vendor Consortium

FAC-P/PM Training from Vendor Partners

- The Vendor Consortium has seen significant growth since its August 2008 launch. It provides many benefits to the acquisition community and increases the visibility of FAI-approved FAC-P/PM training from vendors. For more information, please visit: www.fai.gov/certification/VendorConsortium.asp

FAC-P/PM Capstone Courses

- FAI launched the FAC-P/PM Capstone Courses in the spring of 2009. These courses prepare participants for FAC-P/PM certification and are available at each certification level. FAC-P/PM Capstone Courses cover government-specific coursework areas and should only be taken when all other FAC-P/PM coursework areas/competencies have been fulfilled. For more info, please visit: www.fai.gov/certification/PPMcap.asp

Other Certification Advancements

- Important strides have also been made for the FAC-C and FAC-COTR certifications. FAI made policy change recommendations to better accommodate acquisition career manager experience with implementation of the FAC-C. FAI also developed plans, based on the President's focus and agency needs, to focus certification efforts in FY2010 with more emphasis on the FAC-COTR. Currently, FAI is mapping FAC-C updated competencies to existing FAC-C courses.

+ Succession Management

FAI's Succession Management programs target potential candidates within the Federal government, in private industry and in the current acquisition workforce. The initiatives highlighted below have a direct impact on the current acquisition workforce.

FAIC

Federal Acquisition Intern Coalition

- Since 2008, FAI has led the FAIC in an effort to attract new candidates into the field of acquisition, specifically Contract Specialists. To support this initiative, FAI created the FAIC website (www.fai.gov/faic) to help recruit FAIC program participants. FAI also uses current acquisition talent to coordinate activities such as recording intern and professional testimonials (www.fai.gov/faic/Testimonials.asp) and acting as subject matter experts at Washington, DC area career fairs. New Professional Networking Events are also coordinated to benefit the current workforce.

Mid-Level Recruiting Strategy

- The mid-level (GS-9 through 12, or equivalent) Contract Specialist position currently has a large number of vacancies. FAI, in partnership with the Department of Homeland Security has responded by collecting decision-making data from involved parties, developing a Mid-Level Recruiting Needs Assessment Report that will help guide FAI's development of the government-wide Mid-Level Recruiting Strategy and subsequent Implementation Plan, and is currently assembling a group of SMEs to assist in validating the Needs Assessment and in developing a Recruiting Strategy.

+ Training - 2010 Classes

The 2010 class schedule will be available in mid-July. The new schedule incorporates the Acquisition Career Manager (ACM) survey feedback collected earlier this year. ACM recommendations helped guide changes to course offerings, training locations and training dates. Below are some class highlights.

CON 217

Cost Analysis and Negotiation Techniques

- CON 217 builds on basic pricing skills covered in the Level I Contracting curriculum and introduces methods and techniques necessary to analyze a contractor's cost proposal and develop a government negotiation objective.

Originally an online class, the eagerly anticipated CON 217 class is now classroom-based!

IBN

Interest-Based Negotiations

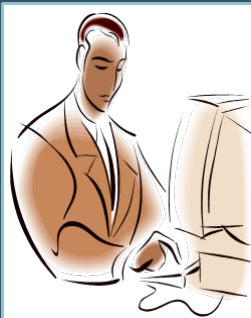
- This two-day class will teach acquisition professionals how to use interest-based negotiations (IBN) to reach mutually beneficial agreements with vendors, internal departments, colleagues, and other stakeholders. IBN focuses on finding creative, integrative solutions that satisfy each party's interests and needs, resulting in the best possible negotiated outcome. This interactive course will include dynamic hands-on negotiating exercises that will allow participants to apply collaborative, problem-solving techniques to realistic acquisition challenges.

Course Objectives

Upon completion, participants will be able to:

1. Explain the difference between position-based and interest-based negotiations.
2. Describe the principles of interest-based negotiations.
3. Identify techniques for negotiating with difficult people.
4. Identify the characteristics, benefits, approaches that build an effective negotiation team.

+ What the FAI Website Can Do for You!



FAI.gov serves as the ultimate resource for the civilian acquisition community. Log on for information on a variety of topics, including:

- the latest acquisition community news in the "Announcement" section,
- classroom training information such as course schedules, pre-requisite, and continuous learning options,
- certification guidelines for FAC-C Levels 1-3, FAC-COTR and FAC-P/PM,
- steps to record your training using the ACMIS system, and
- acquisition professional career information, such as the Federal Acquisition Internship Coalition (FAIC).

FAI.gov will be available to navigate at the FAI display outside of the training sessions at today's GSA Expo. Stop by!

+ Friends and Family

- Do you know someone who would make a great acquisition professional? Help them start their new career! Information on FAIC and other recruiting initiatives can be found on www.fai.gov