



FAI-DAU Vendor Meeting



Level II Contracting Curriculum

Debbie Bartlett
Performance Learning Director
deborah.bartlett@dau.mil



Curriculum Modernization

Functional Advisor letter of 2001 directed DAU to modernize curriculum:

- based on updated competency list
 - 31 general business attributes
 - 93 contracting policy & process
- Enhance workforce access to training



Modernization Philosophy

- **Alignment of *mission outcomes* with *contract performance* outcomes**
- **Command of a *Common Process* across any mission area**
 - Develop solid foundation of technical understanding
- **Thinking Business Strategists who can**
 - Think Critically to develop effective support strategies
 - Think Strategically and Tactically**Team Effectively linking *Mission Results* with optimum *Business Strategies***

Competency Based Contracting Certification Training Track

Level I certification

CON 100
Shaping Smart Business
Arrangements

4 Days classroom

CON 110 Mission Support
Planning
CON 111 Mission Planning
Execution
CON 112 Mission
Performance Assessment

90 hours on-line target

CON 120
Mission Focused
Contracting

2 weeks classroom

1 Elective

Level II certification

CON 214
Business Decisions for
Contracting

20 hours, on-line

CON 215
Intermediate Contracting for
Mission Support

8 days classroom

CON 216
Legal Considerations in
Contracting

40 hours, on-line

CON 217
Cost Analysis & Negotiation

40 hours, on-line

CON 218
Advanced Contracting for
Mission Support

9.5 days classroom

2 Electives

Level III certification

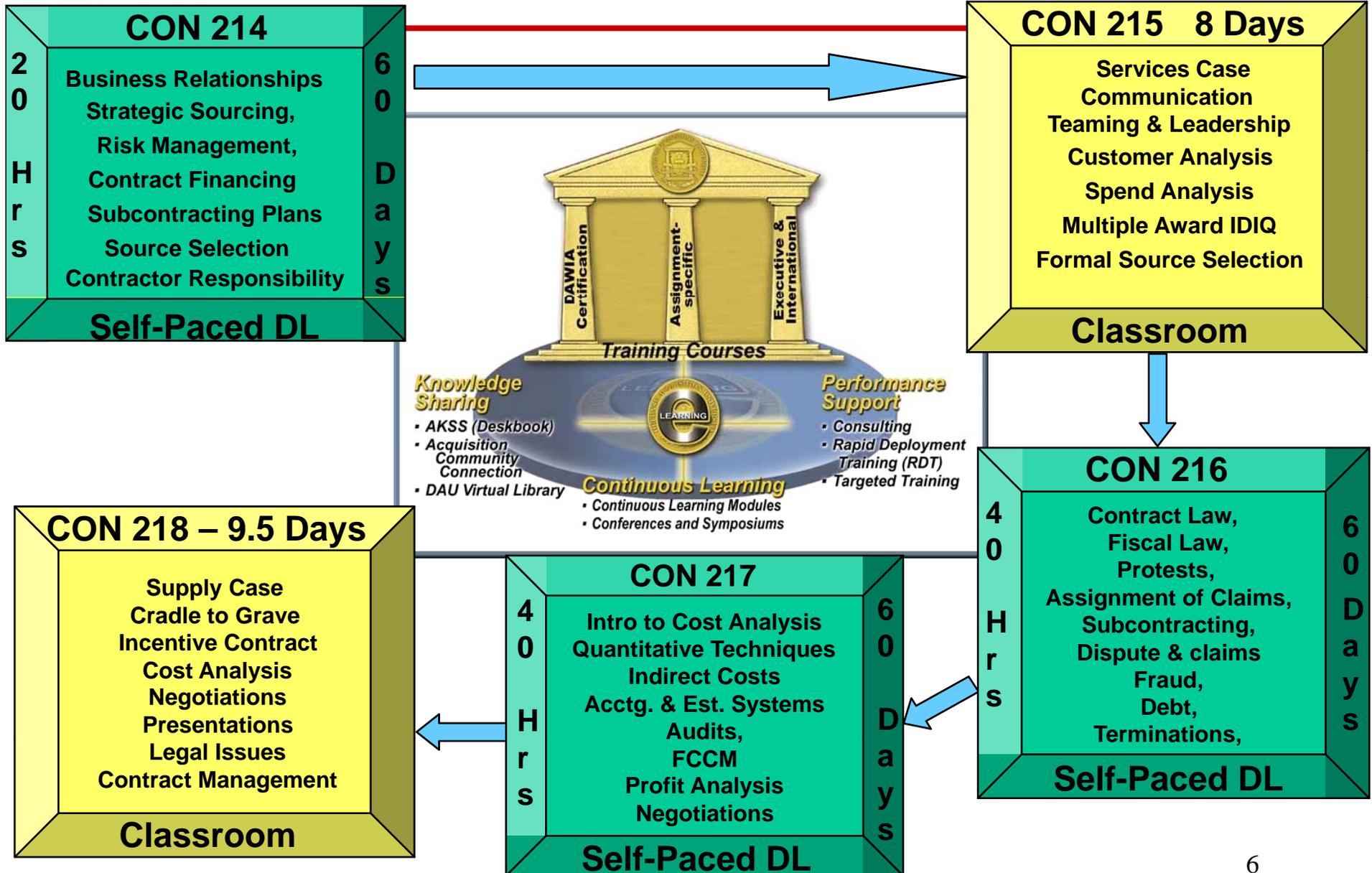
CON 353
Advanced
Business Solutions
for Mission
Support

2 weeks classroom

2 Electives



Revised CON Level II Course Layout





Deployment Schedule

CON 214 (DL)	Sep 2006
CON 216 (DL)	Nov 2006
CON 217 (DL)	Dec 2006
CON 215 (Classroom)	Oct 2006
CON 218 (Classroom)	Jan 2007



Conversion Matrix

If Completed	Required to Take	Recommended to Take
202	216, 217, & 218	214
204	214, 215, 216, & 218	217
210	214, 215, 217, 218	
202 & 204	216 & 218	214 & 217
202 & 210	217 & 218	214
204 & 210	214, 215, & 218	217



Federal
Acquisition
Institute

FAC – C

Training Plans for FY2008

Linda Ott

Federal Acquisition Certification in Contracting FAC-C

- Contracts in place, have been offering training to support the curriculum since FY2006
- FAC-C Level I training aligns with DAWIA training requirements
- Transitioning to DAWIA curriculum for Level II in FY2008
- No change in Level III requirements



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Level I Classroom Course Offerings:

- CON 100 Shaping Smart Business Arrangements
- CON 120 Mission Focused Contracting

Level III Classroom Course Offerings:

- CON 353 Advanced Business Solutions for Mission Support

FAI will continue to offer these in FY2008



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Level II Classroom Course Offerings Current:

CON 202 – Intermediate Contracting

CON 204 Intermediate Contract Pricing

CON 210 – Contract Law

FAI will continue to offer these in FY2008



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Level II Classroom Course Offerings beginning FY2008:

Current courses +

CON 215 – Intermediate Contracting for
Mission Support

CON 218 – Advanced Contracting for
Mission Support



Federal Acquisition Institute

*FAI will offer both versions of the curriculum
in FY2008 and fully transition to new Level
II curriculum as of FY2009*



Federal Acquisition Institute

FAI's goal is to have FY08 training schedules set by 4Q07 so we can start registration

Potential for new CON Level II courses to be offered starting in 2Q08 vs 1Q08 based on vendor equivalency



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Otis Langford

Program Analyst at FAI

otis.langford@fai.gov

703-805-9417



Course Equivalency & Resources

Corey L. Davis
Course Equivalency & Academic Standards
Program Manager
corey.davis@dau.mil



Web Resources

Defense Acquisition University - Equivalency Program - Microsoft Internet Explorer provided by Defense Acquisition University

File Edit View Favorites Tools Help

Back Address **http://www.dau.mil/equivalency** Go Links >>

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www.dau.mil

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What is the DAU Equivalency Program?

The Defense Acquisition University (DAU) is interested in partnering with training providers that offer courses in the thirteen career fields involved in defense acquisition. DAU seeks to identify course offerings that are equivalent to DAU courses and can be used, therefore, to meet requirements of the Defense Acquisition Workforce Improvement Act (DAWIA). The overall objective is to maximize the training and education opportunities of the acquisition workforce.

- Auditing
- Business, Cost Estimating, and Financial Management
- Contracting
- Facilities Engineering
- Industrial/Contract Property Management
- Information Technology
- Life Cycle Logistics
- Production, Quality and Manufacturing
- Program Management
- Purchasing
- Systems Planning, Research, Development and Engineering - Science and Technology Manager
- Systems Planning, Research, Development and Engineering - Systems Engineering
- Test and Evaluation

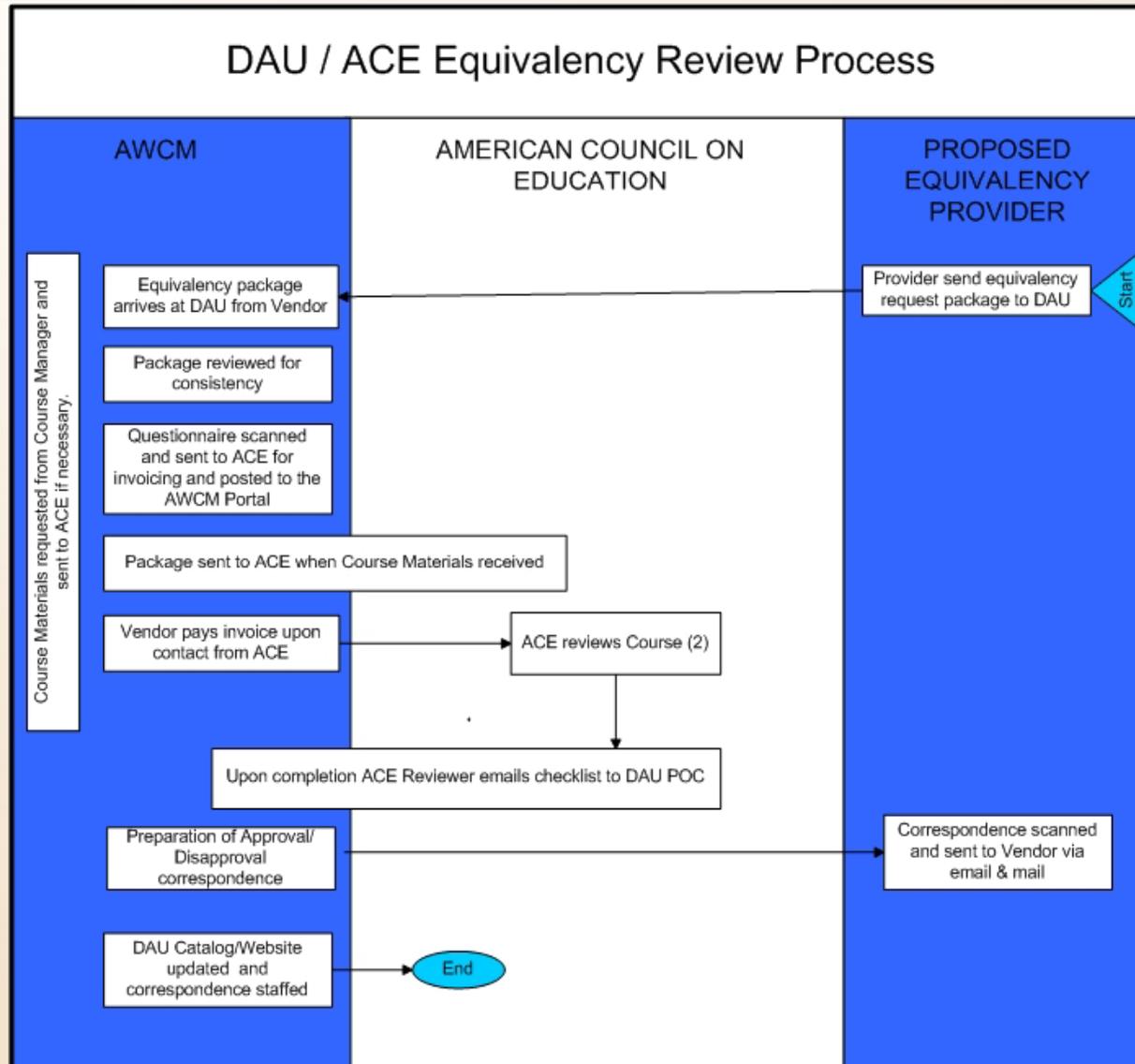
Why Is It Beneficial?

Granting equivalency status to courses efficiently uses resources without sacrificing the quality of training.

Done Internet



Course Equivalency Process





Course Material



http://www.dau.mil/learning/course_materials.asp

Defense Acquisition University
www.dau.mil

DAU Homepage | Equivalency Resources

Search

DAU - Graphical Header

DAU Course Equivalency Resource Archive

- ✓ The course materials and objectives provided below are presented for the sole purpose of assisting with the creation of packages to be submitted for course equivalency. The [DAU Equivalency Directive](#) provides guidance for the completion of equivalency requests.
- ✓ Course materials provided below are representative of the items used to deliver each course and are updated annually. Throughout the fiscal year instructors may utilize alternate resources to deliver the training, but maintain learning objective integrity when doing so. Information will be provided via the [Acquisition Community Connection \(ACC\)](#) when course deviations, as outlined in the DAU Equivalency Directive, are presented.
- ✓ Please refer all inquiries to: 703-805-3576 DSN: 655-3576 or equivalency@dau.mil

Courses	Format	File
ACQ 101 Fundamentals of Systems Acquisition Management		
Course Objectives	.pdf	
Course Material	.zip	Available Upon Request
ACQ 201 Intermediate Systems Acquisition		
Course Objectives	.pdf	
Course Material	.zip	Available Upon Request



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***Q & A Session
Thank you for attending
our meeting!***