



Guide to Acquisition-Related Academic Programs and Courses

What's New

- More links and URLs
- Staff contact updates
- Easy reference to degree programs and Historically Black Colleges and Universities (HBCU)





January 2004

A Greeting from the Director:

Improving the Acquisition Workforce through Training

This guide lists US academic institutions with programs and courses in acquisition-related subjects. This information is “geared” to those individuals interested in entering the acquisition field and to current employees who wish to pursue further education and professional development. Specialties and courses covered include acquisition, contracting, contract law, cost and price analysis, logistics, supply chain management, materials management, operations management, policy analysis, and purchasing. In addition to listing the college and university programs, this guide identifies the courses by title and provides names, addresses, websites, and telephone numbers of contacts at each institution. FAI gratefully acknowledges the information and assistance furnished by the listed colleges and universities.

Academic training and career development improve performance in the sophisticated and competitive acquisition field. The acquisition system performs best when the acquisition workforce has academic knowledge of relevant business disciplines. This *Guide to Acquisition-Related Academic Programs and Courses* is a good place to start exploring these educational opportunities. FAI’s major objective continues to be supporting the establishment of a comprehensive, uniform body of knowledge that will serve as the cornerstone in helping to establish acquisition as a profession. We are pursuing this objective through fostering a nationwide communications network that includes the academic community, Federal agencies, professional organizations, and industry.

We at FAI wish you much success in pursuing your acquisition career goals.

Sincerely,

Gloria Sochon
Director
Federal Acquisition Institute

PLEASE NOTE: *This Guide is intended as an informational resource; the listing of these courses and curricula should not be viewed as an endorsement by FAI or interpreted as their meeting any FAI criteria or standards.*



ACQUISITION CURRICULUM INFORMATION SHEET

To add an academic course or curriculum to the “Guide to Acquisition-Related Academic Programs and Courses,” please complete this sheet and send it to the contact information provided below.

Your College/ University Name:		
College/University Address:		
Contact Information:	Name:	
	Title:	
	Address:	
	Telephone:	
	Fax:	
	E-mail Address:	
College/University Web URL:		
Acquisition Degree or Curriculum Information:		
Questions or Comments for FAI:		

SEND THIS FORM TO:

Jamie Ready
Federal Acquisition Institute, Room 4006
General Services Administration, MVI
1800 F Street, NW
Washington, DC 20405
jamie.ready@gsa.gov
Telephone: (202) 219-3454
Fax: (202) 501-3341

FOR MORE INFORMATION:

Gloria Sochon
Director
Federal Acquisition Institute
General Services Administration
gloria.sochon@gsa.gov

AMERICAN UNIVERSITY

Office of the Dean
Washington College of Law
Suite 366
4801 Massachusetts Avenue, NW
Washington, DC 20016-8192
Telephone: (202) 274-4000
URL: www.wcl.american.edu

Point of Contact: Claudio M. Grossman
Dean
Telephone: (202) 274-4004
Fax: (202) 274-4005
E-mail: deans-office@wcl.american.edu

[go to state index](#) | [go to college list](#)

American University's Washington College of Law offers two procurement-related courses:

- Government Contracts
- International Procurement Law

ATHENS STATE UNIVERSITY

School of Business
300 North Beaty Street
Athens, AL 35611
Telephone: (256) 233-8211
URL: www.athens.edu



Point of Contact: Dr. Robert D. Gulbro
Dean, School of Business
Telephone: (256) 233-8116
Fax: (256) 233-8151
E-mail: gulbror@athens.edu

[go to state index](#) | [go to college list](#)

Business Administration with a Concentration in Procurement and Acquisition Management

The objectives of this program are to develop personnel with knowledge and expertise in the following areas:

- Procurement and acquisition management;
- General management concepts and skills;
- Broad body of knowledge related to all aspects of business operation; and
- Broad-based liberal arts foundation.

? **Procurement and Acquisition Concentration**

- Contract Administration
- Contract Negotiation
- Cost and Price Analysis
- Government Acquisition and Contracting
- Government Contract Law
- Introduction to Procurement and Logistical Management

CALIFORNIA STATE POLYTECHNIC UNIVERSITY

College of Business Administration
 Department of Finance, Real Estate, and Law
 3801 West Temple Avenue
 Pomona, CA 91768
 Telephone: (909) 869-7659
 URL: www.csupomona.edu

Point of Contact: Javad Kashefinejad
 Department Chair
 Telephone: (909) 869-2396
 Fax: (909) 869-2124
 E-mail: dkashefineja@csupomona.edu

[go to state index](#) | [go to college list](#)

? **Minor in the Financial Management Public and Private Contracts**

This concentration provides a background in public and private contracts including the Federal Acquisition Regulations and the Uniform Commercial Code. Students learn contract administration, formulation, and negotiation.

Required Courses

- Contract Administration
- Contract Aspects of the Uniform Commercial Code
- Contract Case Study
- Contract Cost/Price Techniques-Negotiation
- Legal Environment of Marketing
- Purchasing Management

COMMUNITY COLLEGE OF THE AIR FORCE

Administrative Center
 CCAF/DFAT
 130 West Maxwell Boulevard
 Maxwell Maxwell Air Force Base, AL 36112-6655
 URL: www.au.af.mil/au/ccaf

Point of Contact: Kathy Marquez
 Program Manager
 Contracts Management Degree Program
 Telephone: (334) 953-2043 or -5938
 DSN: (334) 493-5938

Fax: (334) 953-2980
E-mail: Kathy.Marquez@maxwell.af.mil
URL: www.au.af.mil/au/ccaf/catalog/2002cat/ter_1cao.htm

[go to state index](#) | [go to college list](#)

Contracts Management Requirements (64 semester hours)

- General Education (15 hours)
- Business Law
 - CCAF Internship
 - Contract Administration/Management
 - Contract Law
 - Government Contracting Principles
 - Pricing and Negotiation
 - Purchasing
- Leadership, Management, and Military Studies (6 hours)
- Program Elective (15 hours)
- Physical Education (4 hours)
- Technical Core (12-24 hours)
- Technical Electives (up to 12 hours)

DeANZA COLLEGE

Business/Computer Systems Division
Materials Management Program
21250 Stevens Creek Boulevard
Cupertino, CA 95014
Telephone: (408) 864-5678
URL: www.deanza.fhda.edu

Point of Contact: David Stringer
Materials Management Program Coordinator
Telephone: (408) 864-8539
E-mail: stringerdavid@fhda.edu

[go to state index](#) | [go to college list](#)

? **Certificate of Achievement—Materials Management**

- Business Negotiation
- Production Control and Inventory Management

Plus nine courses, which includes:

- Contract Administration
- Contracts for Buyers

Certificate of Proficiency (Certificate of Completion plus the following)

- Business Negotiation
- Contracts for Buyers
- Financial Accounting
- Production Control and Inventory Management

Plus at least 12 courses, which includes:

- Contract Administration

? **Materials Management Degree** (Certificate of Completion in Materials Management plus the following courses)

- Business Negotiation
- Contracts for Buyers
- Financial Accounting
- Introduction to Business
- Logistics
- Principles of Pricing
- Production Control and Inventory Management

Plus at least 21 units, which includes:

- Contract Administration

FLORIDA INSTITUTE OF TECHNOLOGY

150 West University Boulevard

Melbourne, FL 32901-6975

Telephone: (321) 674-8000

URL: www.fit.edu



[go to state index](#) | [go to college list](#)

? **Professional Master of Business Administration (PMBA) Concentration in Acquisition and Contract Management**

Core Requirements

- Advanced Analytical Methods for Management
- Corporate Finance
- Decision Theory
- Or
- Intermediate Managerial Statistics
- Economics for Business
- Information Systems
- Managerial Accounting
- Marketing Management
- Management Theory and Thought
- Or
- Organizational Behavior
- Policy and Strategy for Business

Electives

In addition to the nine core courses, students electing the PMBA with a concentration in acquisition and contract management are also required to take three elective courses. These electives must be selected from the list of contracts courses.

? **Master of Science in Acquisition and Contract Management (MS/ACM)**

Degree Requirements

The MS/ACM degree is conferred upon students who have successfully completed 33 credit hours of graduate course work plus other course requirements as listed on the student's approved Graduate Program Plan.

Program Prerequisites

- Basic Economics
- Financial Accounting

Required Courses

- Contract and Subcontract Formulation
- Contract Changes, Terminations and Disputes
- Contract Management Research Seminar
- Contract Negotiations and Incentive Contracts
- Corporate Finance
- Cost Principles, Effectiveness, and Control
- Managerial Accounting
- Organizational Behavior
- Procurement and Contract Management

Electives

- Advanced Procurement and Contract Management
- Business and Legal Aspects of Intellectual Property
- Business Ethics
- Cost and Economic Analysis
- Government Contract Law
- Management and Administration of Contracts
- Materiel Acquisition Management
- Program Management
- Special Topics in Contracts Management

? **Master of Science in Logistics Management (MS/LM)**

Degree Requirements

The degree of Master of Science in Logistics Management is conferred upon students who have successfully completed 33 credit hours of graduate course work plus other course requirements as listed on the student's approved Graduate Program Plan.

? **Master of Science in Management with a Concentration in Acquisition and Contract Management (MSM/ACM)**

Program Prerequisite

- College Algebra

Electives

- Advanced Procurement and Contract Management
- Business and Legal Aspects of Intellectual Property
- Contract and Subcontract Formulation
- Contract Changes, Terminations and Disputes

- Contract Management Research Seminar
- Contract Negotiations and Incentive Contracts
- Cost Principles, Effectiveness and Control
- Government Contract Law
- Management and Administration of Contracts
- Materiel Acquisition Management
- Procurement and Contract Management
- Special Topics in Business
- Special Topics in Contract Management

? **Master of Science in Management Concentration in Logistics Management (MSM/LM)**

Program Prerequisite

- College Algebra

Required Courses

- Basic Economics
- Corporate Finance
- Financial Accounting
- Information Systems
- Introductory Managerial Statistics
- Management of Theory and Thought
- Personnel Management and Industrial Relations
- Program Management

Electives

- Cost and Economic Analysis
- Distribution Management
- Logistics Policy
- Management and Administration of Contracts
- Materiel Acquisition Management
- Procurement and Contract Management
- Production and Operations Management
- Special Topics in Business
- Systems Analysis and Modeling
- Systems and Logistics Support Management

? **Master of Science in Material Acquisition Management (MS/MAM)**

The degree of Master of Science in Materiel Acquisition Management is conferred upon students who have successfully completed 33 credit hours of graduate course work plus other course requirements as listed on the student's approved Graduate Program Plan.

Required Courses

- Managerial Accounting
- Corporate Finance
- Introductory Managerial Statistics
- Program Management
- Personnel Management and Industrial Relations
- Basic Economics

- Decision Theory
Or
- Decision Analysis
- Materiel Acquisition Management
Or
- Procurement and Contract Management

? **Graduate Certificate in Contract Management**

The Graduate Certificate in Contract Management will consist of one required course and four elective courses:

Required

- Procurement and Contract Management

Elective Courses

- Advanced Procurement and Contract Management
- Contract and Subcontract Formulation
- Contract Changes, Terminations and Disputes
- Contract Management Research Seminar
- Contract Negotiations and Incentive Contracts
- Cost Principles, Effectiveness and Control
- Special Topics in Contract Management

? **Graduate Certificate in Logistics**

The graduate certificate in logistics consists of one required course and four elective courses:

Required

- Program Management

Elective Courses

- Distribution Management
- Inventory Control and Management
- Logistics Policy
- Management and Administration of Contracts
- Management of Assets
- Materiel Acquisition Management
- Procurement and Contract Management
- Production and Operations Management
- Systems Analysis and Modeling
- Systems and Logistics Support Management

GEORGE WASHINGTON UNIVERSITY
 School of Business and Public Management
 2121 G Street, NW, Suite 403
 Washington, DC 20052
 Telephone: (202) 994-7375



Fax: (202) 994-4930
URL: www.sbp.m.gwu.edu/mgt/

Points of Contact: Elizabeth Wright
Director, Master of Science in Acquisition Management
Telephone: (202) 994-7462
Fax: (202) 994-4930
E-mail: ewright@gwu.edu

Jeff Adams
Assistant Director, Master of Science in Acquisition Management
Telephone: (202) 994-7462
E-mail: jadams@gwu.edu

[go to state index](#) | [go to college list](#)

? **Master of Science in Acquisition Management**

Students in this program will examine the planning, budgetary, negotiation, decision-making and policy environment of procurement. The student will also acquire a thorough knowledge of the emerging concept of the supply chain and the effective tools for its management.

Required Courses

- Government Contract Administration
- Governmental Budgeting
- Individual and Group Dynamics
- Or
- Organizational Management
- Logistics Management
- Operations Strategy
- Pricing and Negotiation
- Project Management
- Purchasing and Materials Management
- Systems Procurement and Project Management

Elective Courses

- Procurement and Contracting,
- Or
- Legislative Management and Congress
- Executive Decision Making
- Or
- Case Studies in Information Systems

GEORGE WASHINGTON UNIVERSITY LAW SCHOOL

2000 H Street, NW
Washington, DC 20052
Telephone: (202) 994-6261
URL: www.law.gwu.edu



Point of Contact: Patty Tobin
Telephone: (202) 739-0629

Fax: (202) 994-9817
E-mail: ptobin@main.nlc.gwu.edu
URL: www.law.gwu.edu/govcon/default.asp

[go to state index](#) | [go to college list](#)

? **Master of Laws Degree Program in Government Procurement Law**

Degree Requirements

Completion of 24 credit hours that include a minimum of 10 hours in government procurement law core courses and 4 hours of thesis.

Core Courses

- Formation of Government Contracts
- Performance of Government Contracts
- Government Contracts Cost and Pricing
- Graduate Government Contracts Placement
- One or more government contracts seminars:
 - Government Procurement and Environmental Law
 - Claims and Litigation
 - Litigating Protests

HOWARD UNIVERSITY

School of Business
2600 Sixth Street, NW
Washington, DC 20059
Telephone: (202) 806-1500
Fax: (202) 806-5934
URL: www.howard.edu



Point of Contact: Dr. Barron Harvey
Dean
E-mail: bharvey@howard.edu

[go to state index](#) | [go to college list](#)

Howard University has established a Supply Chain Management Center to support the development of the supply chain management curriculum and to manage the program.

? **Master of Business Administration in Supply Chain Management**

Courses

- Advanced Supply Chain Management
- E-commerce in Supply Chain Management
- Government Acquisition
- Introduction to Acquisition
- Introduction to Supply Chain Management
- Total Quality Management

Quarter 4

- Acquisition Management and Contract Administration
- Contract Management Seminar
- Management of Information Technology
- Policy Analysis
- Public Policy and Budgeting

Quarter 5

- Contract Mgmt Seminar
- Contracting for Major Systems
- Operations Research for Management
- Thesis

Quarter 6

- Acquisition and Contracting Policy
- Contract Mgmt Seminar
- Strategic Management
- Thesis
- Curriculum Option
 - Corporate Financial Management
 - Cost Accounting
 - Defense Technology Policy
 - Financial Management for Acquisition Managers
 - Internal Control and Auditing
 - Logistics Engineering
 - Principles of Acquisition Production and Quality Management
 - Seminar in Acquisition and Contract Management
 - Strategic Planning and Policy for Logistics Managers

NORTHERN VIRGINIA COMMUNITY COLLEGE

Alexandria Campus
3001 North Beauregard Street
Alexandria, VA 22311-5097
Telephone: (703) 845-6200
URL: www.nv.cc.va.us



[go to state index](#) | [go to college list](#)

? **Acquisition and Procurement Associate Degree in Applied Science**

This curriculum is designed for persons who plan to seek employment in acquisition and procurement positions and for those presently in acquisition and procurement positions who seek career advancement. The occupational objectives include project manager, procurement analyst, contract administrator, contract specialist, contract negotiator, contract price analyst, and contract termination specialist.

The first two semesters of the curriculum are similar to other curricula in business. However, in the second year students will pursue an individual specialty in acquisition and procurement. The curriculum includes technical courses in acquisition and procurement, courses in related areas, and courses in general education. Instruction will include both the theoretical concepts and the practical applications needed for future success in the acquisition and procurement field.

Year 1

- Applied Business Math
- College Composition I and II
- Introduction to Acquisition and Procurement Fundamentals I and II
- Introduction to Mathematics
- Introduction to Microcomputer Software
- Introduction to Speech Communication
- Lifetime Fitness and Wellness
- Survey of Economics
- Electives

Year 2

- Advanced Acquisition and Procurement Management I and II
- Contract Administration
- Contract Law
- Cooperative Education in Acquisition and Procurement *or* acquisition elective
- Cost and Price Analysis
- Introduction to Business Statistics
- Negotiations of Contracts and Contract Modification
- Physical Education option
- Principles of Accounting I and II
- Principles of Management

PRINCE GEORGE'S COMMUNITY COLLEGE

301 Largo Rd

Largo, Maryland 20774-2199

Telephone: 301-336-6000

E-mail: enrollmentservices@pgcc.edu

URL: <http://pgweb.pg.cc.md.us/index.html>

Point of Contact: Robert Wiedefeld
Chair, Business Management
Telephone: 301-322-0115

[go to state index](#) | [go to college list](#)

? Elective Classes

Noncredit Courses

- Contract Opportunities in the State and County
- Writing Proposals for Government Contracts
- Types of Government Contracts
- Contracting Negotiations Techniques
- Sub-contracting with the Government
- Government Contracting: Marketing Your Business to the Government (0.5CEU)

Credit Courses

- Contract Administration

