



FPM 232 Applications in Contracting

Three-Day Instructor-Led Training

Classroom or Virtual

This course will allow you the opportunity to practice acquisition planning in an integrated team setting through lecture, discussion, case studies, and practical exercises. You will discover how the project/program manager differentiates duties and responsibilities while working with the contracting officer and contracting officer's representative (COR) to assemble a comprehensive acquisition plan while accounting for contract risks; conducting market research; building effective contract incentives; navigating the challenges inherent with nondevelopmental and commercial item acquisitions; and crafting performance work statements (PWSs), statements of objectives (SOOs), and statements of work (SOWs).

Upon successful completion of this course, you will clearly understand how to fulfill mid-level program/project management obligations. Learning objectives for this course are aligned to the mid-level Federal Acquisition Certification for Program and Project Managers (FAC-P/PM) performance outcomes for the contracting competency.

You will learn how to:

- Examine the leadership and management processes associated with acquisition planning.
- Interpret the differences in business processes between industry and the federal government as they relate to contracting.
- Correlate the relationship between the acquisition strategy and the acquisition plan.
- Formulate an acquisition strategy, which includes a comprehensive contracting approach that accounts for contract risks.
- Illustrate the basis for building and maintaining effective contract incentive relationships.
- Differentiate the key features of preaward actions, contracting methods, and policy required by the *Federal Acquisition Regulation (FAR)*.
- Conduct market research, including considerations for using nondevelopmental and commercial items, as well as socioeconomic considerations.
- Account for the factors that determine how commercial-off-the-shelf (COTS) products may affect a program during acquisition planning.
- Formulate the key features of a comprehensive project PWS, SOO, or SOW.

- ☑ Clarify source selection criteria including risk analysis methods and considering FAR part 15 and subpart 15.3.
- ☑ Apply and track contract administrative actions in collaboration with the program COR.
- ☑ Administer a negotiated baseline of performance with operational users and the corresponding commercial and/or organic support providers.
- ☑ Assist the contracting officer in negotiations with industry for the required level of contract performance.
- ☑ Implement modular contracting strategies for information technology (IT) projects.
- ☑ Demonstrate and apply the knowledge and skills required to perform the responsibilities of a COR.

Learning Path

You must have already completed the FAC-P/PM level 1 training program. You are encouraged, but not required, to complete the FAC-P/PM level 2 training program in order.

FPM 231, Applications in Project and Program Management

FPM 232, Applications in Contracting

FPM 233, Applications in Business, Cost, and Financial Management

FPM 234, Applied Leadership in Project and Program Management

Credits and Certification

This project management skills training offers you the opportunity to earn the following credits and certifications:

- ☑ FPM 232 satisfies the training requirements contained in the **Mid-Level Federal Acquisition Certification for Program and Project Managers (FAC-P/PM)** contracting competency area.
- ☑ Successful completion of this course earns **24** continuous learning points (CLPs).

General Schedule

This course spans three days and is presented in the classroom or virtually. Classroom offerings meet for eight hours per day, while virtual instructor-led training offerings meet for six and one-half hours per day, with offline assignments making up the remainder of the time.