

Acquisition Flash: FAC-C (Professional) Curriculum Update

Addition of CON 7300V: Price Analysis to FAC-C (Professional) Certification

As outlined in the [Federal Acquisition Certification in Contracting \(FAC-C\) Modernization memorandum dated January 19, 2023](#), a review and curriculum update will occur periodically. John Tenaglia, Principal Director of Defense Pricing, Contracting and Acquisition Policy within the Department of War (DoW) approved the mandatory inclusion of CON 7300V: Price Analysis for the DoW Contracting Professional Certification starting October 1, 2026.

Effective November 1, 2026, CON 7300V: Price Analysis will become a mandatory course requirement for the civilian agency FAC-C (Professional) certification. Adding CON 7300V to the certification will strengthen foundational pricing capabilities across the civilian agency acquisition workforce and ensures continued alignment and reciprocity with Department of War (DoW) acquisition standards.

Key Insights Driving This Decision

- Four years of experience under the modernized certification framework have highlighted the need for more structured, dedicated price analysis training.
- Evaluation of empirical exam data confirmed that price analysis remains the single largest competency gap for contracting professionals.
- Dedicated price analysis training will provide contracting professionals the critical skills needed to deliver affordable solutions to their program customers and better value to the American taxpayer.

Contracting Certification Reciprocity MOU Maintained

The Reciprocity Memorandum of Understanding (MOU) between the Office of Federal Procurement Policy and Defense Pricing, Contracting and Acquisition Policy remains fully active. Certifications and equivalent coursework completed across DoW and federal civilian agencies will continue to be recognized.

Civilian Workforce Implementation Guidance

To ensure a seamless transition for civilian acquisition professionals currently pursuing or maintaining certification, the following implementation rules apply:

- Individuals currently working toward their FAC-C (Professional) certification who have not received approval of their certification application package by October 31, 2026, are required to complete CON 7300V.
- Candidates in the process of passing the Contracting Certification Exam or achieving their one-year of experience **will need to complete CON 7300V effective November 1, 2026.**

Workforce Impact & Enrollment Priorities

- Certification Exam Continuity: The overall structure and competencies evaluated in the Contracting **Certification Exam remain unchanged**. CON 7300V is designed to better prepare candidates for exam pricing questions.
- Currently Certified Professionals: Contracting professionals who are already certified will remain certified and will not be required to complete CON 7300V. These professionals, however, can complete CON 7300V as part of their Continuous Learning Point (CLP) requirements.
- Registration Priority: Candidates actively pursuing their FAC-C (Professional) certification (i.e., Completion of Con 1300 or higher) will receive priority enrollment in CON 7300V classes during FY 2027. FAI course sessions are open for registration in FAI CSOD.

Effective November 1, 2026, the recommended curriculum path for FAC-C (Professional) is:

Registration Order	Course Number	Course Title
1	CON 1100V	Contract Foundational Skills
2	CON 1200V	Contract Pre-Award
3	CON 1300V	Contract Award
4	CON 7300V	Price Analysis
5	CON 1400V	Contract Post-Award
6	CON 3900V / 3910	Online Certification Exam Prep (self-pace)
7	CON 3990V	Contracting Certification Exam

For questions regarding the FAC-C (Professional) certification, certification procedures, please contact FAIregistrar@gsa.gov or your [agency ACM](#) or [small agency representative](#).