

Acquisition of Commercial Products and Commercial Services

Course Number: 1018

Length: 2 Days

Primary Delivery Method: Instructor-led live classroom

Alternative Delivery Methods:

Course Description

Leverage a nuanced understanding of FAR part 12 to effectively streamline the process for acquiring commercial products and commercial services to save your project time and money. Learn how to determine what a commercial product or commercial service is and follow a more efficient and cost-effective acquisition strategy. Identify the difference in the process for noncommercial acquisitions from requirements definition to contract award. You will leave class with the ability to take advantage of this acquisition approach through analysis of relevant case studies.

Intended Audience

This course is designed for both government and private sector individuals involved in contracting or subcontracting for commercial products or commercial services, in accordance with FAR part 12.

Course Learning Objectives

- Determine if the item or service to be acquired is a commercial product or commercial service
- Solicit, evaluate, and award in accordance with FAR Part 12
- Administer a contract for commercial products or commercial services

Course Additional Features

- Producer Support
- Technical Support Team
- Dedicated In-House Accessibility/Section 508 Compliance
- Student Resource Guides

All details about the Additional Features are available on this page. [Click here to Explore](#)

Course Schedule

DAY ONE	
MORNING	Lesson 1: Introduction to Commercial Product and Commercial Service Acquisition
	Lesson 2: Defining the Requirement
LUNCH	

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AFTERNOON	Lesson 3: Using Required Sources
	Lesson 4: Preparing the Solicitation
HOMEWORK	Review Lessons 1 to 4. Read Lessons 5 to 7.

DAY TWO	
MORNING	Lesson 5: Publicizing
	Lesson 6: Evaluation and Award
LUNCH	
AFTERNOON	Lesson 6: Evaluation and Award, <i>continued</i>
	Lesson 7: Contract Administration
	Course Evaluation

Learning Methods

Lecture, discussion, exercises, and independent readings

Credits

National Association of State Boards of Accountancy (NASBA)

- Field of Study: Finance
- Level: Basic
- CPEs: 16

Professional Development Units (PDUs)

- Credits: 14

Continuous Learning Points (CLPs)

- Credits: 16

Management Concepts Certificate Program Relationship

Acquisition of Commercial Products and Commercial Services

This is an elective course in the following program(s):

- [Business Analysis and Requirements Management Master Track](#)
- [Project Management Master Track](#)
- [Agile in Government Master Track](#)
- [Program Management Certificate Program](#)

Prerequisites

Suggested

- [Introduction to Federal Contracting](#)

Pework

There is no prework required for this course.

Requirements for Successful Completion

Full (100%) attendance is expected and required. Successful completion of the course depends on full class attendance and active participation in individual and group exercises.

Follow-On Resources

- [Simplified Acquisition Procedures](#)
- [Market Research](#)
- [Task and Delivery Order Contracting](#)
- [Contract Administration](#)

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Ready to Enroll?



See the most recent course information and scheduled classes at this link:
<https://www.managementconcepts.com/course/id/1018>



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