

# Contracting with Small Business Concerns

**Course Number:** 1027

**Length:** 3 Days

**Primary Delivery Method:** Instructor-led live classroom

**Alternative Delivery Methods:**

## Course Description

Explore the policies, procedures, and problems associated with the socioeconomic programs enacted by Congress that provide contracting and acquisition opportunities solely for small businesses. You will learn the benefits and drawbacks of contracting with a small business through case studies and real-world examples.

## Intended Audience

This course is designed for acquisition professionals (government or contractor) interested in learning about small business programs.

## Course Learning Objectives

- Describe the different socioeconomic programs required by the Federal Acquisition Regulation (FAR)
- Determine which program or programs to use in a particular acquisition

## 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 Federal Socioeconomic Programs
	Lesson 2: People and Agencies Involved in Small Business Contracting
LUNCH	
AFTERNOON	Lesson 3: Planning to Contract with Small Business Concerns
HOMEWORK	Review lessons 1 to 3, read lessons 4 to 6.

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## DAY TWO

MORNING	Lesson 4: The 8(a) Program
	Lesson 5: Set-Aside Programs for Specific Groups of Small Businesses
LUNCH	
AFTERNOON	Lesson 6: Small Business Set-Asides
HOMEWORK	Read lessons 7 to 8.

## DAY THREE

MORNING	Lesson 6: continued
	Lesson 7: Subcontracting
LUNCH	
AFTERNOON	Lesson 8: Other Programs
	Course Wrap up and Evaluation

## Learning Methods

Lecture, discussion, practical exercises, case studies, and independent readings

## Credits

### National Association of State Boards of Accountancy (NASBA)

- Field of Study: Finance
- Level: Basic
- CPEs: 24

### Professional Development Units (PDUs)

- Credits: 21

### Continuous Learning Points (CLPs)

# Contracting with Small Business Concerns

- Credits: 24

## Management Concepts Certificate Program Relationship

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This is a core course in the following program(s):

- [Small Business Professional](#)

## Prerequisites

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There are no prerequisites for this course.

## Pework

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There is no prework required for this course.

## Requirements for Successful Completion

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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

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- [SBP 2020V: Intermediate Small Business Programs, Part B](#)
- [SBP 2100V Subcontracting](#)
- [Federal Contract Law](#)

# Contracting with Small Business Concerns

## Ready to Enroll?



See the most recent course information and scheduled classes at this link:  
<https://www.managementconcepts.com/course/id/1027>



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