

Best Value Source Selection Using Tradeoffs

Course Number: 1074

Length: 2 Days

Primary Delivery Method: Instructor-led live classroom

Alternative Delivery Methods:

Course Description

Learn how to appropriately use the tradeoff approach to yield a best-value acquisition. You will practice the strategy of achieving best value in negotiated procurements using the tradeoff process by analyzing source selection cases and applying your learning to real-world scenarios that will make your next acquisition a success.

Intended Audience

This course is designed for members of an acquisition team who expect to participate in a tradeoff source selection.

Course Learning Objectives

- Use the tradeoff method to select the best value offer for award

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 Best Value Source Selection Using Tradeoffs
	Lesson 2: Acquisition Planning
LUNCH	
AFTERNOON	Lesson 3: Selecting Evaluation Factors
	Lesson 4: Evaluating Technical and Cost Proposals

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HOMEWORK	Review lessons 1 to 4, read lessons 5 to 9.
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DAY TWO	
MORNING	Lesson 5: Exchanges Other Than Negotiations
	Lesson 6: Establishing the Competitive Range and Holding Negotiations
LUNCH	
AFTERNOON	Lesson 7: Selecting a Contractor for Award
	Lesson 8: Notifications and Debriefings
	Lesson 9: Protests
	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: Intermediate
- CPEs: 16

Professional Development Units (PDUs)

- Credits: 14

Continuous Learning Points (CLPs)

- Credits: 16

Management Concepts Certificate Program Relationship

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

Best Value Source Selection Using Tradeoffs

- [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](#)
- [Contracting Officer's Representative Course](#)

Pework

There is no pework 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

- [Source Selection](#)

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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/1074>



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