

SBP 2020V: Intermediate Small Business Programs, Part B

Course Number: 1227

Length: 7 Days

Primary Delivery Method: Instructor-led online (synchronous)

Alternative Delivery Methods:

Course Description

Prepare to work effectively with acquisition teams throughout the acquisition lifecycle. Mid-level and contracting professionals will demonstrate their understanding of Part A concepts by drafting market research strategies, justifying acquisition approaches, analyzing subcontractor participation, and responding to the Small Business Administration Ombudsman's Inquiry. As a capstone to the course, participants will help each other in resolving small business issues similar to what they may be currently confronting in their agencies.

Intended Audience

Seasoned small business professionals (SBPs) and contracting professionals who are eager to expand their knowledge of small business programs. These professionals are driven to enhance their cross-functional skills and excel in tackling intricate business scenarios.

Course Learning Objectives

- Define the roles of the small business professional through the acquisition process
- Assist the acquisition team to engage early in the acquisition process
- Assist small businesses to participate in federal government contracting
- Devise acquisition strategies that maximize small business utilization
- Apply relevant regulation and policy to the solicitation and evaluation processes to ensure that they incorporate small business utilization to the maximum practicable extent
- Advise acquisition teams on post-award small business matters
- Advise the acquisition team on how small businesses can help strategically in meeting DoD's acquisition needs and by building the defense industrial base

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

SBP 2020V: Intermediate Small Business Programs, Part B

MORNING	Lesson 1: Introduction and Small Business Fundamentals
LUNCH	
AFTERNOON	Lesson 2: Pre-Solicitation and Initial Planning

DAY TWO

MORNING	Lesson 2: Pre-Solicitation and Initial Planning, continued
LUNCH	
AFTERNOON	Lesson 3: Assisting Small Businesses

DAY THREE

MORNING	Lesson 3: Assisting Small Businesses, continued
LUNCH	
AFTERNOON	Lesson 4: Acquisition Strategies

DAYFOUR

MORNING	Lesson 4: Acquisition Strategies, continued
LUNCH	
AFTERNOON	Lesson 4: Acquisition Strategies, continued

DAY FIVE

MORNING	Lesson 4: Acquisition Strategies, continued
LUNCH	
AFTERNOON	Lesson 5: Solicitation Development

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DAY SIX	
MORNING	Lesson 5: Solicitation Development, continued
LUNCH	
AFTERNOON	Lesson 6: Post-Award

DAY SEVEN	
MORNING	Lesson 6: Post-Award, continued
LUNCH	
AFTERNOON	Lesson 7: Putting It All Together
	Exam

Learning Methods

Individual, small-group, and large-group exercises; lecture, discussion, case study, action planning

Credits

National Association of State Boards of Accountancy (NASBA)

- Field of Study: Finance
- Level: Intermediate
- CPEs: 56

Professional Development Units (PDUs)

- Credits: 49

Continuous Learning Points (CLPs)

- Credits: 56

Prerequisites

SBP 2020V: Intermediate Small Business Programs, Part B

Mandatory

- SBP 2010 Intermediate Small Business Programs, Part A

Prework

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.

Participants must achieve at least 80% (40 of 50 total points) on the following graded activities:

- Final Exam: 30 points
- Class Participation: 20 points

Follow-On Resources

- [SBP 2100V Subcontracting](#)
- [Market Research](#)
- [Statement of Work \(SOW\) Workshop](#)
- [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/1227>



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