

CON 1200: Contract Pre-Award

Course Number: 1232

Length: 8 Days

Primary Delivery Method: Instructor-led online (synchronous)

Alternative Delivery Methods:

Course Description

Build a foundation in essential contracting skills and competencies, such as general principles related to defining requirements, market research, acquisition planning, and solicitation development. In addition to these foundational skills, you will become familiar with principles from an industry viewpoint, including business development, capture management, and the proposal development process.

This course is one of four courses within the Contracting Certification Training Program, based upon specific competencies within the DoD Contracting Competency Model. The main objective of this program is to enable contracting specialists to be prepared for a career in the contracting profession.

CON 1200 aims to provide participants with both the government and industry perspective within the pre-award process.

Intended Audience

This course is designed for entry-level contracting professionals, and is the second of four courses preparing participants for the Contracting Certification Exam.

Course Learning Objectives

- Explain the role of CON 1200 within the DAU Contracting Certification Training program
- Summarize the steps required to effectively shape internal customer requirements
- Summarize the major elements of performing risk analysis through acquisition planning
- Summarize contractor strategies and motivations in the competitive processes
- Recognize effective teaming and joint venture arrangements
- Recognize how a contractor executes a sales plan
- Summarize the major components of formulating an acquisition strategy
- Summarize the steps required to effectively shape internal customer requirements

Course Additional Features

- Producer Support
- Technical Support Team
- Extended Learning Bursts
- Dedicated In-House Accessibility/Section 508 Compliance
- Student Resource Guides
- AI Prompts

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

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Course Schedule

DAY ONE	
MORNING	Lesson 1: CON 1200 Introduction and Overview
	Lesson 2: Defining, Describing, and Shaping Customer Requirements
LUNCH	
AFTERNOON	Lesson 3: Understanding Markets and Suppliers

DAY TWO	
MORNING	Lesson 3: Understanding Markets and Suppliers, continued
	Lesson 4: Acquisition Planning
LUNCH	
AFTERNOON	Lesson 4: Acquisition Planning, continued
	Lesson 5: Executing a Sales Plan: Business Development and Capture (Industry)

DAY THREE	
MORNING	Lesson 5: Executing a Sales Plan: Business Development and Capture (Industry), continued
	Lesson 6: Components of Acquisition Strategy
LUNCH	
AFTERNOON	Lesson 6: Components of Acquisition Strategy, continued
	Lesson 7: Shaping Internal Customer Requirements

DAY FOUR	
MORNING	Lesson 7: Shaping Internal Customer Requirements, continued

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	Lesson 8: Evaluating a Solicitation
LUNCH	
AFTERNOON	Lesson 8: Evaluating a Solicitation, continued
	Lesson 9: Small Business Act Contracting Requirements

DAY FIVE

MORNING	Lesson 9: Small Business Act Contracting Requirements, continued
	Lesson 10: Executing a Sales Plan: Solicitation to Proposal
LUNCH	
AFTERNOON	Lesson 10: Executing a Sales Plan: Solicitation to Proposal, continued
	Lesson 11: Elements of a Solicitation

DAY SIX

MORNING	Lesson 11: Elements of a Solicitation, continued
LUNCH	
AFTERNOON	Lesson 12: Terms and Conditions of a Solicitation

DAY SEVEN

MORNING	Lesson 12: Terms and Conditions of a Solicitation, continued
	Lesson 13: Informing Industry: Publicizing Contract Actions
LUNCH	
AFTERNOON	Lesson 13: Informing Industry: Publicizing Contract Actions, continued
	Lesson 14: The Proposal: Preparing the Offer

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DAY EIGHT	
MORNING	Lesson 14: The Proposal: Preparing the Offer, continued
	Lesson 15: Amending the Solicitation
LUNCH	
AFTERNOON	Lesson 15: Amending the Solicitation, continued

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: Basic
- CPEs: 64

Professional Development Units (PDUs)

- Credits: 56

Continuous Learning Points (CLPs)

- Credits: 64

American Council on Education™ (ACE) Recommendation

August 2024 to September 2027: In the upper-division baccalaureate degree category, 4 semester hours in Procurement Management.

Prerequisites

Mandatory

- CON 1100: Contract Foundational Skills: <https://www.managementconcepts.com/course/id/1231>

Pework

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No prework is 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% (80 of 100 total points) on the following graded activities:

- Final Exam: 80 points
- Class participation: 20 points

Follow-On Resources

- [CON 1300: Contract Award](#)
- [CON 1400: Contract Post-Award](#)

CON 1200: Contract Pre-Award

Ready to Enroll?



See the most recent course information and scheduled classes at this link:
<https://www.managementconcepts.com/course/id/1232>



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