

CON 1300: Contract Award

Course Number: 1233

Length: 8 Days

Primary Delivery Method: Instructor-led online (synchronous)

Alternative Delivery Methods: Instructor-led live classroom

Course Description

Discover the skills and competencies that contracting specialists must acquire and apply throughout their careers. This course addresses skills and competencies most basic and fundamental to the contracting professional specific to contract award, which includes conducting cost or price analysis, planning negotiations, selecting a source, and understanding protests.

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

CON 1300 aims to provide participants with both the government and industry perspective within the award process.

Intended Audience

This course is designed for early career contracting professionals and is the third of four courses preparing participants for the Contracting Certification Exam.

Course Learning Objectives

- Recognize key offer elements
- Summarize contract risk, including cost, schedule, and performance risk
- Summarize the proposal analysis techniques
- Given a contractor's offer, perform price analysis
- Summarize cost analysis techniques
- Summarize cost realism analysis techniques
- Document the proposal analysis results
- Given the FAR, DFARS, and PGI, summarize the policies and procedures for planning contract negotiations
- Outline the process for the initial screening of offers
- Summarize the process for evaluating offers
- Select the negotiation principles applicable to government contracting
- Recognize actions required for the final award decision
- Outline the process for requesting and preparing final offer revisions
- Summarize the steps for finalizing the contract award
- Summarize the steps to document the outcome of an offer
- Summarize the aspects of managing disagreements from seller's perspective
- Summarize the aspects of managing disagreements from buyer's perspective

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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](#)

Course Schedule

DAY ONE	
MORNING	Lesson 1: Introduction
LUNCH	
AFTERNOON	Lesson 2: Screen and Evaluate Proposals

DAY TWO	
MORNING	Lesson 2: Screen and Evaluate Proposals, continued
LUNCH	
AFTERNOON	Lesson 2: Screen and Evaluate Proposals, continued

DAY THREE	
MORNING	Lesson 2: Screen and Evaluate Proposals, continued
LUNCH	
AFTERNOON	Lesson 2: Screen and Evaluate Proposals, continued

DAY FOUR	
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MORNING	Lesson 2: Screen and Evaluate Proposals, continued
LUNCH	
AFTERNOON	Lesson 2: Screen and Evaluate Proposals, continued
	Screen and Evaluate Proposals—Exam

DAY FIVE

MORNING	Lesson 3: Exchanges and Negotiations
LUNCH	
AFTERNOON	Lesson 3: Exchanges and Negotiations, continued

DAY SIX

MORNING	Lesson 4: Selection and Award
LUNCH	
AFTERNOON	Lesson 4: Selection and Award, continued

DAY SEVEN

MORNING	Lesson 4: Selection and Award, continued
LUNCH	
AFTERNOON	Lesson 5: Notify Offerors and Conduct Post-Award Debriefings
	Lesson 6: Manage Disagreements

DAY EIGHT

MORNING	Lesson 7: Case Study
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LUNCH	
AFTERNOON	Lesson 7: Case Study, continued
	Final 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: 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

There are no prerequisites for this course.

Suggested

- [CON 1100 Contract Foundational Skills](#)
- [CON 1200 Contract Pre-Award](#)

Pework

There is no prework required for this course.

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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% (160 of 200 total points) on the following graded activities:

- Reflection Assignment: 25 points
- Screen and Evaluate Proposals (Lesson 2) Exam: 50 points
- Case Study Total: 55 points
 - Case Study Part 0: 5 points
 - Case Study Part 1: 10 points
 - Case Study Part 2: 10 points
 - Case Study Part 3: 10 points
 - Case Study Part 4: 10 points
 - Case Study Part 5: 10 points
- Class Participation: 20 points
- Final Exam: 50 points

Follow-On Resources

- [CON 1400: Contract Post-Award](#)
- [Cost and Price Analysis](#)
- [Advanced Source Selection](#)
- [Federal Contract Negotiation Techniques](#)

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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/1233>



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