

ACQ 265: Mission-Focused Services Acquisition

Course Number: 1265

Length: 3.5 Days

Primary Delivery Method: Instructor-led live classroom

Alternative Delivery Methods: Instructor-led online (synchronous)

Course Description

Explore how to effectively assess, evaluate, and manage contractors to help ensure that the acquisition of services from contractors satisfies mission needs. You will learn practical techniques to develop and define service requirements and manage the resulting contractor performance. You will apply the seven-step services acquisition process to numerous team-based exercises.

Intended Audience

All members of service acquisitions teams including contracting officer's representatives, quality assurance reviewers, contract specialists, and those involved in developing and executing performance requirements, devising business strategies, and assessing contractor-provided services.

Client-Provided Facility Requirements

- White board with markers and eraser
- 1 computer per participant with Internet and Microsoft Office 2010
- Internet required for instructor computer
- DVD player

Course Learning Objectives

- Assess the importance of the planning phase as outlined in the Guidebook for Services Acquisition
- Design an effective requirements document as outlined in the Guidebook for Services Acquisition
- Evaluate effective processes for selecting a contractor and assessing contract performance as outlined in the Guidebook for Services 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

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DAY ONE

MORNING	Course Introduction
	Lesson 1: Planning a Services Acquisition
LUNCH	
AFTERNOON	Lesson 1: Continued
	Lesson 2: Developing Effective Requirements

DAY TWO

MORNING	Lesson 2: Continued
LUNCH	
AFTERNOON	Lesson 3: Writing the PWS
	Lesson 4: Finalizing the Strategy

DAY THREE

MORNING	Lesson 4: continued
LUNCH	
AFTERNOON	Lesson 4: continued
	Lesson 5: Performance Management and Reporting

DAY FOUR (1/2 DAY)

MORNING	Lesson 5: continued
	Course Evaluation and Exam

Learning Methods

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

Credits

National Association of State Boards of Accountancy (NASBA)

- Field of Study: Finance
- Level: Intermediate
- CPEs: 28

Professional Development Units (PDUs)

- Credits: 24.5

Continuous Learning Points (CLPs)

- Credits: 32

American Council on Education™ (ACE) Recommendation

August 2024 to July 2027: In the upper-division baccalaureate/associate degree category, 3 semester hours in Strategic Acquisition and Contract Management.

Third-Party Certification Relationship

This DAU-equivalent course qualifies as a FAC-C or DAWIA Level III elective.

Prerequisites

Mandatory

- CLC 013: Services Acquisition

Suggested

- CLC 004: Market Research
- CLE 028: Market Research for Engineering or Technical Personnel

Pework

Participants must complete reading assignments and a graded performance work statement assignment using the Acquisition Requirements Roadmap Tool (ARRT) before the first day of class.

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.

Participants must achieve at least 80% (128 out of 160 points) cumulatively on graded activities.

Follow-On Resources

- [ACQ 370: Acquisition Law](#)
- [Writing Performance Work Statements](#)
- [Performance-Based Service Acquisition](#)
- [Service Contract Labor Standards Statute Overview](#)

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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/1265>



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