

# SBP 2100V Subcontracting

**Course Number:** 1286

**Length:** 5 Days

**Primary Delivery Method:** Instructor-led online (synchronous)

**Alternative Delivery Methods:** Instructor-led live classroom

## Course Description

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This course provides an overview of subcontracting as a means of maximizing small business opportunities and the small business professional's (SBP's) role in advising on subcontracting requirements. In this course, you will cover a broad overview of subcontracting issues, requirements, and best practices within the federal contracting environment. Small business utilization is a large part of what federal SBPs do in their roles, but this course applies to many other kinds of small business professionals or those in adjacent roles.

## Intended Audience

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This course is designed for federally employed small business professionals (SBPs). It is also appropriate for other acquisition workforce members and industry professionals who want to gain a better understanding of small business programs.

## Course Learning Objectives

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- Summarize opportunities and requirements to maximize small business participation through subcontracting
- During the presolicitation phase of an acquisition, advise the acquisition team in pursuing a subcontracting strategy that maximizes small business participation
- Differentiate between assessing small business subcontracting plans and evaluating small business participation
- During the solicitation and award phase of an acquisition, assist the acquisition team in clearly describing subcontracting requirements of the solicitation, evaluating small business participation and past performance, assessing small business subcontracting plans, and negotiating any subcontracting issues with offerors
- During the postaward phase of an acquisition, support the contracting officer in monitoring compliance with subcontracting requirements
- Identify and address common postaward subcontracting situations

## Course Additional Features

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- 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](#)

# SBP 2100V Subcontracting

## Course Schedule

DAY ONE	
MORNING	Introduction
	Course Orientation
	Lesson 1: Subcontracting Overview
LUNCH	
AFTERNOON	Lesson 1: Subcontracting Overview, continued
	Lesson 2: Presolicitation: Developing a Small Business Subcontracting Strategy

DAY TWO	
MORNING	Lesson 2: Presolicitation: Developing a Small Business Subcontracting Strategy, continued
LUNCH	
AFTERNOON	Lesson 3: Requirements for Assessing Small Business Subcontracting Plans and Evaluating Small Business Participation

DAY THREE	
MORNING	Lesson 3: Requirements for Assessing Small Business Subcontracting Plans and Evaluating Small Business Participation, continued
	Lesson 4: Subcontracting Requirements During Solicitation and Award
LUNCH	
AFTERNOON	Lesson 4: Subcontracting Requirements During Solicitation and Award, continued

DAY FOUR	
MORNING	Lesson 4: Subcontracting Requirements During Solicitation and Award, continued

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	Lesson 5: Postaward Monitoring for Compliance with Subcontracting Requirements
LUNCH	
	Lesson 5: Postaward Monitoring for Compliance with Subcontracting Requirements, continued
AFTERNOON	Lesson 6: Additional Subcontracting Situations

DAY FIVE	
MORNING	Lesson 6: Additional Subcontracting Situations, continued
	Course Review
LUNCH	
AFTERNOON	Course Evaluations
	Final Exam

## Credits

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### National Association of State Boards of Accountancy (NASBA)

- Field of Study: Finance
- Level: Intermediate
- CPEs: 40

### Professional Development Units (PDUs)

- Credits: 35

### Continuous Learning Points (CLPs)

- Credits: 40

## Prerequisites

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### Suggested

- [SBP 2020V, Intermediate Small Business Programs, Part B](#)

# SBP 2100V Subcontracting

## Prework

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There is no prework required for this course.

## 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% (80 of 100 total points) on the following graded activities:

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

The *Class Participation Rubric* provides the criteria deemed necessary for positive active participation. The facilitator will use this rubric to provide feedback and grade the participant's level of participation based on the criteria of attendance/promptness, level of engagement in class, behavior, and listening.

Table: Class Participation RubricCriteria

Possible Points

**Attendance.** Did the participant regularly attend class? Was the participant prompt?

0–3 points

**Level of Engagement.** Did the participant make contributions to class discussions? Was the participant engaged in class and group activities?

0–10 points

**Behavior.** Did the participant abstain from exhibiting disruptive behavior? Was the participant respectful to the instructor and other participants?

0–3 points

**Listening.** Did the participant listen while others were talking? Did the participant build off the ideas of others?

0–4 points

**Total**

0–20 points

## Follow-On Resources

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- [Contract Administration](#)
- [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/1286>



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