

Acquisition & Contracting Performance Accelerator

Course Number: Coaching 9511

Primary Delivery Method: Virtual

Length: 3, 6, or 9 one-hour sessions conducted within 12 months

Course Description:

Enhance your skills and effectiveness with the Acquisitions & Contracting Performance Accelerator, a specialized program offering personalized, one-on-one sessions with subject matter experts. Designed for federal acquisition and contracting professionals, this program helps you optimize procurement strategies, ensure compliance, and drive mission-critical results. Each targeted session delivers expert guidance in key areas such as procurement planning, source selection, contract administration, small business engagement, performance-based services contracting, leading contracting teams, and excelling as a strategic business advisor. Whether you're navigating complex regulations, preparing for leadership roles, or aiming to increase your impact, these high-impact sessions provide practical insights, real-world strategies, and direct mentorship from experienced professionals. Strengthen your expertise, boost your performance, and confidently advance your career in federal acquisition and contracting.

Intended Audience:

Designed for federal acquisition and contracting professionals at all levels, this program builds expertise in mission-critical procurement and contract management. It offers essential guidance for navigating statutory and regulatory requirements, ensuring compliance, and optimizing acquisition strategies to support mission-driven goals.

Participants include:

- Contract Specialists & Contracting Officers
- Contracting Officer's Representatives (CORs)
- Procurement Analysts
- Small Business Specialists
- Acquisition Program Managers

Whether you're a new professional building a strong foundation in federal acquisition, a mid-career expert preparing for leadership in complex contracting environments, or a senior leader shaping procurement strategy and policy, this performance accelerator delivers targeted support tailored to your role and career goals.

What to Expect:

Each session is focused and results-oriented, designed to help you clarify goals, address key priorities, and build effective strategies for success in federal acquisition and contracting. You set the agenda, concentrating on your most pressing challenges, whether it's navigating changing procurement regulations, improving contract administration, strengthening risk management strategies, or optimizing supply chain performance. Your expert advisor offers structure, guidance, and practical strategies to help you refine your approach and increase your impact.

Your Subject Matter Expert customizes each session with strategies designed to help you reach your goals, including:

- **Performance Optimization Sessions** focused on real-time problem-solving, such as managing contract disputes, improving vendor oversight, or implementing corrective actions.
- **Strategic Development Planning** to support long-term career growth and leadership advancement in acquisition and contracting.

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- **Case-Based Learning** using real-world procurement scenarios to strengthen decision-making in areas like cost estimation, contract effective solicitations, evaluating proposals, and managing contract modifications.
- **Scenario-Based Role-Playing** to build communication and problem-solving skills, such as briefing senior leadership on acquisition strategy or negotiating contract terms with vendors.

Each session ends with key takeaways, clear next steps, and a personalized action plan to ensure ongoing learning and real-world application. This high-impact, results-oriented program gives you the tools and strategies to thrive in federal acquisition and contracting, and to deliver meaningful results for your agency.

Key Benefits & Outcomes

These personalized, high impact sessions sharpen your technical capabilities while building strategic thinking, regulatory insight, and decision-making skills. You'll be empowered to deliver lasting value in your agency's acquisition mission. Through expert guidance and real-world application, you will:

- **Strengthen Acquisition Expertise:** Deepen your understanding of federal procurement processes, from contract administration and risk management to small business engagement and supply chain performance.
- **Enhance Strategic Decision Making:** Apply proven strategies to optimize contract execution, navigate complex regulations, and drive mission-critical outcomes.
- **Increase Leadership Readiness:** Build the confidence and skills to lead high stakes contracting efforts, shape acquisition strategy, and support agency priorities.
- **Ensure Regulatory Compliance:** Align your procurement practices with federal acquisition regulations (FAR), reduce audit risks, and uphold statutory requirements.
- **Boost Problem Solving Agility:** Address real-time acquisition challenges, such as contractor disputes, performance issues, or procurement delays, using expert-informed strategies.
- **Strengthen Communication & Influence:** Improve your ability to brief senior leaders, negotiate with vendors, and translate procurement needs into mission-aligned actions.
- **Accelerate Career Advancement:** Receive tailored support and expert insight to position yourself for advancement and long-term success in federal acquisition and contracting.

Follow-On Resources

- [1403 Managing Contracting Organizations](#)
- [1092 Career Gateway: Acquisition](#)
- [1079 Writing Performance Work Statements](#)
- [1078 Source Selection](#)
- [1072 Advanced COR Workshop](#)
- [1048 Introduction to Federal Contracting](#)
- [1026 Other Transaction Authority \(OTA\)](#)
- [1018 Acquisition of Commercial Products and Services](#)
- [1016 Federal Contract Negotiation Techniques](#)