

# Frequently Asked Questions

**Course Title:** Acquisition of Commercial Products and Commercial Services

**Course #:** 1018

**Duration:** 2 Days

**Delivery Method:** Instructor-led live classroom

## 1. What business or organizational need does this course address?

Leverage a nuanced understanding of FAR part 12 to effectively streamline the process for acquiring commercial products and commercial services to save your project time and money. Learn how to determine what a commercial product or commercial service is and follow a more efficient and cost-effective acquisition strategy. Identify the difference in the process for noncommercial acquisitions from requirements definition to contract award. You will leave class with the ability to take advantage of this acquisition approach through analysis of relevant case studies.

## 2. Who should attend?

This course is designed for both government and private sector individuals involved in contracting or subcontracting for commercial products or commercial services, in accordance with FAR part 12.

## 3. What will I learn how to do in this course?

- Determine if the item or service to be acquired is a commercial product or commercial service
- Solicit, evaluate, and award in accordance with FAR Part 12
- Administer a contract for commercial products or commercial services

## 4. What kinds of activities are included in this course?

Lecture, discussion, exercises, and independent readings

## 5. Are there prerequisites for this course?

Suggested:

- [Introduction to Federal Contracting](#)

## 6. Do I have to complete any prework for the course?

There is no prework required for this course.

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## 7. Is this course applicable toward a professional certification?

No, this course is not applicable toward a professional certification. However, many Management Concepts courses do prepare you for professional certification programs. Click [here](#) to see a full list of professional certification programs that are supported by Management Concepts training courses.

## 8. Does this course count for credit toward a Management Concepts Certificate Program?

This is an elective course in the following program(s):

- [Business Analysis and Requirements Management Master Track](#)
- [Project Management Master Track](#)
- [Agile in Government Master Track](#)
- [Program Management Certificate Program](#)

## 9. What credits do I earn by completing this course?

The following credits are available for this course:

NASBA CPEs: 16

NASBA Field of Study: Finance

NASBA Level: Basic

CEUs: 1.3

PDUs: 14

CLPs: 16

## 10. What course(s) do you recommend after I complete this course?

- [Simplified Acquisition Procedures](#)
- [Market Research](#)
- [Task and Delivery Order Contracting](#)
- [Contract Administration](#)

## 11. What are Additional Features?

Most courses and training solutions have **Additional Features** designed to help every learner master and retain the concepts explored in the course. You can see which Additional Features are added to this course on the course page under the **Learning Objectives & Additional Features** tab – and for a more detailed exploration of our Additional Features, you can visit [this web page](#).