

Frequently Asked Questions

Course Title: Strategic Sourcing Workshop

Course #: 1090

Duration: 3 Days

Delivery Method: Instructor-led live classroom

Alternative Delivery Methods: Instructor-led online (synchronous)

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

Gain experience analyzing government spending data to make strategic sourcing decisions to find the best value in the marketplace. You will work through a case study that guides you through the process and exposes you to unexpected challenges along the way. While you don't need to be a contracting expert, you should be prepared to use critical thinking and problem-solving skills.

2. Who should attend?

This course is designed for acquisition professionals including contracting officers, program managers, supply chain managers, and other personnel who need to understand the strategic sourcing process.

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

- Explain the key objectives, benefits, and challenges of strategic sourcing
- Analyze an organization's current spend strategy
- Assess and prioritize opportunities for savings
- Develop a strategic sourcing strategy based on agency data that achieves agency goals
- Implement the strategic sourcing strategy to maximize total cost savings, value, vendor access, and socioeconomic participation
- Establish processes to track and manage performance of the strategic sourcing contract
- Apply best practices and lessons learned in strategic sourcing efforts

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

Guided discussion. Group work on an integrated case study with exercises running throughout the course.

5. Are there prerequisites for this course?

Suggested:

- Level I FAC-C or DAWIA Contracting Certified

Frequently Asked Questions

- FAC-PPM or DAWIA Program Manager Level II Certified
- FAC-COR Level II Certified

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

There is no prework required for this course.

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](#)
- [Program Management Certificate Program](#)

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

The following credits are available for this course:

NASBA CPEs: 24

NASBA Field of Study: Finance

NASBA Level: Intermediate

CEUs: 1.9

PDU: 21

CLPs: 24

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

- [Critical Thinking for Problem Solving](#)
- [Analytics Boot Camp](#)
- [Data Collection Techniques](#)
- [Data-Driven Decision Making](#)
- [Leveraging Artificial Intelligence for Federal Decision-Making](#)
- [Benefit-Cost Analysis Using Microsoft Excel](#)

Frequently Asked Questions

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](#).