

# Frequently Asked Questions

**Course Title:** Career Gateway: Acquisition program

**Course #:** 1092

**Duration:** 40 Weeks

**Delivery Method:** Self-study online; Instructor-led live classroom

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

**Special Pricing Ends Soon. Save 20% when you register for our August cohort.**

Accelerate the path to proficiency for new contract specialists with the Career Gateway: Acquisition program. Gateway Acquisition is DAU certified equivalent to CON 1100, 1200, 1300 and 1400 so participants meet all their FAC-C and DAWIA Contracting certification training requirements. Students in each cohort will learn the technical skills necessary to support an acquisition, such as contract formation, management principles, and regulatory fundamentals, along with the essential skills they'll need to succeed in the modern acquisition landscape, like business acumen, critical thinking, decision-making, ethics, financial management, problem-solving, team building, communication, and collaboration. Through the use of experiential learning and a threaded storyline, cohort students will support the establishment of a settlement on Mars to mirror the challenges they'll face in their roles. Students will be able to hone their skills in a safe learning environment, collaborate with other members of the cohort to solve problems, and sharpen their abilities to be key strategic business advisors for their agencies and organizations. Learners can expect to spend up to 10 hours per week on program activities and classes.

## 2. Who should attend?

The Career Gateway: Acquisition (CGA) program is primarily designed for new contract specialists with little to no previous contracting experience and others who seek certification in the contracting field. Additionally, any career field involved in acquisition can benefit from the CGA cohort experience. Working together as an acquisition team is a vital part of the CGA course format.

The Career Gateway: Acquisition program is specifically geared towards federal employees. Class enrollment is limited to federal employees to maximize the learning experience of cohort attendees.

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

- **Phase 1 Contract Foundations**
- Apply foundational knowledge about the Federal Acquisition System and team optimization strategies to develop creative solutions to challenges and successfully meet mission requirements
- Identify acquisition lifecycle principles and strategies to effectively solve problems and manage risk

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- Recognize the role of a contract specialist, and the scope of their authority, in supporting an acquisition based on a valid contract
- Articulate the value of informed contracting in making acquisition planning decisions
- Apply communication best practices and ethical decision-making to effectively perform the contract specialist role throughout an acquisition
- Apply familiarity with acquisition legal statutes and regulations, and good judgement, to determine how to appropriately comply while meeting the need/requirement
- Apply communications, leadership, problem-solving, risk analysis, and critical thinking skills throughout an acquisition
- Apply business acumen, leadership best practices, problem-solving skills, and good business judgement to devise creative solutions
- **Phase 2 Contract Preaward**
- Articulate the interplay between acquisition team members and the contract specialist during preaward
- Articulate why accurately identifying and describing the need and requirements is essential to a successful acquisition
- Describe how integrating needs assessment and requirements analysis play a role in developing an effective acquisition plan
- Articulate how to effectively conduct market research and interpret findings
- Recommend contracting strategy decisions that are informed by requirements analysis and market research
- Recommend source selection strategy decisions that align with what you know about the requirements and contracting strategy
- Select the appropriate solicitation format and accurately populate it to reflect what you know about the contracting strategy
- Explain the relationship between the government and contractor in the context of acquisition
- **Phase 3 Contract Award**
- Explain how the offer evaluation process differs based on acquisition strategies
- Describe the process for receiving offers and preparing for reviews
- Recognize information security requirements associated with receiving offers
- Evaluate cost/price proposals
- Explain the process for evaluating noncost/nonprice proposals, past performance, and cost/price proposals
- Establish an appropriate competitive range and conduct discussions
- Recommend a source selection award decision to the source selection authority
- **Phase 4 Contract Postaward**
- Plan for contract administration
- Describe the consent to subcontract requirements
- Monitor contractor performance and resolve problems
- Identify the elements of a valid claim
- Modify contracts and exercise options
- Given a contractor offer, negotiate a fair and reasonable price
- Given a contract, appropriately apply the contract closeout process

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

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Independent review of text, video or audio, and multimedia; guided online discussions; knowledge checks; practice activities, which may include the interpretation and application of case study materials; and team-based, application-level challenges.

## 5. Are there prerequisites for this course?

There are no prerequisites for this course.

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

Pework for Career Gateway: Acquisition includes:

- Review the program resources and kickoff requirements (self-directed)
- Sign the learning agreement
- Attend program orientation (1-hour virtual)
- Complete the pre-program self-assessment
- Complete the introduction to coaching for Career Gateway: Acquisition (self-directed)

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

Certification is in progress. Details will be updated.

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

No, this course is not applicable toward a Management Concepts Certificate Program. However, many Management Concepts courses do count for credit toward a Management Concepts Certificate Program. Click [here](#) to see a full list of Management Concepts Certificate Programs.

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

The following credits are available for this course:

CLPs: 248

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

No Information Available.

## 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

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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](#).