

Frequently Asked Questions

Course Title: SBP 2020V: Intermediate Small Business Programs, Part B

Course #: 1227

Duration: 7 Days

Delivery Method: Instructor-led online (synchronous)

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

Prepare to work effectively with acquisition teams throughout the acquisition lifecycle. Mid-level and contracting professionals will demonstrate their understanding of Part A concepts by drafting market research strategies, justifying acquisition approaches, analyzing subcontractor participation, and responding to the Small Business Administration Ombudsman's Inquiry. As a capstone to the course, participants will help each other in resolving small business issues similar to what they may be currently confronting in their agencies.

2. Who should attend?

Seasoned small business professionals (SBPs) and contracting professionals who are eager to expand their knowledge of small business programs. These professionals are driven to enhance their cross-functional skills and excel in tackling intricate business scenarios.

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

- Define the roles of the small business professional through the acquisition process
- Assist the acquisition team to engage early in the acquisition process
- Assist small businesses to participate in federal government contracting
- Devise acquisition strategies that maximize small business utilization
- Apply relevant regulation and policy to the solicitation and evaluation processes to ensure that they incorporate small business utilization to the maximum practicable extent
- Advise acquisition teams on post-award small business matters
- Advise the acquisition team on how small businesses can help strategically in meeting DoD's acquisition needs and by building the defense industrial base

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

Individual, small-group, and large-group exercises; lecture, discussion, case study, action planning

5. Are there prerequisites for this course?

Mandatory:

Frequently Asked Questions

- SBP 2010 Intermediate Small Business Programs, Part A

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?

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:

NASBA CPEs: 56

NASBA Field of Study: Finance

NASBA Level: Intermediate

CEUs: 4.4

PDU: 49

CLPs: 56

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

- [SBP 2100V Subcontracting](#)
- [Market Research](#)
- [Statement of Work \(SOW\) Workshop](#)
- [Source Selection](#)

11. What are Additional Features?

Frequently Asked Questions

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](#).