

# Frequently Asked Questions

**Course Title:** CON 1100: Contract Foundational Skills

**Course #:** 1231

**Duration:** 8 Days

**Delivery Method:** Instructor-led online (synchronous)

**Alternative Delivery Methods:** Instructor-led live classroom

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

Explore the numerous skills and competencies required for successful contracting specialist careers. In addition to understanding the acquisition process and general contracting principles, they must be adept at navigating and applying FAR regulations and guidance and developing comprehensive solicitations and contracts. In addition to technical skills, fundamental soft skills and professional skills such as ethics, team membership, communication, and documentation are critical to career development.

This course is one of four courses within the Contracting Certification Training Program, based upon specific competencies within the Contracting Training Model. The main objective of this program is to enable contracting specialists to be prepared for a career in the contracting profession.

CON 1100 aims to provide participants with both the government and industry perspective regarding key acquisition and contracting skills needed in the profession.

## 2. Who should attend?

This course is designed for entry-level contracting professionals, and is the first of four courses preparing participants for the Contracting Certification Exam.

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

- Explain the role of CON 1100 within the DAU Contracting Certification Training program
- Summarize the DoD contracting process
- Recognize general DoD contracting concepts
- Navigate the DoD contracting doctrine to arrive at an appropriate solution
- Recognize the parts of a solicitation and contract
- Define the ethical behavior expected of all contracting professionals and their organizations
- Explain how the collective acquisition team functions together to successfully accomplish the mission
- Recognize how communication and documentation impact overall contract management effectiveness
- Given a situation with lessons learned, apply acquisition life cycle principles to the management of current and future contracts

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## 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?

There are no prerequisites for this course.

## 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: 64

NASBA Field of Study: Finance

NASBA Level: Basic

CEUs: 5.0

PDUs: 56

CLPs: 64

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

- [CON 1200: Contract Pre-Award](#)

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- [ACQ 315: Understanding Industry \(Business Acumen\)](#)
- [Ethics in Federal Contracting](#)

## 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](#).