

Frequently Asked Questions

Course Title: CON 1200: Contract Pre-Award

Course #: 1232

Duration: 8 Days

Delivery Method: Instructor-led online (synchronous)

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

Build a foundation in essential contracting skills and competencies, such as general principles related to defining requirements, market research, acquisition planning, and solicitation development. In addition to these foundational skills, you will become familiar with principles from an industry viewpoint, including business development, capture management, and the proposal development process.

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

CON 1200 aims to provide participants with both the government and industry perspective within the pre-award process.

2. Who should attend?

This course is designed for entry-level contracting professionals, and is the second 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 1200 within the DAU Contracting Certification Training program
- Summarize the steps required to effectively shape internal customer requirements
- Summarize the major elements of performing risk analysis through acquisition planning
- Summarize contractor strategies and motivations in the competitive processes
- Recognize effective teaming and joint venture arrangements
- Recognize how a contractor executes a sales plan
- Summarize the major components of formulating an acquisition strategy
- Summarize the steps required to effectively shape internal customer requirements

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

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

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5. Are there prerequisites for this course?

Mandatory:

- CON 1100: Contract Foundational Skills: <https://www.managementconcepts.com/course/id/1231>

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

No prework is 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 1300: Contract Award](#)
- [CON 1400: Contract Post-Award](#)

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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](#).