

# Frequently Asked Questions

**Course Title:** CON 1300: Contract Award

**Course #:** 1233

**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?

Discover the skills and competencies that contracting specialists must acquire and apply throughout their careers. This course addresses skills and competencies most basic and fundamental to the contracting professional specific to contract award, which includes conducting cost or price analysis, planning negotiations, selecting a source, and understanding protests.

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 1300 aims to provide participants with both the government and industry perspective within the award process.

## 2. Who should attend?

This course is designed for early career contracting professionals and is the third of four courses preparing participants for the Contracting Certification Exam.

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

- Recognize key offer elements
- Summarize contract risk, including cost, schedule, and performance risk
- Summarize the proposal analysis techniques
- Given a contractor's offer, perform price analysis
- Summarize cost analysis techniques
- Summarize cost realism analysis techniques
- Document the proposal analysis results
- Given the FAR, DFARS, and PGI, summarize the policies and procedures for planning contract negotiations
- Outline the process for the initial screening of offers
- Summarize the process for evaluating offers

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- Select the negotiation principles applicable to government contracting
- Recognize actions required for the final award decision
- Outline the process for requesting and preparing final offer revisions
- Summarize the steps for finalizing the contract award
- Summarize the steps to document the outcome of an offer
- Summarize the aspects of managing disagreements from seller's perspective
- Summarize the aspects of managing disagreements from buyer's perspective

## 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.

Suggested:

- [CON 1100 Contract Foundational Skills](#)
- [CON 1200 Contract Pre-Award](#)

## 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:

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NASBA CPEs: 64

NASBA Field of Study: Finance

NASBA Level: Basic

CEUs: 5.1

PDU: 56

CLPs: 64

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

- [CON 1400: Contract Post-Award](#)
- [Cost and Price Analysis](#)
- [Advanced Source Selection](#)
- [Federal Contract Negotiation Techniques](#)

## 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](#).