

Frequently Asked Questions

Course Title: ACQ 265: Mission-Focused Services Acquisition

Course #: 1265

Duration: 3.5 Days

Delivery Method: Instructor-led live classroom

Alternative Delivery Methods: Instructor-led online (synchronous)

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

Explore how to effectively assess, evaluate, and manage contractors to help ensure that the acquisition of services from contractors satisfies mission needs. You will learn practical techniques to develop and define service requirements and manage the resulting contractor performance. You will apply the seven-step services acquisition process to numerous team-based exercises.

2. Who should attend?

All members of service acquisitions teams including contracting officer's representatives, quality assurance reviewers, contract specialists, and those involved in developing and executing performance requirements, devising business strategies, and assessing contractor-provided services.

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

- Assess the importance of the planning phase as outlined in the Guidebook for Services Acquisition
- Design an effective requirements document as outlined in the Guidebook for Services Acquisition
- Evaluate effective processes for selecting a contractor and assessing contract performance as outlined in the Guidebook for Services Acquisition

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

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

5. Are there prerequisites for this course?

Mandatory:

- CLC 013: Services Acquisition

Suggested:

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- CLC 004: Market Research
- CLE 028: Market Research for Engineering or Technical Personnel

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

Participants must complete reading assignments and a graded performance work statement assignment using the Acquisition Requirements Roadmap Tool (ARRT) before the first day of class. The assignments will be available online to participants who have enrolled and made tuition payment arrangements.

7. Is this course applicable toward a professional certification?

This DAU-equivalent course qualifies as a FAC-C or DAWIA Level III elective.

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: 28

NASBA Field of Study: Finance

NASBA Level: Intermediate

CEUs: 2.5

PDU: 24.5

CLPs: 32

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

- [ACQ 370: Acquisition Law](#)
- [Writing Performance Work Statements](#)
- [Performance-Based Service Acquisition](#)
- [Service Contract Labor Standards Statute Overview](#)

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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](#).