Course Title: CON 100: Shaping Smart Business Arrangements
Course #: 1101
Duration: 4 Days
Delivery Method: Instructor-led live classroom
Alternative Delivery Methods: Instructor-led online (synchronous); Instructor-facilitated online (asynchronous)

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

The acquisitions environment can be a difficult arena to maneuver for a new employee. You will develop professional skills for making business decisions and advising other acquisition team members to successfully meet customers’ needs. You will work in small group simulation exercises to learn the necessary skills for providing contracting support as an advisor to the government or in the business realm.

2. Who should attend?

This course is designed for newly assigned GS-1102 Contract Specialists and others needing this course for Level I FAC-C or DAWIA contracting certification.

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

- Understand the vision and focus of the acquisition environment
- Identify the customer’s mission
- Conduct business as a member of the acquisition team
- Develop professional skills for making smart business decisions
- Effectively work with the financial and contractor communities
- Identify various types of procurement alternatives
- Recommend smart business decisions that best support the customer and comply with laws and regulations
- Set goals for personal career growth

4. What kinds of activities are included in this course?
Lecture; discussion; facilitated group work on exercises, elements of which are graded; videos; and independent readings

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?

This course meets the FAC-C and DAWIA program training requirements for Level I certification.

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: 32

NASBA Field of Study: Finance

NASBA Level: Basic

CEUs: 2.5

CLPs: 32

10. What course(s) do you recommend after I complete this course?
• CON 110: Mission Support Planning