

Frequently Asked Questions

Course Title: CON 218: Advanced Contracting for Mission Support

Course #: 1218

Duration: 9.5 days

Delivery Method: Instructor-led live classroom

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

This capstone course completes the mandatory training for FAC-C Level II certification. Through a realistic case study based on a government acquisition, students will demonstrate their ability to negotiate fair and reasonable prices, resolve legal issues, and respond to changing customer requirements during contract performance. This highly interactive course gives students the opportunity to tackle complex contracting issues in a team environment that encourages open discussion and an exchange of ideas.

2. Who should attend?

Contracting personnel seeking FAC-C Level II certification who have successfully completed CON 217 will satisfy the last mandatory FAC-C Level II certification training course.

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

- Develop a proactive strategic approach to satisfy the customer's evolving requirements
- Take appropriate action to resolve various situations with legal implications
- Use audit reports to prepare a negotiation objective
- Apply contract pricing techniques to develop a pre-negotiation objective
- Develop a negotiation strategy for a noncompetitive negotiation
- Conduct a noncompetitive negotiation
- Manage contract performance in accordance with the contract

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

Pre-class assignments, guided discussions, graded individual written projects involving presentations, facilitated group work on exercises and an integrated case study (elements of which are graded), video, and independent readings

5. Are there prerequisites for this course?

Mandatory:

[CON 217: Cost Analysis and Negotiation Techniques](#)

Suggested:

[CON 200: Business Decisions for Contracting](#) or CON 214: Business Decisions for Contracting

[CON 215: Intermediate Contracting for Mission Support](#)

[CON 216: Legal Considerations in Contracting](#)

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

Students must complete reading assignments that are critical to their preparation for graded individual assignments conducted during class. Assignments must be completed before the first day of class. Students who have enrolled and made tuition payment arrangements may access these assignments online.

7. Is this course applicable toward a professional certification?

This course meets one of the training requirements for Level II FAC-C 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: 76

NASBA Field of Study: Finance

NASBA Level: Intermediate

CEUs: 7.2

CLPs: 80

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

- [CON 360: Advanced Contracting for Decision Makers](#)
- [Source Selection](#)
- [Critical Thinking for Problem Solving](#)
- [Decision Making](#)
- [Appropriations Law Seminar](#)