

Frequently Asked Questions

Course Title: CON 120: Mission Focused Contracting

Course #: 1320

Duration: 9.5 days

Delivery Method: Instructor-led live classroom

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

This capstone training course completes the mandatory FAC-C Level I certification courses. The course spans the entire acquisition process from mission support planning through contract closeout. Use of integrated case studies provides students the opportunity to apply leadership, problem solving, and negotiation skills, plus the knowledge and skills they have gained in this and the prerequisite courses.

2. Who should attend?

Contracting personnel who are pursuing FAC-C Level I certification and have taken CON 100, CON 121, CON 124, and CON 127 (or the legacy courses CON 110 or FCN 110, CON 111 or FCN 111, and CON 112 or FCN 112).

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

- Apply decision making and problem solving skills in arriving at good business decisions
- Provide sound business advice while helping to develop an effective purchase request package
- Solicit for and evaluate offers
- Award contracts
- Monitor contractor performance
- Apply remedies
- Make proper contract payments
- Modify contracts
- Close out contracts in supporting the customer's mission needs

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

Pre-class assignment; lecture; guided discussions; facilitated group work on practical exercises and integrated case studies, elements of which are graded; and independent readings.

5. Are there prerequisites for this course?

Mandatory:

- [CON 100: Shaping Smart Business Arrangements](#)
- [CON 121: Contract Planning](#)
- [CON 124: Contract Execution](#)
- [CON 127: Contract Management](#)

The following legacy courses can satisfy the mandatory prerequisites:

- CON 121: CON 110 or FCN 110
- CON 124: CON 111 or FCN 111
- CON 127: CON 112 or FCN 112

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

Students must complete a market research assignment before class to prepare them for a graded exercise during class. The assignment will be available online to students who have enrolled and made tuition payment arrangements.

7. Is this course applicable toward a professional certification?

This course meets one of the training requirements for Level I 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: 6.8

CLPs: 80

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

No Information Available.