

# CONTRACT MANAGEMENT (CON)

## **CON 100 Shaping Business Arrangements (3 CR.)**

Provides an introduction to environment in which contracts function. Develops professional skills for making business decisions and advising other acquisition team members in successfully meeting customers' needs. Introduces students to the different acquisition contracting areas and the types of procurement alternative that may be selected for each. Presents knowledge and information systems as well as recent acquisition initiatives. Lecture 3 hours per week.

## **CON 104 Federal Acquisition Regulation (FAR) Fundamentals I (3 CR.)**

Covers Federal Acquisition Regulation (FAR) Fundamentals (Parts 1-53) and the Defense Federal Acquisition Regulation Supplement (DFARS). Introduces the following basic principles of government contracting: Basic government contracting by using the FAR and DFARS; and Contract Acquisition Planning. Part I of II. Lecture 3 hours. Total 3 hours per week.

## **CON 105 Federal Acquisition Regulation (FAR) Fundamentals II (3 CR.)**

Covers Federal Acquisition Regulation (FAR) Fundamentals (Parts 1-53) and the Defense Federal Acquisition Regulation Supplement (DFARS). Features Contract Formation and Contract Management/Administration. Part II of II. Lecture 3 hours. Total 3 hours per week.

**Prerequisite(s)** CON 104

**Corequisite(s)** CON 100

## **CON 121 Strategic Focused Contracting II (3 CR.)**

Covers the entire acquisition process from meeting with the customer to completing the contract closeout process. Presents an opportunity to learn and apply leadership, problem-solving, and negotiation skills. Applies the knowledge and skills gained in CON 100, Shaping Sharp Business Arrangements, to cover an integrated case study approach. Lecture 3 hours per week.

**Prerequisite(s)** CON 100

## **CON 124 Contract Execution (3 CR.)**

Teaches students the federal contract execution process. Introduces students to executing acquisition plans through soliciting industry information, executing contract procedures for acquiring commodities, conducting market analysis, determining fair and reasonable prices, and executing the award of a government contract. Lecture 3 hours. Total 3 hours per week

**Prerequisite(s)** CON 100

**Corequisite(s)** 107

## **CON 127 Contract Administration (3 CR.)**

Covers the fundamentals of federal contract management and administration procedures. Introduces the process of developing and implementing performance assessment strategies, how to make price contract changes after contract award, properly address contract disputes, and how to properly close-out contracts. Lecture 3 hours. Total 3 hours per week

**Prerequisite(s)** CON 100

**Corequisite(s)** CON 107

## **CON 170 Fundamentals of Cost and Price Analysis (3 CR.)**

Teaches the fundamentals market research process, and analysis of contractor-pricing strategies. Introduces cost-volume-profit analysis, calculation of contribution margin estimates, and the process of developing cost estimating relationships for an effective price analysis pursuant to FAR subpart 15.4. Lecture 3 hours. Total 3 hours per week.

**Prerequisite(s)** CON 100

**Corequisite(s)** CON 107

## **CON 214 Business Decisions for Contracting (3 CR.)**

Teaches pre-award business and contracting knowledge necessary to process complex procurements. Emphasizes the planning of successful contract support strategies and executing an acquisition that optimizes customer contract performance. Explains the techniques for building successful business relationships, the benefits of strategic sourcing and spend analysis, and details of providing contract financing. Discusses an in-depth look at subcontracting, how to conduct a formal source selection, and how to analyze the information necessary to determine contractor responsibility. Lecture 3 hours per week.

## **CON 216 Legal Considerations in Contracting (3 CR.)**

Teaches the students the legal considerations in the procurement process. Introduces the basic principles and sources of law relative to procurement and fiscal law. Addresses various other legal issues that may develop during the course of a contract including protests, assignment of claims, disputes, fraud, contractor debt, performance issues and contract termination. Lecture 3 hours per week.

## **CON 217 Cost Analysis and Negotiation Techniques (3 CR.)**

Teaches the students the pricing skills, methods and techniques necessary to analyze a cost proposal. Presents an opportunity to learn and apply leadership, problem-solving, and negotiation skills to develop a government contract negotiation objective. Applies the knowledge and skills gained in this course to cover an integrated case study approach for contract award. Lecture 3 hours per week.