

Overview of Small Business Career Field Certification Courses



Foundational Learning



Workflow Learning



Performance Learning

MARC Presentation – 11/28/17

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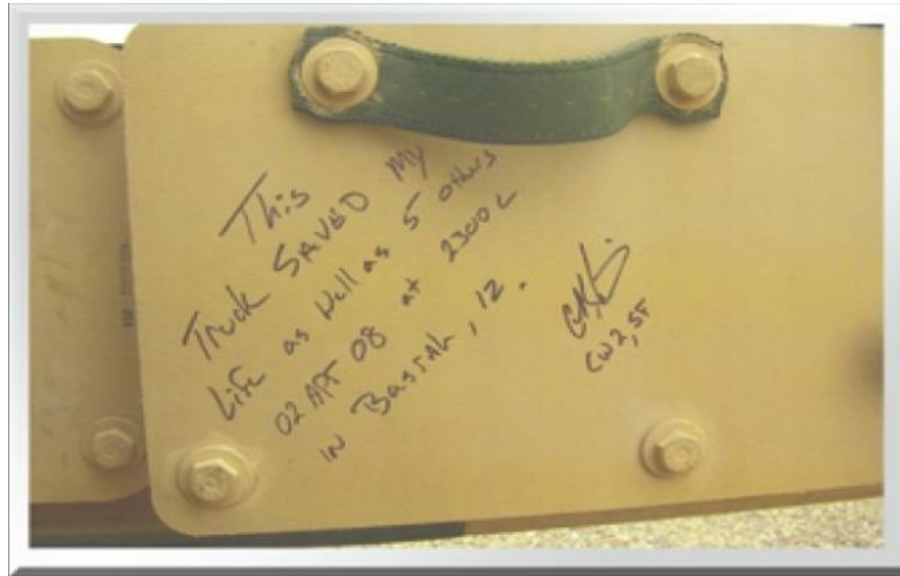
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Enabled to Support the Acquisition Workforce

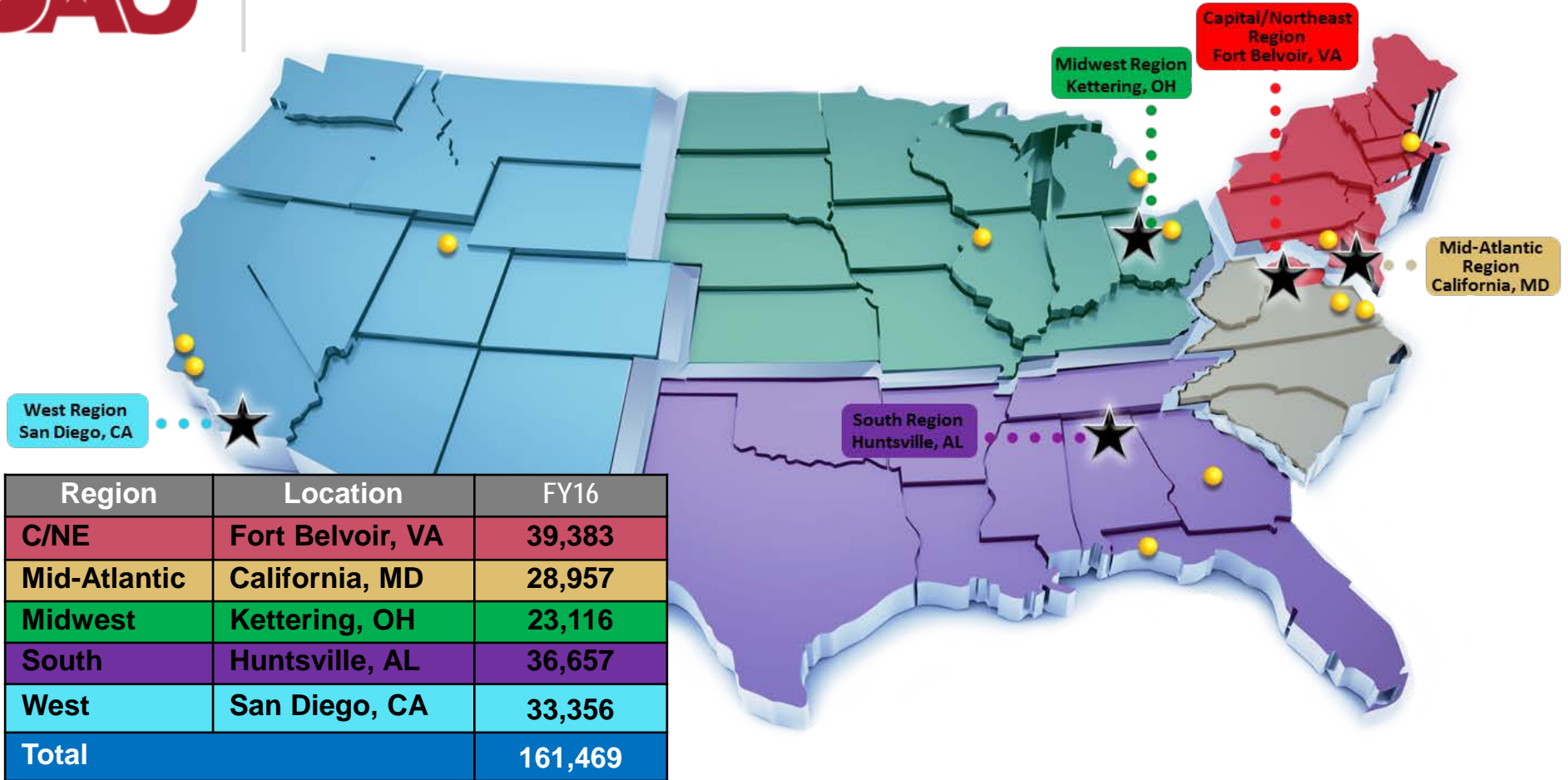
10 USC Ch. 87 - Sec. 1746: "The Secretary of Defense ... shall establish and maintain a defense acquisition university structure to provide for the professional educational development and **training of the acquisition workforce.**"



DAU Mission: Provide a **global learning environment** to develop qualified acquisition, requirements and contingency professionals who deliver and sustain effective and affordable warfighting capabilities.



LOCATED WITH OUR CUSTOMERS



We are part of the community, not just a place to take classes.



College Of Contract Management (CCM)

Mission: Design and deliver DCMA-defined training assets to further develop Agency acquisition professionals who deliver actionable acquisition insight from the factory floor to the front line...around the world.

- **Partnership between DAU and Defense Contract Management Agency (DCMA)**
- **32 courses fielded**
 - Contract administration
 - Quality assurance
 - Industrial manufacturing/supply chain
 - Software engineering
 - Earned value management
 - Aircraft operations
- **23 more courses in development**
 - More in the above functional areas, plus
 - Pricing
 - Systems engineering
 - Multi-functional courses



Several CCM courses are open to non-DCMA Defense Acquisition Workforce members **4**



Defense Systems Management College (DSMC)

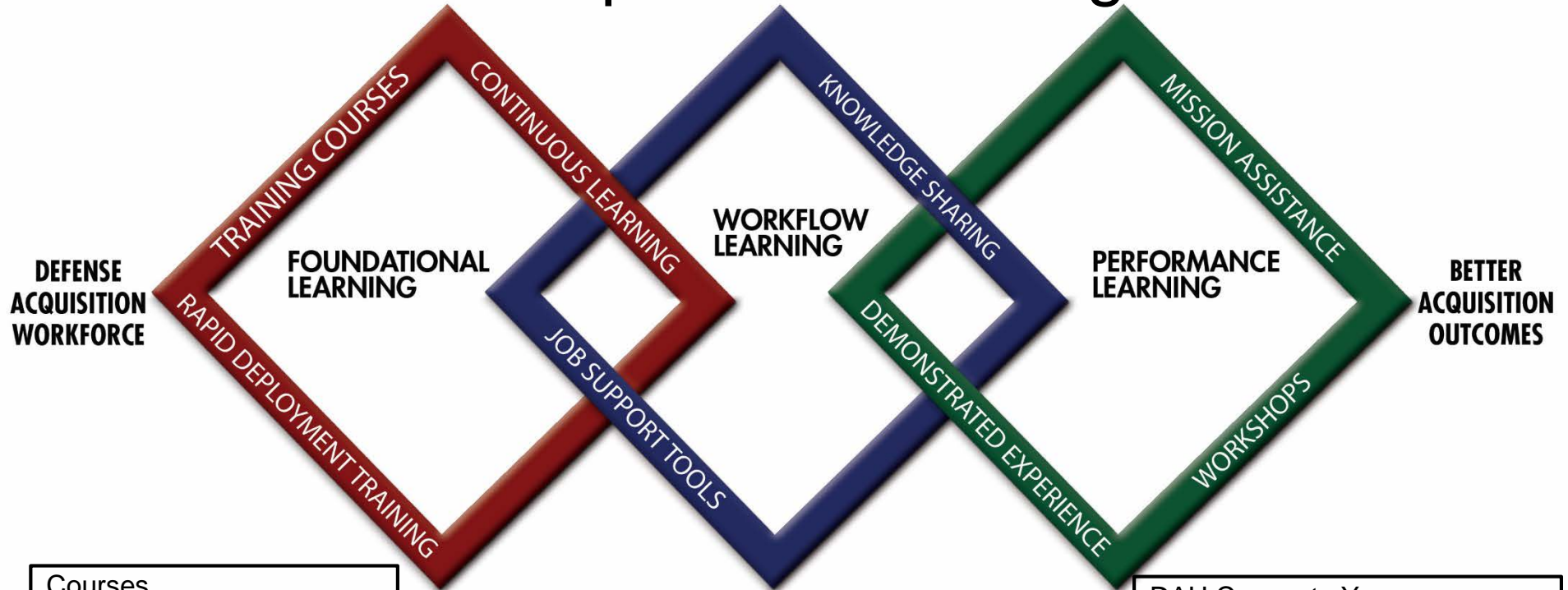
Mission: Develop, innovate and deliver integrated learning and performance resources to the requirements workforce, international acquisition managers, and executive leaders in the acquisition workforce.

- Executive-level acquisition courses
- International acquisition management courses
- Requirements Management training
- Acquisition leadership training
- Executive coaching
- Mission assistance





DAU Acquisition Learning Model



Courses

- Continuously improved delivery
- Critical thinking
- Understanding industry

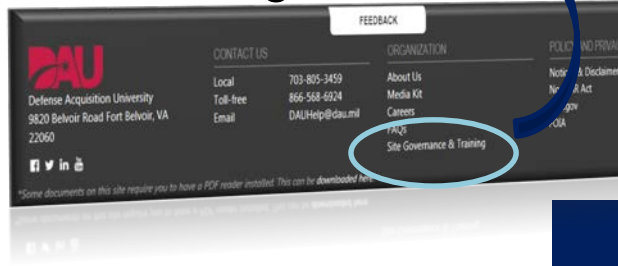
"Pull-Learning" When You Need It

- Improved website
- More video, tools, communities

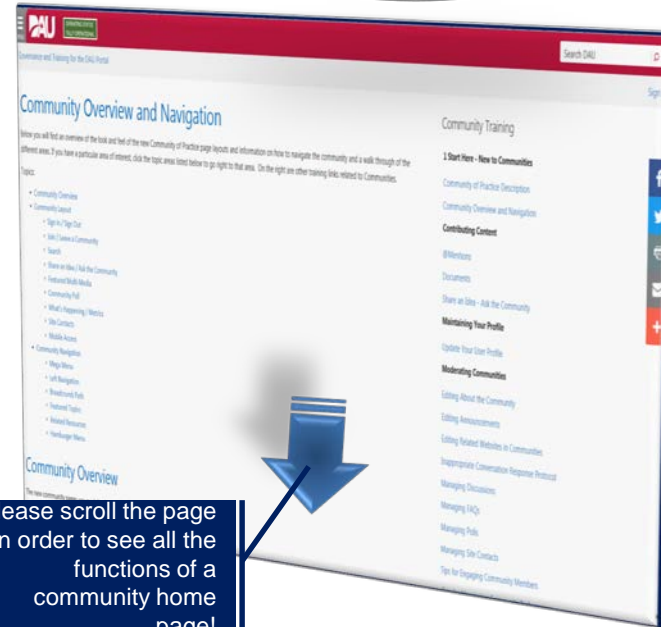
DAU Comes to You

- We help you improve acquisition outcomes
- Tailored workshops
 - e.g. services acquisition, source selection, and should-cost

- Community Overview and Training FYI!
 - DAU Footer on each page has a link to training. Please select



Please scroll the page in order to see all the functions of a community home page!





Small Business Functional Gateway



//////////////////// SMALL BUSINESS //////////////////////



TRAINING COURSES



CONTINUOUS LEARNING
MODULES



COMMUNITIES OF PRACTICE



ASK A PROFESSOR

<https://www.dau.mil/training/career-development/small-business>



Small Business Professionals Certification Training

Level I Certification

SBP 101
Introduction to Small Business Programs, Part A (8 hrs. online)

SBP 102
Introduction to Small Business Programs, Part B (4.5 days classroom, 36 hrs.)

SBP 110
Fundamentals of the FAR for Small Business Professionals (34 hrs. online)

SBP 120
Contract Lifecycle for Small Business Professionals (16 hrs. online)

CON 100
Shaping Smart Business Arrangements (16 hrs. online)

CON 237
Simplified Acquisition Procedures (6 hrs. online)

HBS 301
Managing Difficult Conversations (3 hrs. online)

1 Year Experience

Level II Certification

SBP 201
Intermediate Small Business Programs, Part A (10 hrs. online)

SBP 202
Intermediate Small Business Programs, Part B (4.5 days classroom, 36 hrs.)

SBP 210
Subcontracting (4.5 days classroom, 36 hrs.)

SBP 220
Business Decisions for Small Business (11 hrs. online)

ACQ 101
Fundamentals of Systems Acquisition Management (30 hrs. online)

LOG 100
Life Cycle Logistics Fundamentals (15 hrs. online)

CON 216
Legal Considerations in Contracting (23 hrs. online)
OR
ACQ 370
Acquisition Law (4.5 days classroom, 36 hrs.)

STM 101
Introduction to Science & Technology Management (4 hrs. online)

HBS 428
Negotiating (2 hrs. online)

2 Years Experience

Level III Certification

SBP 301
Small Business for Senior Leaders (8 days classroom, 64 hrs.)

ACQ 202 Intermediate Systems Acquisition, Part A (35 hrs. online)

ACQ 315
Understanding Industry (4.5 days classroom, 36 hrs.)

CON 280
Source Selection and the Administration of Service Contracts (9.5 days classroom, 76 hrs.)

HBS
Choose 1 HBS module (2-3 hrs. online)

4 Years Experience
(2 years must be SB experience)

Contracting Process for Acquisitions



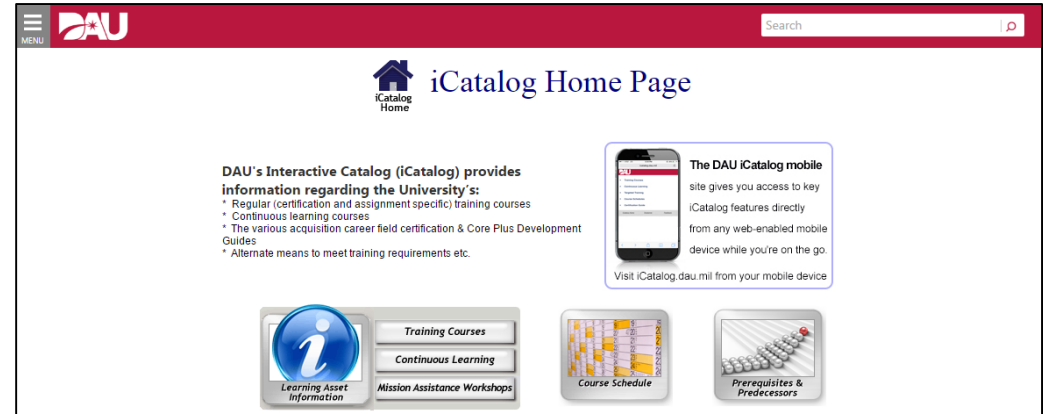
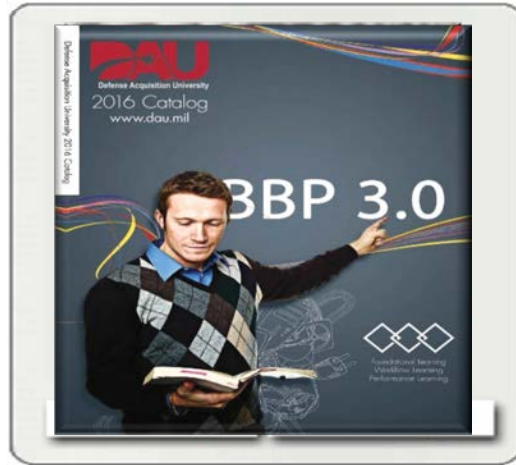
Contracting Process for Acquisitions Process Flow

General Rule: The contracting process for acquisitions diagram is generalized for teaching purposes and is not specific to governing policies and regulatory requirements for any specific type of acquisition (DoDI 5000.2 (ACATs); DoDI 5000.74 (Services) and others). SBPs must understand the type of acquisition applicable to any new and/or recurring requirements and follow those governing policies and regulations accordingly.





DAU's iCatalog



- Most current resource for information about DAU courses and the Certification & Core Plus Development Guides
- Accessible from the DAU home page (<http://www.dau.mil>) or directly at <http://icatalog.dau.mil/>
- Small Business Portion at <http://icatalog.dau.mil/onlinecatalog/tabnav.aspx?tab=SBP>



Priority of Enrollment

- Priority 1: Defense Acquisition Workforce members who must meet position training requirements.
- Priority 2: Defense Acquisition Workforce members striving to meet certification standards at a higher level than required within their assigned career field/path.
- Priority 3: Defense Acquisition Workforce members striving to meet cross-functional certification standards.
- Priority 4: DoD Personnel. Components and agencies may subdivide these categories or assign additional priorities below priority 3 as may be required to meet their unique needs.
- **Priority 9: All others. This includes industry and other government agencies.**



Industry Training Application System (ITAS) - For Contractors

- Industry/Contractor users (with or without a CAC) will be able to login to the Industry Training Application System and register for courses by authenticating through DAU's Identity Management System.
<https://www.dau.mil/training/career-development/logistics/blog/Industry-Training-Application-System-Login-Process>
- Contractors employed by a private sector organization that supports the DoD must request access to the Industry/Contractor Training Application system by submitting a DAU System Authorization Access Request (SAAR) (DD FORM 2875) in order to register for DAU courses.
- Guidance to submit the SAAR
https://myclass.dau.mil/bbcswebdav/institution/Enterprise_Help_Desk/FAQ_Resources/Phase_Out/IndustryTAS_Login_Process.pdf
- **Questions regarding the SAAR process should be submitted to the DAU Help Desk:**
Phone: 1-866-568-6924 | DSN: 655-3459 | Email: DAUHelp@dau.mil



Access to Course Material

- Find course material and information **without** having a DAU account for classroom courses (Blackboard Public Use)
 - https://myclass.dau.mil/webapps/portal/frameset.jsp?tab_tab_group_id=24_1
 - See also Publically Available Course Material link from <https://www.dau.mil/training> website
- For web-based Distance Learning and Continuous Learning courses, **browse** them by logging into **your** DAU Virtual Campus **account**
 - <https://learn.dau.mil>

SBP 101

- Describes OBSP role in acquisitions
- Provides current legislation, regs, and polices affecting small business participation
- Identify systems (eSRS, SAM, FPDS, etc.)
- Describes Small Business Programs
- Market Research
- How SBPs participate in the acquisition process

SBP 102

- Review of SBP 101 concepts
- Market Research & Acq Team
- Advise Acq Team on how SB can help meet needs
- Apply relevant regs and policy to maximize SB utilization
- Post-award assistance
- Internal/External outreach
- SBP's role in contracting process

SBP 110

- Purpose & structure of FAR/DFARS
- FAR/DFARS Part 19
- FAR/DFARS rules as they pertain to SB in:
 - Pre-solicitation
 - Solicitation – Award
 - Post-award
- FAR/DFARS rules as they pertain to SB special requirements:
 - Limitations on subcontracting
 - NMR
 - SBIR/STTR
- FAR/DFARS rules as they pertain to SB in types of acquisitions:
 - SAP
 - Sole source
 - Multiple award

SBP 120

- SBP Skills required during contract lifecycle
- Steps of Pre-solicitation phase
- Steps of Solicitation-Award phase
- Major elements of Post-Award phase

SBP 201

- Importance of SB to Industrial Base
- SB programs/initiatives that support decision making process
- Various duties of SBP
- Key SBP activities during acquisition planning
- Advise Acq Team of SB elements in solicitation
- SBP activities during evaluation & source selection process
- Address Post-award issues

SBP 202

- Review SBP 201
- Counsel SBs in finding contracting opportunities
- Devise Appropriate Acq Strategy to maximize SB utilization
- Advise Acq Team in Pre-Solicitation on SB matters
- Participate in proposal evaluation (source selection)
- Advise Acq team on resolving SB matters in post-award
- Draft responses to SBA Ombudsman

SBP 210

- Maximize SB participation through subcontracting
- Advise Acq Team in subcontracting strategy to maximize SBP participation during Pre-Solicitation phase
- Differentiate assessing SB Subk Plan and evaluating SB Participation
- Solicitation-Award Phase
 - Clearly describe subk requirements
 - Evaluate SB participation & past performance
 - Assess SB subk plan
 - Negotiate any subk issues with offerors
- Support KO in monitoring compliance with subk requirements in Post-award
- Discuss common subk situations after award

SBP 220

- Advise Acq Team on SB size protest
- Interpret FAR and MR data to evaluate merits of a protest
- Advise Acq Team on COC
- Maximize SB participation in a large acquisition
- Advise Acq Team on most appropriate method of procurement to increase opportunities for SB participation
- Advise Acq Team on how to use subk strategies to increase SB utilization
- Advise Acq team on consolidation & bundling
- Advise Acq team on multiple award contract

SBP 301

- How to adapt to senior leader position
 - Leadership, problem solving, coalition building, running an office, critical thinking, vision statement
- Align functional mission with organization mission
- Manage your OSBP to meet the mission
 - Manage daily operations, resourcing office, strategic plan
- Implement a communication plan
 - Develop and explain communication plan
- Apply SB Senior Leader perspective to develop, refine, and implement small business authorities
- Serve as SB Senior Leader and advisor to key stakeholders and decision makers
 - Apply critical thinking to address complex SB related situations,
 - Leadership skills, diplomacy in interacting with key leaders and stakeholders
- Analyze current and challenging issues in SB acquisitions
 - Apply critical thinking skills



Student Academic Policies & Information

Students should visit the Student Policies and Information page at www.dau.mil/training/Pages/studentinformation.aspx for information on:

- [Student Standards of Conduct](#)
- [Violations of the Standards of Conduct](#)
- [Course Enrollment, Extensions, and Walk-ins](#)
- [Disenrollment, Dropping a Course, and Wait Lists](#)
- [Course Prerequisite/Pre-course Work Requirements](#)
- [Student Travel](#)
- [Student Assessment and Evaluation](#)
- [Student Attrition Codes](#)
- [Accommodating Students with Disabilities](#)
- [Transferring Students Between Career Fields \(Programs\) and from Other Institutions](#)
- [Test Reset Policy and Procedures](#)
- [Student Transcripts, Records Retention, and Disclosure of Student Academic Records \(Privacy\)](#)
- [Student Complaint/Grievance Procedures](#)

DAU encourages students who have a concern or issue with the learning environment to discuss it with their instructor.

Students who feel their issue is not resolved satisfactorily may go to the department chair/site manager²¹ or Regional Associate Dean for Academics.



DAU Strategic Partnerships

More than 150 colleges & universities offer credit for DAU courses toward degrees and certificates

“Excel-erate” Your Master’s Degree...

Through this program, partner universities are offering the Defense Acquisition Workforce credit toward masters degrees for DAWIA Level II and III certification.



<http://www.dau.mil/aboutDAU/Lists/StrategicPartnership/>

Impact: Saves time, tuition assistance dollars and out of pocket expenses 22



Helping Your People Earn Their “CL” Points

- DAU MENU
- DAU HOME
- TRAINING CENTER
- COURSE LOGIN
- CONT LEARNING CENTER**
- ONLINE CATALOG
- GET COLLEGE CREDIT
- ONLINE RESOURCES
- ACQ RESEARCH JOURNAL
- COMMUNITIES
- DEFENSE AT&L MAGAZINE
- LIBRARY
- TOOLS
- VIDEOS
- NEED HELP AT WORK
- POLICY BROWSER
- LOCATIONS
- NEWS
- EVENTS
- FAQS
- ABOUT DAU

DAU OPERATING STATUS FULLY OPERATIONAL

Search DAU

Defense Acquisition University / Training / Continuous Learning Center

Sign In

CONTINUOUS LEARNING FOR THE DEFENSE ACQUISITION WORKFORCE

Defense Acquisition Workforce members must acquire 80 Continuous Learning Points (CLP) every two years from the date of entry into the acquisition workforce for as long as the member remains in an acquisition position per DoD Instruction 5000.66. Members are encouraged to set a goal of achieving 40 CLPs within any 12 month period.

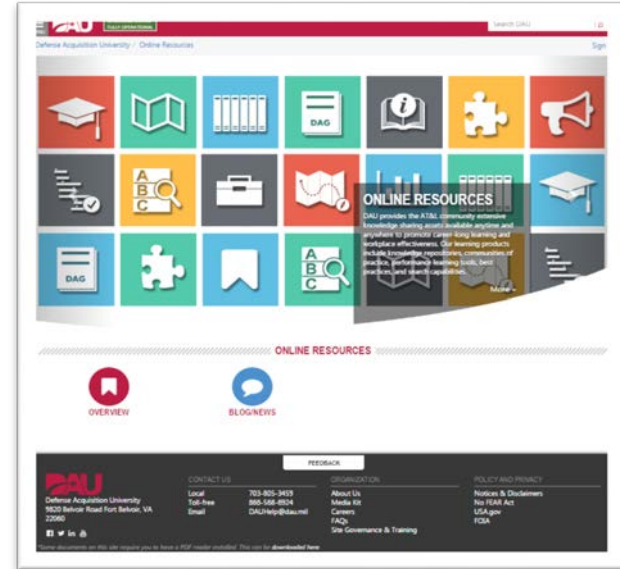
More »

CONTINUOUS LEARNING CENTER

- POLICY & GUIDANCE
- CREDITABLE ACTIVITIES
- SPONSOR ACTIVITIES & ASSIGNING POINTS
- POINT VALUES
- TRACKING POINTS
- TRAINING COURSES
- CONT LEARNING MODULES
- COURSE LOGIN

<https://www.dau.mil/online-resources/p/online-resources>

- **Tools & Resources** – search through hundreds of assets
- **Web-enabled guides** – take your notes and bookmarks with you. Download guidebooks on your computer or mobile device
- **Connect with experts and peers** – 50+ communities of practice
- **Interactivity** – provide feedback and ratings



AAP



ACQuipedia



Communities



Glossary



Defense Acquisition Guidebook



IPS Roadmap



Knowledge Repository



Job Support Tools and Resources

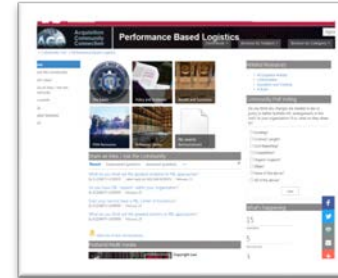
The screenshot shows the DAU Tools Catalog website. At the top, there is a navigation bar with the DAU logo, a search bar, and a 'Sign In' link. Below the navigation bar, the main heading is 'ACQUISITION TOOLS & RESOURCES'. A central banner features a row of colorful icons representing different tools, with the 'Defense Acquisition Guidebook' (DAG) icon highlighted in a larger, dark blue box. Below the banner, there is a paragraph of text describing the DAG: 'The Defense Acquisition Guidebook is designed to complement formal acquisition policy as described in DoD Directive 5000.01 and DoDI Instruction 5000.02 by providing the acquisition workforce with discretionary best practice that should be tailored to the needs of each program. The Guidebook is not a rule book or a checklist and does not require specific compliance with the business practice it describes. It is intended to inform thoughtful program planning and facilitate effective program management.'

Below the text, there is a section titled 'BROWSE ALL TOOLS' with three dropdown menus for 'Topic Area' (set to 'All'), 'Licensing Requirement' (set to 'All'), and 'Sort By' (set to 'Recently Added'). There is also a search bar for 'Keywords to search...' and an 'Apply Filters' button. At the bottom, there is a row of seven tool icons with labels: 'Condition Based Maint...', 'Guidebook for Contract...', 'Contract Pricing Refer...', 'Operating and Support...', 'SD-22 Diminishing Ma...', 'USMC Operational Gui...', and 'Request a New Tool'.

[Online Video Tour](#)



Defense Acquisition Guidebook



Communities



Knowledge Repository



- **Consulting support**
- **Leadership development and executive coaching**
- **Tailored “how-to” workshops, e.g. Integrated Baseline Review**
- **Team training to meet unique organizational needs, e.g. Source Selection Simulation**



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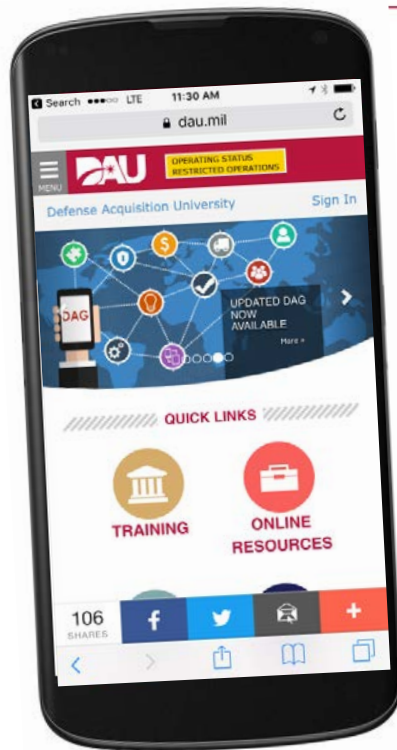
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www.dau.mil/



The training you get from DAU...

helps you support our warfighters.