# Workforce Initiatives Update

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# AGENDA

- DAU Mission
- DAWIA Training Standards
  - Foundational Learning
- SBP Course Statistics
- DAU
  - Workflow Learning
    - Acquisition Tools and Resources Page
  - Performance Learning
  - Connect with DAU
- Questions

# DAU 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."
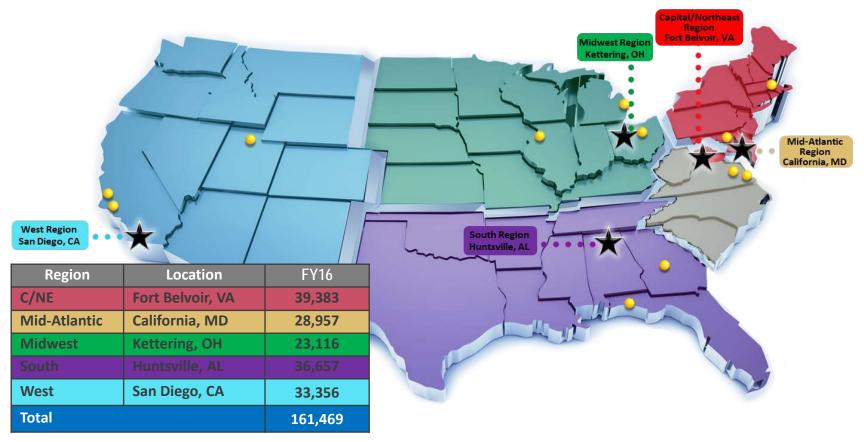


DAU Mission: Provide a global learning environment to develop qualified acquisition, requirements and contingency professionals who deliver and sustain effective and affordable warfighting capabilities.
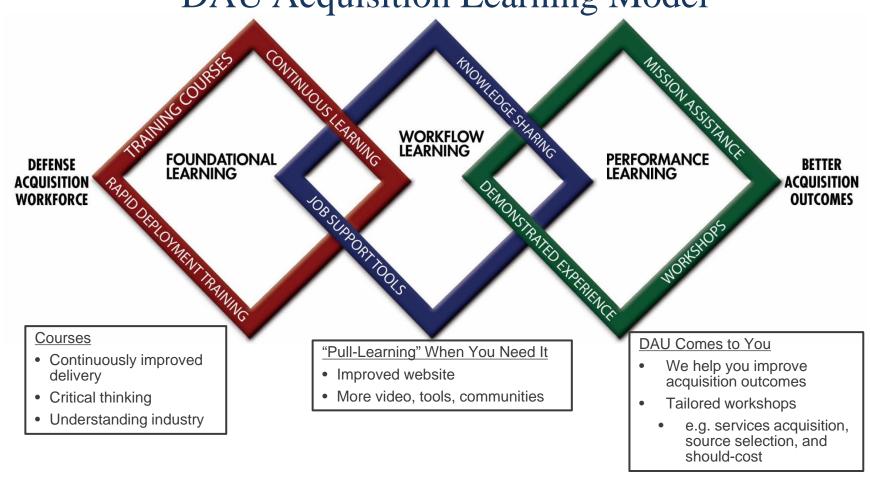
# LOCATED WITH OUR CUSTOMERS



| Region | Location | FY16 |
|---|---|---|
| C/NE | Fort Belvoir, VA | 39,383 |
| Mid-Atlantic | California, MD | 28,957 |
| Midwest | Kettering, OH | 23,116 |
| South | Huntsville, AL | 36,657 |
| West | San Diego, CA | 33,356 |
| Total | | 161,469 |

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

# 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
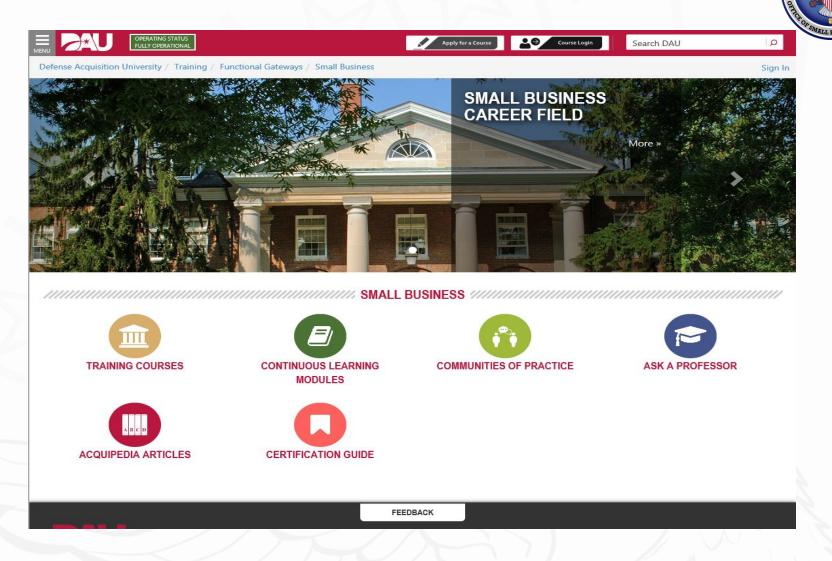- Tailored workshops
  - e.g. services acquisition, source selection, and should-cost

# Small Business Functional Gateway



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

# DAWIA Training Standards

## Level One

| Course Number | Course Name | ILT or Online | Hrs/Days | Pre-Requisites |
|---|---|---|---|---|
| SBP 101 | Intro to SB Programs, Part A | Online: DL | 8 hours | None |
| SBP 102 | Intro to SB Programs, Part B | ILT | 4.5 days | SBP 101 |
| SBP 110 | Fundamentals of the FAR for SBP | Online: DL | 34 hours | None |
| SBP 120 | Contract Lifecycle for SB Programs | Online: DL | 16 hours | None |
| CON 100 | Shaping Smart Business Arrangements | Online: DL | 16 hours | None |
| CON 237 | Simplified Acquisition Procedures | Online: DL | 6 hours | None |
| HBS 301 | Managing Difficult Conversations | Online: DL | 3 hours | None |

1. CON 260A and CON 260B are predecessors for SBP 101 until 30 Sep 2019
2. If new SBP entrant has completed CON 090, by 31 Dec 2019, they will have fulfilled requirements for SBP 110.
3. If new SBP entrant has completed CON 121, CON 124, and CON 127, by 31 Dec 2019, they will have fulfilled requirements for SBP 120.

**Training Standards are subject to change**

# Additional Level I Notes

- For those new to Acquisition, it is recommended to take SBP 120 first and prior to SBP 101.

- For those with at least 2 years Acquisition experience, it is recommended to take SBP 101 first and then take SBP 110 and 120 in any order, even before SBP 102 due to limited seat availability of SBP 102.

- It is recommended CON 100 and CON 237 be taken in sequential order.

# DAWIA Training Standards
# Level Two

| Course Number | Course Name | ILT or Online | Hrs/Days | Pre-Requisites |
|---|---|---|---|---|
| ACQ 101 | Fundamentals of Systems Acquisition Management | Online: DL | 30 hours | None |
| CON 216 | Legal Considerations in Contracting | Online: DL | 23 hours | CON 200 |
| ACQ 370 | Acquisition Law | ILT | 4.5 days | None |
| STM 101 | Intro to DoD Science & Tech Mgmt | Online: DL | 4 hours | ACQ 101 |
| LOG 100 | Life Cycle Logistics Fundamentals | Online: DL | 15 hours | ACQ 101 |
| HBS 428 | Negotiating | Online: DL | 2 hours | None |

1. **Courses in Orange are either/or courses**

**Training Standards are subject to change**

# DAWIA Training Standards

## Level Two cont'd

| Course Number | Course Name | ILT or Online | Hrs/Days | Pre-Requisites |
|---|---|---|---|---|
| SBP 201 | Intermediate SB Programs, Part A | Online: DL | 10 hours | SBP 102 – effective 10/1/18 |
| SBP 202 | Intermediate SB Programs, Part B | ILT | 4.5 days | SBP 201 |
| SBP 210 | Subcontracting | ILT | 4.5 days | SBP 202 – effective 10/1/18 |
| SBP 220 | Business Decisions for Small Business | Online: DL | 11 hours | SBP 202 – effective 10/1/18 |

**Training Standards are subject to change**

# Additional Level II Notes

- It is recommended that all courses required for Level 1 in the Small Business Career Path be completed prior to taking SBP 201 or any Level II course.

- It is recommended that SBP 201, 202, 210, and 220 be taken in sequential order.

- ACQ 101, CON 216 or ACQ 370, STM 101, LOG 100, and HBS 428 can be taken in any order.

- CON 216 has a pre-req of CON 200, which has additional pre-reqs.

# DAWIA Training Standards

## Level Three

| Course Number | Course Name | ILT or Online | Hrs/Days | Pre-Requisites |
|---|---|---|---|---|
| **SBP 301** | **Small Business for Senior Leaders** | **ILT** | **8 days** | **SBP 210 and SBP 220 – effective 10/1/18** |
| ACQ 202 | Intermediate Systems Acquisition, Part A | Online: DL | 35 hours | ACQ 101 |
| ACQ 315 | Understanding Industry | ILT | 4.5 days | None |
| HBS | Choose 1 HBS module | Online: DL | 2 hours | None |

**Training Standards are subject to change**

# Additional Level III Notes

- It is recommended that all courses required for Level II in the Small Business Career Path be completed prior to taking SBP 301 or any Level III course.

- It is recommended to take SBP 301 prior to ACQ 315.

- ACQ 202 and ACQ 315 can be taken in any order.

# SBP Course Statistics

- Grad data as of April 4 and MtM data as of April 2, 2018, except SBP 202 and 301.

| Course | FY16 | | FY17 | | FY18 | | Total | |
|---|---|---|---|---|---|---|---|---|
| | Grads | MtMs | Grads | MtMs | Grads | MtMs | Grads | MtMs |
| SBP 101 | 292 | 6.36 | 667 | 6.13 | 244 | 6.08 | 1203 | 6.16 |
| SBP 102 | 33 | - | 86 | 6.67 | 72 | 6.4 | 191 | 6.55 |
| SBP 110 | 33 | - | 114 | 6.1 | 88 | 6.23 | 235 | 6.16 |
| SBP 120 | 38 | - | 141 | 6.11 | 108 | 6.18 | 287 | 6.14 |
| SBP 201 | 44 | - | 128 | 6.13 | 59 | 6.15 | 231 | 6.14 |
| SBP 202 | 8 | - | 33 | 6.69 | 47 | 6.28 | 88 | 6.45 |
| SBP 210 | 38 | - | 17 | 6.61 | 18 | 6.61 | 73 | 6.61 |
| SBP 220 | 0 | - | 87 | 5.83 | 39 | 5.95 | 126 | 5.88 |
| SBP 301 | 0 | - | 43 | 6.76 | 19 | 6.67 | 62 | 6.71 |
| Total | 486 | - | 1,316 | - | 694 | - | 2,496 | - |

# FY 2018 SBP Grads by Component

- Data Classroom as of April 19.  Web as of April 4, 2018

| Component | Classroom | Web | Total |
|---|---|---|---|
| Army | 50 | 129 | 179 |
| Navy | 23 | 120 | 143 |
| Air Force | 41 | 117 | 158 |
| DOD | 36 | 84 | 120 |
| Fed Gov't | 6 | 63 | 69 |
| Industry | 0 | 25 | 25 |
| Grand Total | 156 | 538 | 694 |

# 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.

# FY 18 SBP Classroom Grads by Priority

- Data as of April 4, 2018

| Component | P1 | % | P2 | % | P3 | % | P4 | % | P9 | % | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| Army | 26 | 74% | 0 | 0% | 8 | 23% | 1 | 3% | 0 | 0% | 35 |
| Navy | 0 | 0% | 0 | 0% | 19 | 95% | 1 | 5% | 0 | 0% | 20 |
| Air Force | 23 | 82% | 1 | 4% | 4 | 14% | 0 | 0% | 0 | 0% | 28 |
| DOD | 14 | 50% | 0 | 0% | 11 | 39% | 3 | 11% | 0 | 0% | 28 |
| Fed Gov't | 0 | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 6 | 100% | 6 |
| Total | 63 | 54% | 1 | 1% | 42 | 36% | 5 | 4% | 6 | 5% | 117 |

Air Force 86%

Army 74%
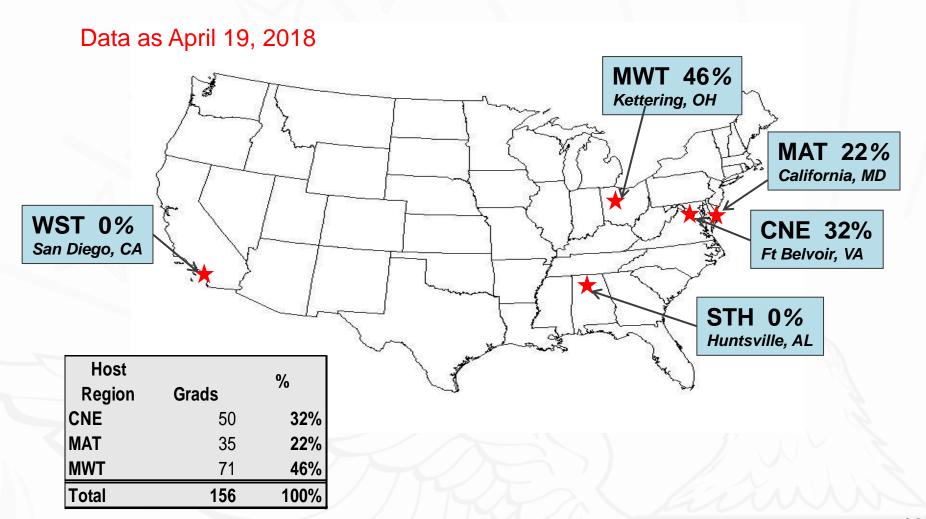
4th Estate 50%

Navy 0%

# FY 18 SBP Classroom Grads by DAU Host Region

Data as April 19, 2018

MWT 46%
*Kettering, OH*

MAT 22%
*California, MD*

CNE 32%
*Ft Belvoir, VA*

WST 0%
*San Diego, CA*

STH 0%
*Huntsville, AL*

| Host Region | Grads | % |
|---|---|---|
| CNE | 50 | 32% |
| MAT | 35 | 22% |
| MWT | 71 | 46% |
| Total | 156 | 100% |

# FY 18 Classroom Reservations

## SBP 102

| | Initial Seat Allocation | Reservations | Fill Rate |
|---|---|---|---|
| Army | 48 | 53 | 110% |
| Navy | 48 | 27 | 56% |
| Air Force | 48 | 36 | 75% |
| 4th Estate | 48 | 34 | 71% |
| Fed Gov't | | 4 | N/A |
| Industry | | 0 | N/A |
| Other | | 0 | N/A |
| **Total** | **192** | **154** | **80%** |

## SBP 202

| | Initial Seat Allocation | Reservations | Fill Rate |
|---|---|---|---|
| Army | 36 | 16 | 44% |
| Navy | 36 | 6 | 17% |
| Air Force | 36 | 19 | 53% |
| 4th Estate | 36 | 14 | 39% |
| Fed Gov't | | 2 | N/A |
| Industry | | 0 | N/A |
| Other | | 0 | N/A |
| **Total** | **144** | **57** | **40%** |

## SBP 210

| | Initial Seat Allocation | Reservations | Fill Rate |
|---|---|---|---|
| Army | 18 | 17 | 94% |
| Navy | 18 | 0 | 0% |
| Air Force | 18 | 12 | 67% |
| 4th Estate | 18 | 19 | 106% |
| Fed Gov't | | 2 | N/A |
| Industry | | 0 | N/A |
| Other | | 0 | N/A |
| **Total** | **72** | **50** | **69%** |

## SBP 301

| | Initial Seat Allocation | Reservations | Fill Rate |
|---|---|---|---|
| Army | 6 | 8 | 133% |
| Navy | 6 | 1 | 17% |
| Air Force | 6 | 7 | 117% |
| 4th Estate | 6 | 5 | 83% |
| Fed Gov't | | 0 | N/A |
| Industry | | 0 | N/A |
| Other | | 0 | N/A |
| **Total** | **24** | **21** | **88%** |

# FY 18 – remaining Classroom Course Schedule
http://icatalog.dau.mil/onlinecatalog/tabnav.aspx?tab=SBP

SBP 102, May 21-25 at Huntsville, AL

SBP 102, June 4-8 at Kettering, OH

SBP 102, September 10-14 at Ft. Belvoir, VA

SBP 202, June 11-15 at Ft. Belvoir, VA

SBP 210, June 18-22 at Huntsville, AL

SBP 210, August 20-24 at California, MD

SBP 301 - None

FY 18
Minimum class size is 16.  Maximum class size is 24

Seat allocation of 6 quotas per Service & 4th Estate

Quotas released 65 days prior to course offering

FY 18 Major Revision:
- CLM 059, Fundamentals of Small Business for the Acquisition Workforce replaced CLC 025 and is required for CON Level I

# FY 19 Schedule is released

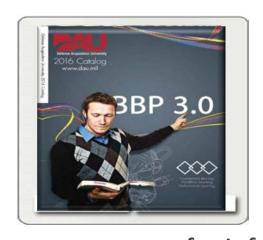http://icatalog.dau.mil/onlinecatalog/tabnav.aspx?tab=SB

| Course # | Ft. Belvoir, VA | Kettering, OH | Huntsville, AL | Los Angeles, CA | Norfolk, VA | Warner Robbins, GA | Hill AFB, UT | Total |
|---|---|---|---|---|---|---|---|---|
| SBP 102 | 2 | 2 | 1 | 1 | 1 | 1 | - | 8 |
| SBP 202 | 1 | 1 | 1 | - | - | 1 | 1 | 5 |
| SBP 210 | 1 | 2 | 1 | - | - | 1 | 1 | 6 |
| SBP 301 | 1 | - | - | - | - | - | - | 1 |

**FY19 and beyond:**
Minimum class size is 18. Maximum class size is 24

Seat allocation of 6 quotas per Service & 4th Estate

Quotas released 65 days prior to course offering

# 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

# 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.**



Grantham UNIVERSITY

UMC

Webster UNIVERSITY WORLDWIDE

BELLEVUE UNIVERSITY

VILLANOVA UNIVERSITY

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

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

# Access to Course Material

- Students have access to SBP classroom courses in Blackboard up to 8 days after course completion
- 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

# Workflow Learning –
# The help you need, when and where you need it.

## Visit our online resources

- **Tools & Resources -** hundreds of assets at your fingertips with faceted and intuitive search across all DAU resources
- **Web enabled guidebooks** - take your notes and bookmarks with you! Download and view guidebooks, such as the DAG, on your mobile device
- **Connect with experts and peers -** 50+ Communities of Practice
- **Interactivity** – provide feedback and ratings

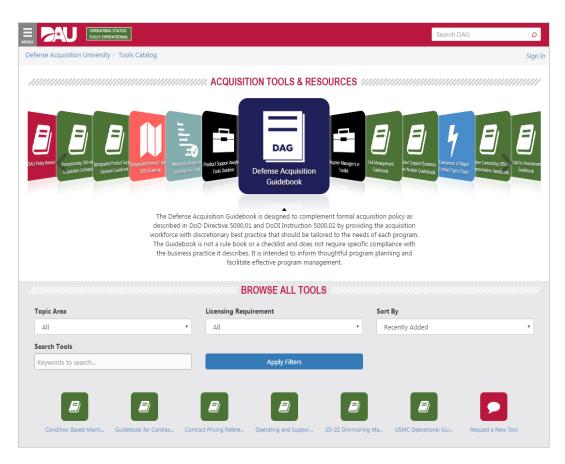| AAP | ACQuipedia | Communities | Glossary | Defense Acquisition Guidebook | IPS Roadmap | Request New Tools |

# Job Support Tools and Resources



**Online Video Tour**

Defense Acquisition Guidebook

Communities

Knowledge Repository

# Performance Learning – Assistance Tailored To An Organization's Specific Needs

- **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**



- **369 Consulting Engagements / 77K contact hours**

- **51 Service Acquisition Workshops**

- **3 Program Transition Workshops**

- **111 Executive Coaching Events**

- **18 Defense Acquisition Executive Overview Workshops for 139 participants**

- **11 Requirements Executive Overview Workshops for 37 participants**

FY15 Data

# Connect with Us

**/DAUNow**

**@DAUNow**

**@DAU_Now**

**/Defense-acquisition-university**

**/defenseacquisitionuniversity**

***www.dau.mil***

On Your Desktop    On Your Mobile Device

# Connect With Our Learning Assets At
## **www.dau.mil**

### DAU Training & CL Courses



https://www.dau.mil/training

### Online Resources



https://www.dau.mil/online-resources
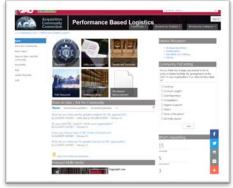
### Consulting Services



https://www.dau.mil/consulting-services

### Defense Acquisition Guidebook



https://www.dau.mil/tools/dag

### Communities of Practice



https://www.dau.mil/community-hub

### ACQuipedia



https://www.dau.mil/tools/t/ACQuipedia

### DAU Knowledge Repository



https://www.dau.mil/library/

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# Professional Development Opportunities

The DAU Alumni Association provides a means for continuing professional growth within the defense acquisition community and helps workforce members meet their continuous learning requirements.

The Association hosts the annual Acquisition Community Symposium and a number of Hot Topic Forums.

www.dauaa.org