



A Defense Acquisition University (DAU) Equivalent Provider

CON 170: Fundamentals of Cost & Price Analysis

Class Offerings & Location

Session 1: August 5-16, 2019

Location: Public Contracting Institute, 1725 Eye Street NW, Suite 100, Washington, D.C. 20006

Length: 10 days

Format: Classroom Based

Price: \$2,350.00/student

Pre-Work: Required

Course Description

CON 170: Fundamentals of Cost & Price Analysis: begins with a review of market research and contractor pricing strategies. Students will learn to calculate an objective using simple quantitative analysis. The course provides an overview of the regulations and processes for cost analysis and requiring certified cost and pricing data. Students are also provided instruction on contract financing techniques. Finally, after learning the basic elements of price and cost analysis, students will build and defend a pre-negotiation objective. Students will apply cost analysis techniques during a week two proposal analysis capstone case, including writing a Price Negotiation Memorandum.

Learning Objectives:

Given an acquisition scenario, successfully distinguish various seller pricing strategies.

Describe Truthful Cost or Pricing Data Statute, including its purpose in mitigating government cost risk.

Identify policies and procedures for applying Cost Accounting Standards Board (CASB) rules and regulations to negotiated contracts and subcontracts.

Identify contract cost principles and procedures.

Given a contracting requirement and market research tools, recognize essential elements of a market research report.

Demonstrate ability to execute fundamental quantitative pricing skills.

Given acquisition situations, determine an appropriate contracting strategy, including contract type and other incentives.

Given a contracting scenario, differentiate among financing arrangements, their order of preference, and the situations for use.

Given a contractor need for contract financing, develop a negotiation strategy considering performance-based payments.

Accurately differentiate between price analysis, cost analysis, and cost realism analysis.

Pursuant to FAR 15.4, accurately differentiate the price analysis techniques.

Given a contracting scenario, accurately assess price-related factors.

Given an acquisition scenario, apply the appropriate price analysis technique.

Pursuant to FAR 15.4, accurately perform proposal analysis and prepare to present your findings to the Social Security Administration (SSA) for contract clearance.

As a Procuring Contract Officer (PCO) responsible to determine a proposed price to be fair and reasonable, successfully summarize the roles and responsibilities of organizations involved in proposal analysis.

Given an acquisition situation, successfully differentiate between direct and indirect costs.

Assuming an advisory role in evaluating acquisition proposals, successfully summarize the evaluation of direct material and subcontract costs.

Assuming an advisory role in evaluating acquisition proposals, successfully summarize the evaluation of indirect costs.

Given a proposal evaluation scenario, demonstrate ability to calculate Facilities Capital Cost of Money (FCCOM).

Given a proposal evaluation scenario, demonstrate ability to employ the Weighted Guidelines (WGL) for calculating negotiation profit objectives.

Given a scenario, demonstrate an ability to complete a settlement action relating to defective pricing.



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