



## FPM 332: Progressive Contracting Strategies for Programs

*A 3-Day Hands on TMS Experience  
Delivered in Live or Live Virtual Classrooms!*

### Course Description:

You work in Program Management, as a Contracting Officer, Program-, Project-, or Portfolio-Manager, Logistician, or a host of other professions. You need to know more about how the largest categories of contracts are formed, managed, and retired. This workshop focuses on System- or Capital Asset-level Programs. You will learn how these mega-contracts work, their specific benefits, and their pitfalls. Throughout the workshop, you will focus on how to craft your complex acquisition using strategy, plans, schedules, risk analysis, and policy to maximize program impact while controlling schedule and cost control degradation. You will discuss the gateways that control when a contract can proceed from theory to prototype and onward to full production. This workshop includes a combination of lectures, reading, independent research, small group discussion, and case study analysis. This workshop is one of four classes (FPM 331, FPM 333, and FPM 334) leading to FAI certification as a Senior-Level Program and Project Manager.

### Learning Objectives & Topics Covered in this Workshop:

- 1.3.2. Facilitate the application of agency acquisition policies to meet user/mission requirements
- 1.3.3. Evaluate the preparation and implementation of an Acquisition Strategy with an ongoing risk/opportunity management process
- 1.3.6. Facilitate the development of the program acquisition approach, define program scope, and coordinate an Integrated Master Plan
- 1.3.7. Originate and manage an estimate of ownership cost ensuring consistency with OMB A-94 and PART analysis
- 1.3.8. Construct, employ, and then modify based on changes in the acquisition environment, a risk/opportunity management process
- 1.3.9. Manage the integration of business and technology management strategies, accounting for cost, schedule, and performance risks, that delivers the best value and meets capability requirements

### Audience:

This workshop is designed for Project and Program Managers with at least four years of program or project management experience, which shall include a minimum of one year of experience on Federal programs and projects, within the last ten years.

### Toolkits:

Receive a **Student Handbook** and **Online Toolkit**, containing tools such as checklist, tips, techniques, and numerous other tools to help you use your new skills immediately.

### Additional Information

**CPE Credits:** 24.0

**CEU Credits:** 2.4

### **Suggested Program**

**Prerequisites:** Entry- or Mid-level FAC-PPM certification, PMP certification, or instructor approval.

### **Advanced Preparation:**

None

### **NASBA Program Level:**

Advanced

### **NASBA Field of Study:**

Business Management and Organization

### **Delivery Method:** Group Live

– Live Virtual Classroom





- 2.3.6. Assess and evolve products, plans, and other documentation related to technical performance measurement, technical assessment, risk/opportunity management, and technical data management
- 3.3.1 Facilitate the development of a comprehensive test and evaluation strategy, designed to reduce program risks as the program progresses through the acquisition life cycle
- 3.3.2 Justify and communicate efficient and cost-effective methods for planning, monitoring, conducting, and evaluating tests of developmental, non-developmental, commercial, or modified systems to program stakeholders
- 5.3.1. Adapt pre-award actions required by FAR considering contract terms and conditions.
- 5.3.2. Collaborate with the program contracting officer and orchestrate the source selection process commensurate
- 5.3.3. Assess the coordination actions for the preparation of a comprehensive program specification and the Statement of Objectives (SOO), SOW, or Performance-Based Statement of Work (PSPW)
- 5.3.4. Manage the leadership and management processes associated with the integration of program planning and acquisition planning
- 5.3.5. Develop and defend the overall strategy for managing the coordination and development of the acquisition and contracting strategy, including the origination of the exit criteria for each acquisition phase as they apply to contracting
- 5.3.6. Facilitate the contractual relationship with domestic and international buyers outside the agency which sponsors the acquisition program
- 5.3.7. Construct and facilitate a negotiated baseline of performance between the operational users, and corresponding commercial and/or organic support providers
- 5.3.8. Evaluate compliance with the application of Federal and agency acquisition policies to meet user/mission requirements when engaged in the acquisition of services
- 5.3.9. Orchestrate the preparation, implementation, and justification of a contracting approach within the Acquisition Strategy, along with an ongoing risk management process for that approach. with the complexity of the procurement