

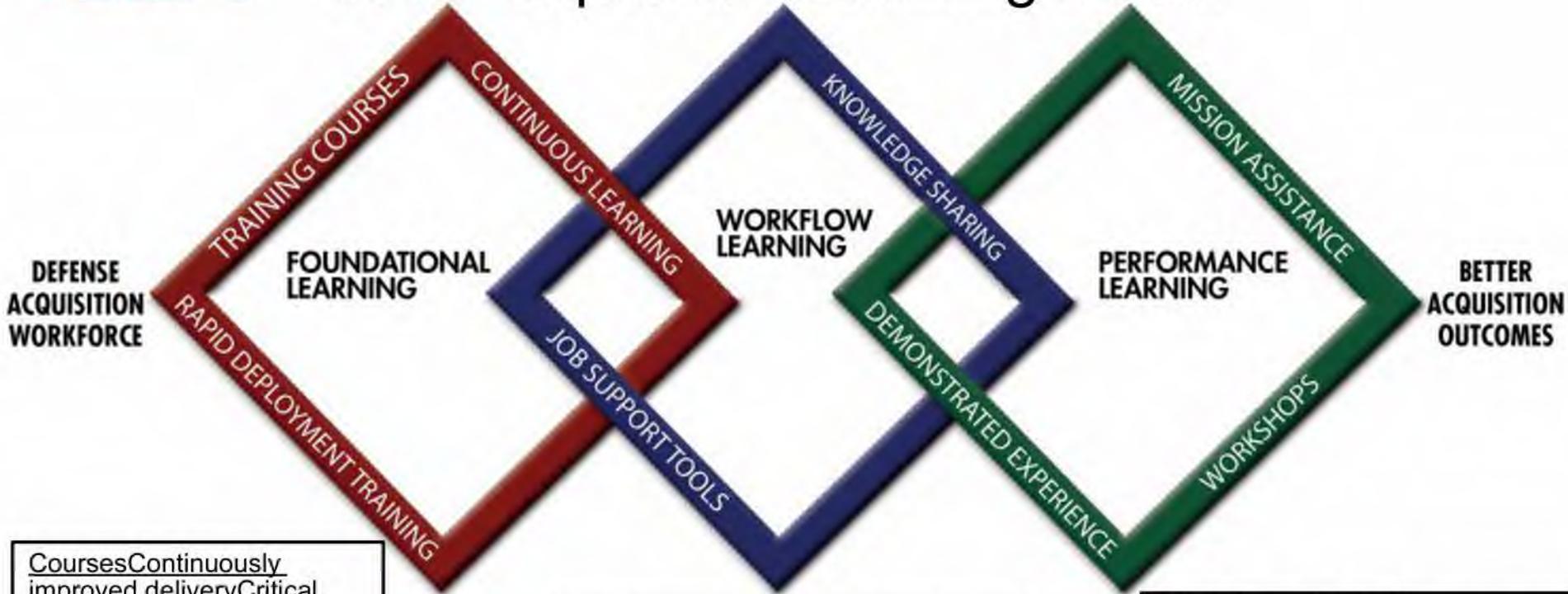
For 300-Level Courses



**Working with you to achieve mission success**



# DAU Acquisition Learning Model



Courses  
Continuously improved delivery  
Critical thinking  
Understanding industry

"Pull-Learning" When You Need It  
New organization  
Improved website (Summer 2016)  
More video, tools, communities  
Connected to courses

DAU Comes to You  
More structured workshop  
e.g. source selection and should-cost  
More faculty involvement  
Connected to Workflow and Foundational Learning



# College Of Contract Management (CCM)

- Partnership between DAU and the Defense Contract Management Agency (DCMA) 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. 23 contract management courses fielded  
Contract administration, quality assurance, industrial manufacturing/supply chain, software engineering, earned value management, aircraft operations  
Over 20 months of development  
In addition to the above functions, pricing, systems engineering, multi-functional courses



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



# Defense Systems Management College (DSMC)

- DAU college specializing in executive-level acquisition and requirements training  
Objective: expand the knowledge base and training of senior acquisition leaders in support of Department of Defense initiatives  
Executive-level Acquisition Course  
International Acquisition Management Courses  
Requirements Management Training  
Acquisition Leadership Training  
Executive Coaching  
Mission Assistance





# Helping Your People Earn Their Degrees

**DAU partners with more than 100 colleges & universities to obtain 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*



[Get College Credit Here](#)



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



# Helping Your People Earn Their "CL" Points

## DAU MENU

- DAU HOME
- TRAINING CENTER
- COURSE LOGIN
- CONT LEARNING CENTER**
- SUPPORT & CUSTOMER SERVICE
- 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

Continuing Education Accredited Institution

Search Data

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 5000.54. Members are encouraged to set a goal of achieving 40 CLP every 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



# Providing Online Tools To Enhance Job Performance

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 graphic features a row of colorful icons representing different tools, with the "Defense Acquisition Guidebook" icon highlighted in a larger, dark blue box. Below this graphic, a paragraph of text describes the guidebook's purpose: "The Defense Acquisition Guidebook is designed to complement formal acquisition policy as described in DoD Directive 5000.02 and DoDI Instruction 1000.02 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 solution 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"). A search bar with the placeholder text "Keywords (0 selected)" and an "Apply Filters" button are also present. Below these filters is a grid of 14 tool icons, each with a corresponding label: "DoD Acquisition Policy...", "Operational Acquisition...", "Product Support Avail...", "DoD Contracting M...", "SMA Costing and Com...", "DoD Fiscal Oversee...", "Procure Post Tool...", "Internal Acquisition...", "DoD AIG, S&I, L...", "Senior Acquisition Tool", "IC-Quad Metrics & A...", "Funding Certificates...", "SMA Activity FAC", and "Program Manager (PM)..."

[www.dau.mil/tools](http://www.dau.mil/tools)



# 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](http://www.dauaa.org)

**NDIA** FREE  
MEMBERSHIP

<http://www.ndia.org/MembershipAndChapters/Pages/DAU.aspx>

If you are a government employee attending Defense Acquisition University, you are eligible for a three year free membership in the National Defense Industrial Association.



Helping **YOU** Achieve Better Acquisition Outcomes

**Mission Assistance: DAU comes to your organization to provide team training, consulting, and workshops** Learn more at <http://www.dau.mil/ma>





# Mission Assistance Portfolio

## Defense Acquisition Executive Overview Workshop (DAEOW)



- Focused on high-level A&S interest areas
- “Quick learn” venue
- Tailorable One-on-one

## Consulting



Leverages Survey tools

- MDAPs/non-MDAPs
- Identifies problems
- Uses multiple data collection methods
- Intensive analyses
- Actionable results

## Executive Coaching



Helps Senior achieve their Extraordinary Futures

## Pre-Milestone/Gate Reviews

The Acquisition Life Cycle Continuum



- Preparatory opportunity
- Serves as a “dry run”

## Team Training

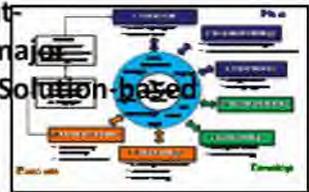
- Wide variety of courses (over 40!)
- Intended for cohort groups
- Ideal for on-site workplace setting
- Some can be tailored
- Outcome-based



[MA Targeted Training List.aspx](#)

## Various Workshops

- “Hands-on” and collaborative
- Either activity or event-based
- Spotlights major challenges ahead
- Solution-based

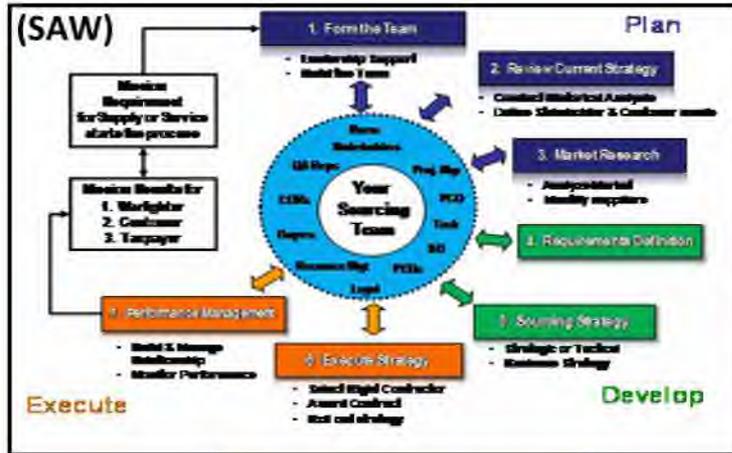




# Mission Assistance

## Workshops

- “Hands-on” and collaborative
- Either activity or event-based
- Spotlights major challenges ahead
- Solution-based



## Workshop Types

- Services Acquisition Workshops
- Acquisition Program Transition Workshops
- Program Termination Workshops
- Systems Eng Plan Workshops
- Risk Management Workshops
- Technology Transition Workshops
- Source Selection Workshops
- Simulation
- Should-Cost workshops



# Online Resources – Help You Need, When And Where You Need It

- **Tools & Resources** – hundreds of assets at your fingertips with intuitive searchWeb-enabled guidebooks – take your notes and bookmarks with you. Download and view guidebooks, such as the DAG, on your computer or mobile deviceConnect with experts and peers – 50+ communities of practiceInteractivity – provide feedback and ratings



AAP



ACQuipedia



Communities



Glossary



Defense  
Acquisition  
Guidebook



IPS Roadmap



Knowledge  
Repository



# Online Resources – Help You Need, When and Where You Need It

<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

Defense Acquisition University | Tools Catalog

ACQUISITION TOOLS & RESOURCES

**DAG**  
Defense Acquisition Guidebook

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.

**BROWSE ALL TOOLS**

Topic Area: All  
Licensing Requirement: All  
Sort By: Recently Added

Search Tools: keywords to search... [Apply Filters](#)

Decision Based Man...  
Guidance for Con...  
Contract Pricing Ref...  
Developing and Sustain...  
SOW/CS Contracting M...  
SBRAC Contracting Gu...  
Research & Eval T...

[Online Video Tour](#)



Defense Acquisition Guidebook



Communities



Knowledge Repository



## Student Academic Policies & Information

Students should visit the Student Policies and Information page at [www.dau.mil/training/Pages/studentinformation.aspx](http://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 manager or Regional Associate Dean for Academics.



# Small Business Career

## 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 412 Difficult Interactions (2 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)

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

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

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.)

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

**4 Years Experience (2 years must be SB experience)**



# COURSE PRE-REQUISITES

Course ID	Course Title	Small Business Prerequisites	
<b>Level I Certification</b>			
<b>SBP 101</b>	Introduction to Small Business Programs, Part A	None	Recommend to take SBP 120 first for those new to acquisition
<b>SBP 102</b>	Introduction to Small Business Programs, Part B	SBP 101	
<b>SBP 110</b>	Fundamentals of the Federal Acquisition Regulation (FAR) for Small Business Professionals (SBP)	None	
<b>SBP 120</b>	Contract Lifecycle for Small Business Programs	None	
<b>CON 100</b>	Shaping Smart Business Arrangements	None	
<b>CON 237</b>	Simplified Acquisition Procedures	None	
<b>HBS 412</b>	Difficult Interactions	None	
<b>Level II Certification</b>			
<b>SBP 201</b>	Intermediate Small Business Programs, Part A	SBP 102 - effective 1 Oct 2019	
<b>SBP 202</b>	Intermediate Small Business Programs, Part B	SBP 201	
<b>SBP 210</b>	Subcontracting	SBP 202 - effective 1 Oct 2019	
<b>SBP 220</b>	Business Decisions for Small Business	SBP 202 - effective 1 Oct 2019	
<b>ACQ 101</b>	Fundamentals of System Acquisition Management	None	
<b>CON 216</b>	Legal Considerations in Contracting	CON 200	Take either CON 216 or ACQ 370
<b>ACQ 370</b>	Acquisition Law	None	Take either CON 216 or ACQ 370
<b>STM 101</b>	Introduction to Science and Technology Management	ACQ 101	
<b>LOG 100</b>	Lifecycle Logistics Fundamentals	ACQ 101	
<b>HBS 428</b>	Negotiating	None	
<b>Level III Certification</b>			
<b>SBP 301</b>	Small Business Decisions Makers	SBP 210 - effective 1 Oct 2019 SBP 220 - effective 1 Oct 2019	
<b>ACQ 202</b>	Intermediate Systems Acquisition, Part A	ACQ 101	
<b>ACQ 315</b>	Understanding Industry (Business Acumen)	None	Recommend to take SBP 301 first
<b>HBS XXX</b>	Choose one (1) HBS Module	None	



The training you get from DAU...

helps you support our warfighters.