

Class Overview

General Class Information			
<i>All fields must be completed and posted in UVaCollab and World Viewable in SIS no later than two weeks prior to registration.</i>			
Subject Area & Catalog Number	PC4260	Class Title	SOURCE SELECTION
Credit Type	<input checked="" type="checkbox"/> Undergraduate <input type="checkbox"/> Graduate	<input checked="" type="checkbox"/> Credit <input type="checkbox"/> Noncredit	Delivery Method <input type="checkbox"/> P (In-Person) <input type="checkbox"/> CI (Classroom/Internet) <input checked="" type="checkbox"/> WB (Web-Based)
Re-licensure Re-certification Points		Approval Date <i>(For internal use only)</i>	

1. Class Description (Use the SIS 400 characters from catalog description)

Provides a comprehensive overview of the government policies and regulations that address the major procurement technique used by the government for purchases above the simplified acquisition threshold. The intent of the course is to discuss all phases of the source selection process from the inception of the requirement to the award of the contract and notification and debriefing of unsuccessful offers.

2. Learning Outcomes

- CONDUCT AND PARTICIPATE IN A COMPETITIVE SOURCE SELECTION FOR A FEDERAL GOVERNMENT CONTRACT
- DEVELOP CRITICAL ELEMENTS OF THE REQUEST FOR PROPOSAL (RFP)
- PREPARE AND EVALUATE PROPOSALS
- PREPARE FOR AND PARTICIPATE IN NEGOTIATIONS
- CONDUCT AND PARTICIPATE IN PRE-AWARD AND POST-AWARD DEBRIEFINGS
- UNDERSTAND THE PROTEST PROCESS
- COMPETE EFFECTIVELY FOR FEDERAL GOVERNMENT CONTRACTS

3. Assessment Components

- ASSIGNED READING FROM THE TEXTBOOK AND FEDERAL ACQUISITION REGULATION
- REQUIRED PARTICIPATION IN WEEKLY DISCUSSION FORUM QUESTIONS
- TWO ESSAYS ARE REQUIRED: ONE BEFORE THE MID-TERM AND ONE BEFORE THE FINAL
- TWO TESTS: MID-TERM AND FINAL
- OPTIONAL EXTRA CREDIT ESSAY

4. Required Text (include ISBN, specific edition)

UNDERSTANDING GOVERNMENT CONTRACT SOURCE SELECTION, MARGARET G. RUMBAUGH, CPCM. © 2010 MANAGEMENT CONCEPTS. VIENNA, VIRGINIA. ISBN 978-1-56726-273-5

5. Required Additional Resources and Technical Components

The Federal Acquisition Regulation available online

6. Other Class Expectations (for Classroom/Internet and Web-Based classes, specify any live (synchronous) meetings dates, times, delivery mode)

Discussion Forum. Each week there is a discussion question that relates to the previous week's reading assignment. Students can access the class discussion forum from each weekly lesson folder or by clicking on the "Forums" tab on the left side of the screen.

The discussion forum is asynchronous. Students do not have to be online at the same time to participate in the discussions. Each week's discussion requires students to answer a question and respond to two other students' postings. Students must submit answers in a timely manner to permit review and responses by other students before the due date.

The objective of the discussion question is to encourage you to analyze the topic. There is often no right or wrong answer. Discussion posts and responses should be well thought answers to the question. An objective for each post should be at least 100 words that include analysis and a discussion of the topic. You may discuss your experience or your opinion in terms of pro and con analysis of the topic. You may introduce cases or articles you've read on the topic. One or two sentence responses are discouraged. Simply stating "I agree" will not earn credit for the response. [Note: the preceding paragraph is 101 words.]