COURSE SYLLABUS

FPM 332: Progressive Contracting Strategies for Programs Course

This course prepares senior-level federal program and project managers to plan, manage, and oversee complex procurements that align with program goals and federal regulations. Participants learn to integrate contracting strategies across the full acquisition lifecycle to balance cost, risk, and performance for mission success.

> Group classes (Live Online) and onsite training are available for this course. For more information, email onsite@graduateschool.edu or visit: https://sdfm.graduateschool.edu/courses/fpm-332-progressive-contracting-strategies-for-programs-course



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Course Outline

Module 1: Managing the Federal Systems Environment

- Understand the federal acquisition environment and stakeholder roles in program contracting.
- Define program needs through concepts of operation, requirements analysis, and scope planning.
- Develop core planning documents (e.g., Statements of Work, cost estimates, schedules) in compliance with federal standards.

Module 2: Orchestrating the Acquisition Plan

- Formulate an acquisition strategy that aligns with program objectives and risk considerations.
- Select appropriate contract types and procurement methods to support the program plan.
- Incorporate risk management and policy requirements into a comprehensive acquisition plan, including drafting effective SOW, PWS, or SOO.

Module 3: The Pre-Award and Source Selection Process

- Prepare solicitation packages and evaluation criteria in accordance with the FAR and agency guidelines.
- Conduct source selection activities: evaluating proposals, determining competitive range, and managing discussions.
- Apply best-value decision-making techniques and documentation to select contractors and award contracts.

Module 4: Executing the Contract

- Oversee post-award contract administration and contractor performance against requirements.
- Manage contract modifications, change control, and issue resolution during contract execution.
- Ensure deliverables, quality standards, and stakeholder expectations are met through effective contract oversight and communication.

Module 5: Service and IT Contracting Needs

- Adapt acquisition strategies for service contracts and information technology projects.
- Develop performance-based work statements and service level agreements to measure contractor performance.

- Address unique considerations for IT procurement (e.g., technology upgrades, security requirements) and align them with program needs.

Module 6: Putting It All Together

- Execute a capstone project that integrates planning, solicitation, and contract management for a complex program scenario.
- Synthesize all contracting concepts into a cohesive procurement approach from initiation to contract closeout.
- Evaluate the effectiveness of contracting strategies in meeting program objectives and regulatory compliance.