

2018-20 EDUCATIONAL SKILLS REQUIREMENTS  
Acquisition and Contract Management  
Subspecialty 1306  
Curriculum 815

EDUCATIONAL SKILL REQUIREMENTS FOR: Acquisition and Contract Management/1306

1. Curriculum Number: 815
2. Curriculum taught at NPS.
3. Students are Fully Funded or Partially Funded: FULLY
4. Curriculum Length in months: 18 months
5. APC Required: 345
6. ESR 1: **Management Fundamentals** - The graduate will have the ability to apply state-of-the-art concepts, tools, and methodologies from public management and business to manage DoN/DoD organizations. This ability will be developed in course work that includes economic, statistical, mathematical, organizational, communication, and financial theories and techniques.
7. ESR 2: **Advanced Management Concepts** - The graduate will have the ability to apply advanced management and operations research techniques to defense problems. This includes policy formulation and execution, strategic planning, defense resource allocation, cost benefit and cost effectiveness analysis, federal fiscal policy, computer-based information and decision support systems, and complex managerial situations requiring comprehensive integrated decision making.
8. ESR 3: **Acquisition and Contracting Principles** - The graduate will have an understanding of and will be able to apply the principles and fundamentals of acquisition and contracting within the federal government, including knowledge of the acquisition laws and regulations, particularly the Federal Acquisition Regulation (FAR) and the DoD FAR Supplement (DFARS); the unique legal principles applied in government contract law and the Uniform Commercial Code; and the application of sound business principles and practices to defense contracting problems. Further, the graduate will be able to apply innovative and creative approaches not only to resolve difficult acquisition and contracting issues but to significantly influence the legal and regulatory structure within which acquisition decision making occurs. Finally, the graduate will have the ability to conceptualize, develop and execute strategic

business alliances and relationships necessary to the successful acquisition of goods and services.

9. **ESR 4: Acquisition and Contracting Policy** - The graduate will have an ability to formulate and execute acquisition policies, strategies, plans and procedures; a knowledge of the legislative process and an ability to research and analyze acquisition legislation; and a knowledge of the government organization for acquisition, including Congress, the General Accounting Office, the Office of Federal Procurement Policy, the federal and military contracting offices, the Boards of Contract Appeals, and the court system.

10. **ESR 5: Contracting Process** - The graduate will understand the theory of and have the ability to manage the field contracting, contingency contracting, supplies and services contracting, system acquisition, and contract administration processes. This involves a knowledge of the defense system life cycle processes, including requirements determination, funding, contracting, ownership, and disposal; an ability to evaluate military requirements, specifications, and bids and proposals; an ability to utilize the sealed bid, competitive proposals and simplified acquisition methodologies; a comprehensive knowledge of all contract types and their application in defense acquisition; an ability to conduct cost and price analyses; and an ability to negotiate various contracting actions, including new procurement, contract changes and modifications, claims, equitable adjustment settlements, and noncompliance issues.

11. **ESR 6: Business Theory and Practices** - The graduate will have an understanding of the business philosophy, concepts, practices, and methodologies of the global commercial industrial base, and the ability to apply these to the federal government acquisition environment.

12. **ESR 7: Federal and Defense Budgeting** - The graduate will have an ability to apply economic and accounting principles, including monetary and fiscal theories, to defense acquisition and contracting issues.

13. **ESR 8: Program Management** - The graduate will have an understanding of the basic principles and fundamentals of Program Management, with particular emphasis on Procuring Contractor Officer's and Administrative Contracting Officer's roles and relationships with the Program Manager.

14. **ESR 9: Acquisition Workforce** - The graduate will satisfy all requirements of the Defense Acquisition Workforce Improvement Act (DAWIA) and mandatory contracting courses required by the Defense Acquisition University (DAU) at Levels I, II, and III.

15. ESR 10: **Ethics and Standards of Conduct** - The graduate will have an ability to manage and provide leadership in the ethical considerations of military acquisition, including the provisions of procurement integrity, and to appropriately apply defense acquisition standards of conduct.

16. ESR 11: **Strategy and Policy** - Officers develop a graduate-level ability to think strategically, critically analyze past military campaigns, and apply historical lessons to future joint and combined operations, in order to discern the relationship between a nation's policies and goals and the ways military power may be used to achieve them. This is fulfilled by completing the first of the Naval War College series leading to Service Intermediate-level Professional Military Education (PME) and Phase I Joint PME credit.

17. ESR 12: **Analysis, Problem Solving, and Critical Thinking** - The graduate will demonstrate the ability to conduct research and analysis, and proficiency in presenting the results in writing and orally by means of an applied project and a command-oriented briefing appropriate to this curriculum.

APPROVED: *Elliott B. Branch*  
MAJOR AREA SPONSOR

10/1/2018  
DATE

APPROVED: *W. R. Rountree*  
President, NPS

JAN 18 2019  
DATE

APPROVED: *Donald R. Meyer*  
Director, OPNAV N12

11 APR 2019  
DATE

2018-20 EDUCATIONAL SKILLS REQUIREMENTS  
Contract Management  
Curriculum 835

EDUCATIONAL SKILL REQUIREMENTS FOR: Contract Management

1. Curriculum Number: 835
2. Curriculum taught at via Distance Learning at NPS.
3. Students are Fully Funded or Partially Funded: FULLY
4. Curriculum Length in months: 24 months
5. APC Required: None; applicant required to have Baccalaureate degree with minimum GPA of 2.20.
6. **ESR 1: Advanced Management Concepts** - The graduate will have the ability to apply advanced management theory and techniques to problems in both the public and private sectors. This includes policy formulation and execution, strategic planning, resource allocation, federal fiscal policy, computer-based information and decision support systems, and complex managerial situations requiring comprehensive integrated approaches. The graduate will have the ability to apply state-of-the-art management concepts and practices to problem solving and decision-making responsibilities as middle and senior managers.
7. **ESR 2: Acquisition and Contracting Principles** - The graduate will have an understanding of and will be able to apply the principles and fundamentals of acquisition and contracting within the federal government including knowledge of the acquisition laws and regulations, particularly the Federal Acquisition Regulation (FAR) and the Defense FAR Supplement (DFARS); the unique legal principles applied in government contract law and the Uniform Commercial Code; and the application of sound business principles and practices to Defense contracting problems. Further, the graduate will be able to apply innovative and creative approaches not only to resolve difficult acquisition and contracting issues but to significantly influence the legal and regulatory structure within which acquisition decision making occurs. Finally, the graduate will have the ability to conceptualize, develop and execute strategic business alliances and relationships necessary to the successful acquisition of goods and services.
8. **ESR 3: Contracting Process** - The graduate will understand the theory of and have the ability to manage the field contracting, contingency contracting, supplies and services contracting

system acquisition and contract administration processes. This involves a knowledge of the defense system life cycle processes, including requirements determination, funding, contracting, ownership, and disposal; an ability to evaluate military requirements, specifications, and bids and proposals; an ability to utilize the sealed bid, competitive proposals and simplified acquisition methodologies; a comprehensive knowledge of all contract types and their application in Defense application; an ability to conduct cost and price analyses; and an ability to negotiate various contracting actions including new procurement, contract changes and modifications, claims, equitable adjustment settlements, and noncompliance issues.

9. **ESR 4: Acquisition and Contracting Policy** - The graduate will have an ability to formulate and execute acquisition policies, strategies, plans and procedures; a knowledge of the legislative process and an ability to research and analyze acquisition legislation; and a knowledge of the government organization for acquisition, including Congress, the General Accounting Office, the Office of Federal Procurement Policy, the federal and military contracting offices, the Boards of Contract Appeals, and the court system.

10. **ESR 5: Business Theory and Practices** - The graduate will have an understanding of the business philosophy, concepts, practices and methodologies of the commercial industrial base (both domestic and global) and the ability to apply these to the federal government acquisition environment.

11. **ESR 6: Defense Financial Management and Budgeting** - The graduate will have an ability to apply sound financial management theories, principles and practices to defense acquisition and contracting issues, including fiscal and monetary policy.

12. **ESR 7: Production and Quality Management** - The graduate will have an understanding of principles and fundamentals of Production and Quality Management; with particular emphasis on the Procuring Contracting Officer's and Administrative Contracting Officer's roles and relationships with industry and the Government Program Manager.

13. **ESR 8: Analysis and Application** - The graduate will demonstrate an ability to apply acquisition, contracting and management principles in dealing with the significant issues encountered in managing the contracting process in one of the following areas: (1) major weapon systems acquisition (2) research and development, (3) field procurement, and (4) facilities contracting.

14. ESR 9: **Ethics and Standards of Conduct** - The graduate will have an ability to manage and provide leadership in the ethical considerations of military acquisition, including the provisions of procurement integrity, and to appropriately apply Defense acquisition standards of conduct.

15. ESR 10: **Acquisition Work force** - The graduate will satisfy all requirements of the Defense Acquisition Workforce Improvement Act (DAWIA) and mandatory contracting courses required by the Defense Acquisition University (DAU) at Level III.

16. ESR 11: **Analysis, Problem Solving, and Critical Thinking** - The graduate will demonstrate the ability to conduct research and analysis, and proficiency in presenting the results in writing and orally by means of an applied project and a command-oriented briefing appropriate to this curriculum.

APPROVED:	<u><i>Elliott B. Brand</i></u> MAJOR AREA SPONSOR	<u>10/01/2018</u> DATE
APPROVED:	<u><i>[Signature]</i></u> President, NPS	<u>JAN 18 2019</u> DATE
APPROVED:	<u><i>Dale Meyer</i></u> Director, OPNAV N12	<u>11 April 2019</u> DATE