

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	PC 5100	Class Title	CONTRACTING BY NEGOTIATION
Credit Type	<input type="checkbox"/> Undergraduate <input checked="" 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)

THE PURPOSE OF THIS COURSE IS TO PROVIDE STUDENTS WITH A DETAILED EXPLANATION OF CONTRACTING BY THE NEGOTIATION METHOD AS PROVIDED IN THE CURRENT FEDERAL ACQUISITION REGULATION (FAR) PART 15. IT PROVIDES FOR AN INTENSIVE REVIEW OF POLICY AND PROCEDURES IN CONTRACTING BY NEGOTIATION. PREREQUISITE: PC 4010 OR EQUIVALENT.

2. Learning Outcomes

UPON COMPLETION OF THIS COURSE, STUDENTS WILL BE ABLE TO:

- UNDERSTAND BASIC NEGOTIATION PROCEDURES
- UNDERSTAND SPECIAL NEGOTIATION PROCEDURES
- UNDERSTAND TYPES OF CONTRACTS

3. Assessment Components

WEB-BASED CONSISTING OF READING ASSIGNMENTS, THREADED DISCUSSIONS, AND ONLINE CHATS. A MID-TERM AND FINAL EXAM WILL BE REQUIRED ALONG WITH A PRESENTATION.

4. Required Text (include ISBN, specific edition)

FORMATION OF GOVERNMENT CONTRACTS, 4TH EDITION, BY JOHN CIBINIC, JR., AND RALPH C. NASH, JR. THE FEDERAL ACQUISITION REGULATIONS ARE AVAILABLE ONLINE ([HTTP://ACQUISITION.GOV/COMP/FAR/INDEX.HTML](http://acquisition.gov/comp/far/index.html)). INSTRUCTOR HANDOUTS WILL ALSO BE USED. (STUDENTS THAT ALREADY OWN THE 3RD EDITION SHOULD CONTACT THE INSTRUCTOR ABOUT USING THAT EDITION.)

5. Required Additional Resources and Technical Components

NOT APPLICABLE.

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

WEB-BASED COURSE WITH WEEKLY ASSIGNMENTS DUE (ASYNCHRONOUS). THERE WILL BE NO IN PERSON CLASS MEETINGS, BUT FOUR VIRTUAL CLASSROOM SESSIONS DURING THE SEMESTER (SYNCHRONOUS). DEPENDING ON THE SIZE OF THE CLASS, STUDENT PRESENTATIONS WILL BE MADE ON A CONFERENCE CALL.

