Master of Science in Contract Management
Course Descriptions

MN3012 Communications Strategies for Effective Leadership (3-0)
This course provides DoD military officers and civilians with the communication strategies and
skills to manage and lead in the dynamic DoD environment. Instruction focuses on assessing
various communication models, making strategic media choices, writing effective informative
documents, developing associates' communication competencies through various feedback
roles, and giving lucid briefings. Prerequisites: None.

MN3221 Principles of Acquisition and Program Management I (3-0)
This is the first of two courses which provides the student with an understanding of the
underlying concepts, fundamentals and philosophies of the Department of Defense systems
acquisition process and the practical application of program management methods within this
process. The course examines management characteristics and competencies, control policies
and techniques, systems analysis methods and functional area concerns. Techniques for
interpersonal relationships will be examined in team exercise settings. Topics, from a program
management perspective, include the evolution and current state of systems acquisition
management, the system acquisition life cycle, requirements analysis, systems engineering,
contract management, resource management, test and evaluation, user-producer acquisition
management disciplines and activities; and program planning, organizing, staffing, directing and
controlling. Case studies are used to analyze various acquisition issues. This course provides
DAU equivalencies when combined with MN3222. Prerequisites: None.

GE3070 Economics for Defense Managers (3-0)
Develops the fundamental tools of microeconomics and macroeconomics and applies them to
topics in the management and allocation of resources in defense acquisition management with
particular emphasis on the applications of economic theory to defense decision making. Topics
covered include defense and the macro economy; markets and their effects on defense
acquisition and contracting practices; the economics of corporate strategy; and efficiency in
defense decision making. Prerequisites: None.

MN3222 Principles of Acquisition and Program Management II (3-0)
This is the second of two courses which provides the student with an understanding of the
underlying concepts, fundamentals and philosophies of the Department of Defense systems
acquisition process and the practical application of program management methods within this
process. The course examines management characteristics and competencies, control policies
and techniques, systems analysis methods and functional area concerns. Techniques for
interpersonal relationships will be examined in team exercise settings. Topics, from a program
management perspective, include the evolution and current state of systems acquisition
management, the system acquisition life cycle, requirements analysis, systems engineering,
contract management, resource management, test and evaluation, user-producer acquisition
management disciplines and activities; and program planning, organizing, staffing, directing and
controlling. Case studies are used to analyze various acquisition issues. Combined with
MN3221, this course provides DAU equivalencies. Prerequisites: MN3221 or consent of instructor.

**MN4474 Organizational Analysis (3-1)**
This course concentrates on analysis of acquisition organizations from an open systems perspective. Focus is on tools and techniques for diagnosing managerial problems by analyzing structure, task requirements, technology, culture, and various organizational subsystems. The course emphasizes application in that students complete a course project requiring integrated application of the systems model in an analysis of their own acquisition organization. Prerequisites: None

**MN3303 Principles of Acquisition and Contract Management (4-0)**
This course is an introduction to the principles of government acquisition and contracting. It presents the fundamentals of the Federal Acquisition Regulation (FAR) and the DoD FAR Supplement; the federal acquisition and contracting processes, including requirements determination, acquisition strategies, government contract law, ethics, contract types, contracting methods, and acquisition/contract management techniques. This course offers DAU equivalencies. Prerequisites: None.

**MN4090 Capstone Applied Project (0-3)**
Course reflects laboratory hours dedicated to presenting research techniques and independent/team efforts needed to conduct Joint Applied Project research and analysis and to produce the Professional Report. These laboratory hours will be used by students and student teams for interactions with their Capstone Applied Project advisors, Academic Associate(s), editors, and thesis processors in producing high quality, disciplined research products for publication as appropriate. Prerequisites: None.

**MN3312 Government Contracts Law (4-0)**
This course examines the legal structure within which federal government contracts with private industry are formulated and executed. The course addresses the unique aspects of government contract law including such topics as agency authority, contract interpretation, disputes and remedies, Alternative Dispute Resolution (ADR), socio-economic laws, labor law, property, patent and data rights, conflicts of interest, protests, and ethics. Comparisons are made with the Uniform Commercial Code (UCC). Emphasis is on the use of Court and Board of Contract Appeals (BCA) cases. This course offers DAU equivalencies. Prerequisites: MN3303.

**MN3320 Contract Cost and Price Analysis (3-0)**
This course involves the study and application of pricing theory and strategies, costing methods, cost and price analysis, cost principles, Cost Accounting Standards, and related genres in examining proposed and incurred costs in Federal contracts in both pre-award and post-award contexts. May not require this for MSCM students with extensive field experience and existing CON Level I DAU certification or higher. This course offers DAU equivalencies. Prerequisites: MN3303 or similar introductory contracting principles course.
MN3321 Federal Contract Negotiations (3-0)
This course involves the study and application of the art and science of developing and conducting comprehensive government contract negotiations. Emphasis is placed on cost and price analytical techniques in the formulation and presentation of a pre-negotiation business clearance, strategy and actual conduct of negotiations in a simulated business environment. This course offers DAU equivalencies. Prerequisites: MN3320.

MN3172 Resourcing National Security: Policy and Process (3-0)
This course analyzes federal policy-making with emphasis on resource decision making for national defense. The roles of principal budget participants are examined in detail. Executive (especially DoD) and congressional budget processes are assessed to indicate how national security policy is implemented through resource allocation. Spending for national security policy is tracked from budget submission through resolution, authorization and appropriation. The politics of budgeting for national defense is evaluated to indicate the dynamics of executive-legislative competition over scarce federal resources. Prerequisites: None.

MN3315 Acquisition Management and Contract Administration (4-0)
This course focuses on the management functions and decision-making techniques involved in the award and administration of Best Value competitively negotiated contracts. The first phase of the course concentrates on the source selection phase of the acquisition process; specific topics include acquisition planning, market research, source selection planning, proposal development, solicitation management, source selection evaluation, contract award, and contractor debriefings. The second phase of the course emphasizes the performance phase of the acquisition process; specific topic areas include organizing for contract administration, transitioning to performance, quality management, subcontract management, financial management, performance monitoring, change management, and contract closeout. Emphasis is on the use of legal case studies and practical exercises. This course offers DAU equivalencies. Prerequisites: MN3303.

MN4105 Strategic Management (3-0)
Strategic Management entails the establishment of an organization's direction and the implementation and evaluation of that direction given the organization's external environment and its internal capabilities. The principal aim of this course is the transfer and adaptation of the principles of business strategic management to the Department of Defense and other federal agencies. In previous courses, students concentrate on the functional elements of management (e.g., accounting, finance, acquisition, logistics, contracting, etc.). This course addresses the challenges of setting direction and implementing strategies for the total system or whole organization. Cases and approaches from the public and private sectors enable students to develop the knowledge, skills, and abilities to strategically think, plan, and manage. Prerequisites: MN3012.

MN4311 Contracting for Services (3-0)
This course studies the DoD's major services contracting policies, processes, procedures, and practices. Detailed and critical examination of current policies, issues, and practices in services contracting, to include performance based services contracting (PBSC), is accomplished through
extensive case, policy, and report analysis requiring synthesis of concepts, processes and best practices. A review of major services acquisition and program management is provided but the primary focus is on the contracting process used to acquire major services for the DoD. Topics include information technology services, base operating support services, environmental services, construction services, and contractor logistics support. This course offers DAU equivalencies. Prerequisites: MN3331 and MN3303 or consent from instructor.

**MN4371 Acquisition and Contracting Policy (4-0)**
This course uses case studies and current acquisition issues to analyze government and business acquisition/contracting policies. Emphasis is on acquisition decision making and policy formulation/execution. This course offers DAU equivalencies. Prerequisites: MN3312 and MN3320.