



DEFENSE ACQUISITION UNIVERSITY

Equivalent Course Listing for Commercial Vendors

Last Update August 2, 2013

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* The below list of equivalencies are for courses currently being delivered by DAU and/or predecessors courses which are considered acceptable towards meeting current acquisition career field certification requirements.

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Organization Name	DAU Course Code	Provider Course Code <i>if Applicable</i>	Providers Course Name	Approval Period	
				Start (mn/day/yr)	End (mn/day/yr)
ADOA Experts, Inc.	COR 222	ADOA COR 7101-222	Contracting Officer's Represnetative (COR) Course	5/14/2012	INDEF
Asentrene, Inc.	CON 090	ACON 090	FAR Fundamentals	4/1/2012	INDEF
ASI Government Formally Acquisition Solutions, Inc.	BCF 102	EVM500	The Essential Elements of Earned Value Management	12/1/2009	INDEF
Atlantic Management Center, Inc.(AMCI)	CON 100	CON 100	Providing Effective Business Leadership within the Federal Government	6/1/2004	INDEF
	CON 120	CON 120	Mission-Focused Contracting for the Contracting Professional within the Federal Government	11/30/2005	6/30/2013
	CON 215	CON 215	Intermediate Contracting for Mission Support	9/15/2009	6/30/2013
	CON 217	CON 217	Cost Analysis and Negotiation Techniques	9/15/2009	6/30/2013
	CON 218	CON 218	Advanced Contracting for Mission Support	9/15/2009	6/30/2013
	CON 353	CON 353	Applying Business Acumen to Delivering Results for Mission Accomplishment Within the Federal Government	5/1/2006	6/30/2013
	CON 360	con 360	Contracting for Decision Makers	4/12/2013	INDEF
	COR 222	COR 222	Contracting Officer's Representative Course	4/25/2011	INDEF
Business Management Research Associates, Inc.(BMRA)	CON 100	CON 100	Shaping Smart Business Arrangements	10/21/2005	INDEF
	CON 120	CON 120	Mission Focused Contracting	2/22/2006	6/30/2013
	CON 170	CON 170	Fundamentals of Cost and Price Analysis	6/1/2012	INDEF
	CON 215	CON 215	Intermediate Contracting for Mission Support	11/1/2008	6/30/2013
	CON 217	CON 217	Cost Analysis and Negotiation Techniques	10/26/2009	6/30/2013
	CON 218	CON 218	Advanced Contracting for Mission Support	11/1/2008	6/30/2013



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				Start (mn/day/yr)	End (mn/day/yr)
	CON 260	CON 260	Small Business Socio Economic Course	5/4/2007	INDEF
	CON 353	CON 353	Advanced Business Solutions for Mission Support	3/2/2006	6/30/2013
BRTRC Technology	ACQ 201B	IMAC	Intermediate Medical Acquisition Course	1/1/2010	INDEF
Booz Allen Hamilton	TST 102	MSF 8150	Test and Evaluation Boot Camp	2/1/2011	INDEF
Centre Consulting	CON 100	CON 100	Shaping Smart Business Arrangements	11/8/2007	INDEF
	CON 120	CON 120	Mission Focused Contracting	9/1/2011	6/30/2013
	CON 215	CON 215	Intermediate Contracting for Mission Support	9/1/2011	6/30/2013
ESI International (ESI)	BCF 102	GCP-DDP	Earned Value Management Fundamentals	11/30/2005	INDEF
	CON 100	GCP-DBW	CON 100: Shaping Smart Business Arrangements	1/1/2004	11/13/2011
		GCP-DSQ	Shaping Win-Win Acquisitions (CON 100)	11/14/2011	INDEF
	CON 110	PRO-BLQ	Federal Contracting Basics (CON 110)	11/14/2005	6/30/2013
	CON 111	PRO-BWM	Source Selection: The Best Value Process (CON 111)	11/14/2005	6/30/2013
	CON 112	PRO-BSC	Operating Practices in Contract Administration (CON 112)	11/14/2005	6/30/2013
	CON 120	GCP-DF6	CON 120: Mission Focused Contracting	1/24/2006	11/29/2009
		GCP-DMG	Applications In Federal Contracting (CON 120)	11/30/2009	6/30/2013
	CON 214	GCP-DJK	Preaward Business Decisions in Contracting (CON 214)	3/1/2008	6/30/2013
	CON 215	GCP-DJL	Intermediate Contracting for Mission Support	7/1/2007	7/5/2011
		GCP-DSG	Intermediate Federal Contracting (CON 215)	7/6/2011	6/30/2013
	CON 216	GCP-DJM	Legal Considerations in Contracting (CON 216)	9/1/2008	INDEF
	CON 217	GCP-DJN	Cost Analysis and Negotiation Techniques (CON 217)	10/1/2008	6/30/2013
	CON 218	GCP-DJP	Advanced Contracting for Mission Support	7/1/2007	10/9/2011
		GCP-DS7	Advanced Federal Contracting (CON 218)	5/1/2011	6/30/2013
	CON 243	GCP-DRZ	Federal Architect-Engineer Contracting (CON 243)	3/1/2011	INDEF
	CON 244	GCP-DS1	Federal Construction Contracting (CON 244)	5/1/2011	INDEF
	CON 353	GCP-DG2	Advanced Business Solutions in Contracting (CON 353)	8/1/2006	6/30/2013
The Federal Market Group	CON 100	CON 100	Shaping Smart Business Arrangements	8/1/2008	INDEF



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Organization Name	DAU Course Code	Provider Course Code <i>if Applicable</i>	Providers Course Name	Approval Period	
				Start (mn/day/yr)	End (mn/day/yr)
	CON 110	CON 110	Mission Support Planning	8/1/2008	6/30/2013
	CON 111	CON 111	Mission Strategy Execution	12/1/2008	6/30/2013
	CON 112	CON 112	Mission Performance Assessment	2/1/2009	6/30/2013
	CON 120	CON 120	Mission Focused Contracting	6/1/2009	6/30/2013
	CON 214	CON 214	Business Decisions for Contracting	10/17/2009	6/30/2013
	CON 215	CON 215	Intermediate Contracting for Mission Support	12/1/2009	6/30/2013
	CON 216	CON 216	Legal Considerations in Contracting	4/12/2010	INDEF
	CON 217	CON 217	Cost Analysis and Negotiation Techniques	5/23/2010	6/30/2013
	CON 218	CON 218	Advanced Contracting for Mission Support	6/7/2010	6/30/2013
	CON 360	CON 360	Contracting for Decision Makers	8/1/2012	INDEF
Financial Voyages, LLC	BCF 107	BCF 107	Applied Cost Analysis	6/1/2012	INDEF
	BCF 220	BCF 211	Acquisition Business Management	9/10/2012	INDEF
	BCF 225	BCF 211	Acquisition Business Management	9/10/2012	INDEF
Government*Horizons	CON 100	CON 100	Shaping Smart Business Arrangements	7/31/2006	9/30/2011
Gonzales McCaulley Investment Group, Inc (GMIG)	CON 100	CON 100	Shaping Smart Business Arrangements	11/1/2011	INDEF
	CON 170	CON 170	Fundamentals of Cost and Price Analysis	9/26/2012	INDEF
	CON 243	CON 243	Architect-Engineering Contracting	5/15/2009	INDEF
	CON 244	CON 244	Government Construction Contracting	5/15/2009	INDEF
	CON 270	CON 270	Intermediate Cost and Price Analysis	6/20/2013	INDEF
	CON 280	CON 280	Source Selection and Administration of Service Contracts	11/28/2012	INDEF
	CON 353	CON 353	Advanced Business Solutions For Mission Support	6/5/2007	6/30/2013
	CON 360	CON 360	Contracting for Decision Makers	1/22/2013	INDEF
	COR 206	COR 206	Contracting Officer's Representatives in a Contingency Environment	6/15/2011	INDEF
	COR 222	COR 222	Contracting Officer's Representative Course	4/25/2011	INDEF



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				Start (mn/day/yr)	End (mn/day/yr)
Interactive Technologies Group, Inc	CON 090		Federal Acquisition Regulation (FAR) Fundamentals	2/1/2012	INDEF
Jack Donovan Seminars	CON 244	CON 244	Construction Contracting	11/11/2008	INDEF
Management Concepts, Inc. (MCI)	CON 090	1190	CON 090: FAR Fundamentals	7/1/2011	INDEF
	CON 100	1100	CON 100: Shaping Smart Business Arrangements (5 Day)	8/26/2005	INDEF
	CON 100	1101	CON 100: Shaping Smart Business Arrangements (4 Day)	8/26/2005	INDEF
	CON 110	1310	CON 110: Mission Support Planning	8/17/2005	6/30/2013
	CON 111	1311	CON 111: Mission Strategy Execution	8/26/2005	6/30/2013
	CON 112	1312	CON 112: Mission Performance Assessment	8/17/2005	6/30/2013
	CON 120	1320	CON 120: Mission Focused Contracting	11/1/2005	6/30/2013
	CON 170	1170	CON 170: Fundamentals of Cost and Price Analysis	8/20/2012	INDEF
	CON 200	1200	CON 200: Business Decisions for Contracting	8/1/2013	INDEF
	CON 214	1201	CON 214: Business Decisions for Contracting	11/26/2007	6/30/2013
	CON 215	1215	CON 215: Intermediate Contracting for Mission Support	3/4/2008	6/30/2013
	CON 216	1216	CON 216: Legal Considerations in Contracting	11/26/2007	INDEF
	CON 217	1217	CON 217: Cost Analysis and Negotiation Techniques	11/26/2007	6/30/2013
	CON 218	1218	CON 218: Advanced Contracting for Mission Support	11/26/2007	6/30/2013
	CON 243	1032	CON 243: Architect - Engineer Services Contracting	11/1/1999	INDEF
	CON 244	1021	CON 244: Construction Contracting	3/1/1999	INDEF
	CON 270	1270	CON 270: Intermediate Cost and Price Analysis	2/3/2013	INDEF
CON 280	1280	CON 280: Source Selection and the Administration of Service Contracts	11/21/2012	INDEF	
CON 290	1290	CON 290: Contract Administration and Negotiation Techniques in a Supply Environment	11/21/2012	INDEF	



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				Start (mn/day/yr)	End (mn/day/yr)
	CON 353	1353	CON 353: Advanced Business Solutions for Mission Support	10/20/2006	6/30/2013
	CON 360	1360	CON 360: Contracting for Decision Makers	8/10/2012	INDEF
	COR 222	1070	Contracting Officer's Representative Course	3/1/2011	INDEF
ManTech University	ACQ 201B	ACQ 201B	Intermediate Systems Acquisition Course	7/1/2010	INDEF
MCR Training Institute (MTI)	BCF 102		Fundamentals of earned Value Management	3/22/2007	INDEF
	PMT 251		Program Management Tools Workshop - 4 Day Version (3 Day Version must be accompanied with completion of DAU BCF 102 or its equivalent)	6/1/2010	INDEF
Northwest Procurement Institute, Inc.(NPI)	CON 090	CON 090A	FAR Fundamentals; Module A Contracting Overview	3/1/2011	INDEF
		CON 090B	FAR Fundamentals; Module B Contract Planning	3/1/2011	INDEF
		CON 090C	FAR Fundamentals; Module A Contract Formation	3/1/2011	INDEF
		CON 090D	FAR Fundamentals; Module A Contract Administration	3/1/2011	INDEF
	CON 100	1008	CON 100 - Shaping Smart Business Arrangements	10/30/2006	INDEF
	CON 110	1009	CON 110 - Mission Performance Planning	6/26/2006	6/30/2013
	CON 111	1010	CON 111 - Mission Strategy Execution	6/26/2006	6/30/2013
	CON 112	1011	CON 112 - Mission Performance and Assessment	6/26/2006	6/30/2013
	CON 120	1012	CON 120 - Mission Focused Contracting	1/2/2006	6/30/2013
	CON 121	CON 121	CON 127: Contract Planning	7/22/2013	INDEF
	CON 124	CON 124	CON 127: Contract Execution	7/22/2013	INDEF
	CON 127	CON 127	CON 127: Contract Management	7/22/2013	INDEF
	CON 170	CON 170	CON 170: Fundamentals of Cost and Price Analysis	7/29/2013	INDEF



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	CON 200	CON 200	CON 200: Business Decisions for Contracting	3/21/2013	INDEF
	CON 214	1056	CON 214: Business Decisions for Contracting	7/31/2008	6/30/2013
	CON 215	1058	CON 215: Intermediate Contracting for Mission Support	7/31/2008	6/30/2013
	CON 216	1059	CON 216: Legal Considerations in Contracting	7/31/2008	INDEF
	CON 217	1057	CON 217: Cost Analysis and Negotiation Techniques	7/31/2008	6/30/2013
	CON 218	1055	CON 218: Advanced Contracting for Mission Support	7/31/2008	6/30/2013
	CON 243	1016	CON 243 - Architect and Engineer Services	1/1/2000	INDEF
	CON 244	1017	CON 244 - Construction Contracting	1/1/2000	INDEF
	CON 353	1018	CON 353 - Advanced Business Solutions for Mission Support	6/26/2006	6/30/2013
	CON 360	CON 360	Contracting for Decision Makers	3/18/2013	INDEF
	COR 222	COR 222	Contracting Officer's Representative Course	3/19/2012	INDEF
The Siena Group, LLC	COR 222	COR Basic	Contracting Officer's Representative ("COR") Contracting Officer's Technical Representative ("COTR") Basic	9/4/2012	INDEF
Trio-Consulting, LLC	ACQ 201B	ACQ 201B	Intermediate Systems Acquisition	4/15/2013	INDEF
	BCF 220	BCF 211	Acquisition Business Management	8/14/2012	INDEF
	BCF 225	BCF 211	Acquisition Business Management	8/14/2012	INDEF
	LOG 201	LOG 201	Intermediate Acquisition Logistics	12/15/2012	INDEF
	PMT 257	PMT 257	Program Management Tools Course, Part II	10/11/2012	INDEF
	SYS 203	SYS 203	Intermediate Systems Planning, Research, Development, and Engineering, Part II	11/1/2012	INDEF
Technical Management Services, LLC	COR 222	COR 222	Contracting Officer's Representative Course	4/25/2011	INDEF