

# Appendix C—Equivalencies

Several training providers offer courses that have been certified equivalent to DAU curriculum courses and can be used to meet the requirements of the Defense Acquisition Workforce Improvement Act (DAWIA). The following matrix provides a summary of these courses and the training providers that offer them. It is important to note that

these courses must have been completed during the specified effective dates. For more information on these equivalencies, contact Mr. Corey Davis at (703) 805-3576 or [corey.davis@dau.mil](mailto:corey.davis@dau.mil). For updates go to <http://www.dau.mil/catalog/default.aspx> and then select Appendix C—Equivalencies.

## COLLEGE/UNIVERSITY EQUIVALENCIES

DAU Course	College/University Course	Effective Dates
Athens State University, (formerly Athens College), 300 N. Beaty Street, Athens, AL 35611, Dr. Robert Gulbro, (256) 233-8116		
CON 101 .....	PR 394 Introduction to Procurement .....	9/18/98—9/18/01
Bowie State University, 14000 Jericho Road, Bowie, MD 20715-9465, Dr. Shelton Rhodes, (301) 860-4000		
CON 101 .....	CON 101 Fundamentals of Contracting .....	9/18/98—9/18/03
CON 104 .....	CON 104 Fundamentals of Contract Pricing .....	9/18/98—9/18/03
CON 202 .....	CON 202 Intermediate Contracting .....	9/18/98—9/18/03
CON 204 .....	CON 204 Intermediate Contract Pricing .....	9/18/98—9/18/03
CON 210 .....	CON 210 Government Contract Law .....	9/18/98—9/18/03
College of Southern Maryland, (formerly Charles County Community College), P.O. Box 910, LaPlata, MD 20646-0910, Mr. Rex Bishop, (301) 934-7518		
CON 101 .....	BAD 1451 Fundamentals of Contracting I .....	9/18/98—9/18/05
	BAD 1461 Fundamentals of Contracting II .....	9/18/98—9/18/05
CON 104 .....	BAD 1471 Fundamentals of Contract Pricing .....	9/18/98—9/18/06
	BAD 1481 Negotiations .....	9/18/98—9/18/06
CON 210 .....	BAD 1465 Government Contract Law .....	9/18/98—9/18/03
CON 211 .....	BAD 1485/1486 Intermediate Contracting .....	Taken Prior to 10/1/94
Florida Institute of Technology, 1501 Robert J. Conlan Blvd. NE, Suite 140, Palm Bay, FL 32905, (321) 729-9774		
CON 104 .....	MGT 5214 Cost Principles, Effectiveness and Control .....	9/18/98—9/18/06
	MGT 5218 Negotiations and Incentive Contracts .....	9/18/98—9/18/06
CON 104 .....	BUS 5214 Advanced Procurement and Contract Management .....	Taken Prior to 12/31/97
	BUS 5218 Contract Negotiation Incentive Contracts .....	Taken Prior to 12/31/97
CON 201 .....	MAN 5231 Government Contract Law .....	Taken Prior to 12/31/97
CON 210 .....	MGT 5231 Government Contract Law .....	7/23/98—9/18/06
CON 211 .....	MAN 5211 Procurement and Contract Management Pre-Award .....	Taken Prior to 10/1/94
CON 221 .....	MAN 5212 Advanced Procurement and Contract Management .....	Taken Prior to 12/31/97

Note: For current information on equivalencies, visit <http://www.dau.mil/learning/appg.aspx>.

DAU Course	College/University Course	Effective Dates
George Washington University; The School of Business and Public Management; Department of Marketing, Logistics, and Operations Management; 2121 I Street NW; Washington, DC 20052; (202) 994-6380		
CON 101	Pricing and Negotiation	Taken Prior to 12/31/97
CON 104	Procurement and Contracting	Taken Prior to 12/31/97
CON 221	Government Contract Administration	Taken Prior to 12/31/97
Georgia College and State University, Logistics Education Center, 620 Ninth Street, Robbins Air Force Base, GA 31098-2232, Mr. Bobby Graham		
CON 201	Government Contract Law	Taken Prior to 12/31/97
Massachusetts Bay Community College, 50 Oakland Street, Wellesley Hills, MA 02481, (781) 239-3000		
CON 101	GPC 101 Intro to Gov't Contracts Procurement/Contract Mgmt	Taken Prior to 12/31/97
CON 104	GPC 201 Government Contract Cost and Price Analysis	Taken Prior to 12/31/97
CON 201	GPC 205 Government Contract Law	Taken Prior to 12/31/97
Middlesex Community College, 33 Kearney Square, Lowell, MA 01852-1987, Ms. Judith Burke, (978) 656-3143		
CON 101	BU 1112 Management of Defense Acquisition Contracts	Taken Prior to 12/31/97
CON 104	BU 8140 Principles of Contract Pricing	Taken Prior to 12/31/97
	BU 1113 Contract Negotiation	Taken Prior to 12/31/97
CON 201	BU 1106 Government Contract Law	Taken Prior to 12/31/97
Northern Virginia Community College, Business Division, Alexandria Campus, 3001 N. Beauregard Street, Alexandria, VA 22311, Mr. Ron Wheeler, (703) 845-6313		
CON 101	ACQ 121 Intro to Procurement and Contract Acquisition Management I	Taken Prior to 12/31/97 9/18/98—5/15/02
	ACQ 122 Intro to Procurement and Contract Acquisition Management II	Taken Prior to 12/31/97 9/18/98—5/15/02
CON 104	ACQ 216 Cost and Price Analysis	Taken Prior to 12/31/97 9/18/98—2/13/04
	ACQ 218 Negotiations of Contracts and Contract Modifications	Taken Prior to 12/31/97 9/18/98—2/13/07
CON 201	ACQ 215 Contract Law	Taken Prior to 12/31/97
CON 202	ACQ 221 Advanced Acquisition and Procurement Management I	9/18/98—2/13/07
	ACQ 222 Advanced Acquisition and Procurement Management II	9/18/98—2/13/07
CON 204	ACQ 295 Intermediate Cost and Price Analysis	9/18/98—2/13/07
CON 210	ACQ 215 Contract Law	5/24/99—2/13/07
CON 211	ACQ 221 Advanced Acquisition and Procurement Management I	Taken Prior to 10/1/94
	ACQ 222 Advanced Acquisition and Procurement Management II	Taken Prior to 10/1/94
CON 221	ACQ 235 Intermediate Post-Award Contracting	Taken Prior to 12/31/97
Pensacola Junior College, Warrington Campus, 5555 West Highway 98, Pensacola, FL 32507, (850) 484-2347		
CON 101	PAD 1861 Acquisition and Procurement I	Taken Prior to 12/31/97
	PAD 1862 Acquisition and Procurement II	Taken Prior to 12/31/97
CON 104	PAD 2886 Contract Pricing and Negotiation I	Taken Prior to 12/31/97
	PAD 2867 Contract Pricing and Negotiation II	Taken Prior to 12/31/97
CON 201	PAD 1630 Government Contract Law	Taken Prior to 12/31/97
CON 211	PAD 1863 Acquisition and Procurement III	Taken Prior to 10/1/94
CON 221	PAD 1864 Acquisition and Procurement IV	Taken Prior to 12/31/97

Note: For current information on equivalencies, visit <http://www.dau.mil/learning/appg.aspx>.

DAU Course	College/University Course	Effective Dates
Richard Bland College of the College of William and Mary, 11301 Johnson Road, Petersburg, VA 23805, Dr. Anne-Marie McCartan, (804) 862-6244		
CON 101 .....	BUS 253A Acquisition Part I .....	9/18/98—9/18/03
	BUS 253B Acquisition Part II .....	9/18/98—9/18/03
CON 104 .....	BUS 255A Principles of Contract Pricing I .....	9/18/98—9/18/03
	BUS 255B Principles of Contract Pricing II .....	9/18/98—9/18/03
CON 201 .....	BUS 256 Contract Law .....	Taken Prior to 12/31/97
CON 210 .....	BUS 256 Contract Law .....	9/18/98—9/18/03
St. Mary's College of Maryland, 18952 East Fisher Road, St. Mary's City, MD 20686-3001, Ms. Kathy Grimes, (240) 895-7323		
BCF 101 .....	Basic Cost Estimating .....	3/16/04—3/16/07
San Diego City College, Business Division, 1313 Twelfth Avenue, San Diego, CA 92101, Mr. Jim Conrad, (619) 532-3439		
CON 101 .....	Business 160 MDACC Basic Part I .....	Taken Prior to 12/31/97 9/18/98—9/18/01
	Business 162 MDACC Basic Part II .....	Taken Prior to 12/31/97 9/18/98—9/18/01
CON 104 .....	Business 164 Principles of Contract Pricing and Negotiation I .....	Taken Prior to 12/31/97
	Business 166 Principles of Contract Pricing and Negotiation II .....	Taken Prior to 12/31/97
CON 201 .....	Business 168 Government Contract Law .....	Taken Prior to 12/31/97
CON 202 .....	Business 168 and 170 Intermediate Contracting .....	9/18/98—9/18/01
CON 211 .....	Business 170 MDACC Advanced I .....	Taken Prior to 10/1/94
CON 221 .....	Advanced Contract Administration .....	Taken Prior to 12/31/97
Santa Ana College (formerly Rancho Santiago College), Garden Grove Center, 11277 Garden Grove Blvd., Garden Grove, CA 92843-1337, Mr. Don Bargabus, (714) 564-5531		
CON 101 .....	Management of Defense Acquisition Contracts I .....	Taken Prior to 12/31/97
CON 104 .....	Principles of Contract Pricing .....	Taken Prior to 12/31/97
CON 201 .....	Government Contract Law .....	Taken Prior to 12/31/97
CON 211 .....	Management of Defense Acquisition Contracts II .....	Taken Prior to 10/1/94
CON 221 .....	Advanced Contract Administration .....	Taken Prior to 12/31/97
Tidewater Community College, Portsmouth Campus, 7000 College Drive, Portsmouth, VA 23703, Ms. Betty Hill, (757) 822-2301		
CON 101 .....	ACQ 121 Intro to Procurement and Acquisition Management I .....	Taken Prior to 12/31/97
	ACQ 122 Intro to Procurement and Acquisition Management II .....	Taken Prior to 12/31/97
CON 104 .....	ACQ 231 Principles of Pricing and Negotiations I .....	Taken Prior to 12/31/97
	ACQ 232 Principles of Pricing and Negotiations II .....	Taken Prior to 12/31/97
CON 201 .....	ACQ 215 Contract Law .....	Taken Prior to 12/31/97
CON 211 .....	ACQ 221 Advanced Procurement and Acquisition Management I .....	Taken Prior to 10/1/94
University of California, Irvine, University Extension, P.O. Box 6050, Irvine, CA 92697, Ms. Angela Jeantet, (949) 824-4661		
CON 104 .....	Financial Aspects of Contract Management and Contract Acquisition and Negotiation .....	Taken Prior to 12/31/97
CON 201 .....	Principles of Contract Formation & Contract Law: Performances & Remedies .....	Taken Prior to 12/31/97

DAU Course	College/University Course	Effective Dates
University of Central Florida, College of Business Admin., Department of Management, 4000 Central Florida Blvd., Building 45, Orlando, FL 32816-1400, (407) 823-5569		
CON 101	Introduction to Federal Acquisition	Taken Prior to 12/31/97
CON 104	Cost and Price Analysis and Contract Negotiations	Taken Prior to 12/31/97
CON 201	Government Contract Law	Taken Prior to 12/31/97
CON 221	Contract Administration (Post-Award)	Taken Prior to 12/31/97
University of Dallas, Graduate School of Mgmt., Industrial Management Dept., 1845 East Northgate Drive, Irving, TX 75062, Dr. David Gordon, (972) 721-5354		
CON 101	MGT 6380 Pre-Award Procurement	Taken Prior to 12/31/97
CON 104	MGT 6348 Contract Pricing and Negotiation	Taken Prior to 12/31/97
CON 201	MGT 6381 Procurement Law	Taken Prior to 12/31/97
CON 221	MGT 6382 Post-Award Procurement	Taken Prior to 12/31/97
University of the District of Columbia, School of Business and Public Administration, 4200 Connecticut Avenue NW, Building 52, Suite 508, Washington, DC 20008, (202) 274-7000		
CON 101	0211-305 The Federal Acquisition Systems	Taken Prior to 12/31/97
CON 104	0211-406 Cost and Price Analysis	Taken Prior to 12/31/97
CON 201	0211-408 Procurement Law	Taken Prior to 12/31/97
CON 211	0211-306 Public Contracts	Taken Prior to 10/1/94
IND 101	0211-405 Government Property Management	Taken Prior to 12/31/97
University of Indianapolis, School of Business, 1400 East Hanna Avenue, Indianapolis, IN 46227-3697, Dr. James Conrad, (317) 788-3378		
CON 101	Principles of Procurement	Taken Prior to 9/30/97
CON 104	Cost and Price Principles and Contract Negotiations	Taken Prior to 9/30/97
CON 201	Government Contract Law	Taken Prior to 9/30/97
CON 221	Advanced Contract Administration	Taken Prior to 9/30/97
University of Phoenix, Academic Program Manager, 4615 East Elwood Street, Phoenix, AZ 85040, (480) 966-5394		
CON 101	GCM 601 Principles of the Acquisition Process	Taken Prior to 12/31/97
CON 104	{ GCM 603 Principles of Contract Pricing, Estimating, and Analysis	Taken Prior to 12/31/97
	{ GCM 607 Government Contract Negotiation Techniques	Taken Prior to 12/31/97
CON 201	GCM 606 Government Contract Law	Taken Prior to 12/31/97
CON 221	GCM 604 Management of Government Acquisition Contracts	Taken Prior to 12/31/97
University of St. Thomas, 2115 Summit Avenue, St. Paul, MN 55105, Mr. Joseph R. Clements, (651) 962-5192		
CON 101	MBGC 701 Principles of Procurement	Taken Prior to 12/31/97
CON 104	MBGC 702 Pricing and Negotiation	Taken Prior to 12/31/97
CON 221	MBGC 703 Advanced Contract Administration	Taken Prior to 12/31/97

Note: For current information on equivalencies, visit <http://www.dau.mil/learning/appg.aspx>.

DAU Course	College/University Course	Effective Dates
University of Virginia, Div. of Continuing Education, 7054 Haycock Road, Falls Church, VA 22043, Ms. Carol Beechler, (703) 536-1136		
CON 101	PC 401 Procurement and Contracting	Taken Prior to 12/31/97
CON 101	PC 401 Procurement and Contract Management (Resident Version)	9/20/00—7/20/06
CON 101	PC 401W Procurement and Contracting (Internet Version)	6/1/03—7/21/06
CON 104	PC 403 Cost and Price Analysis	Taken Prior to 12/31/97 9/1/00—12/14/06
	PC 405 Negotiation of Contracts and Modifications	Taken Prior to 12/31/97 9/1/00—12/14/06
CON 104	PC 403W Cost and Price Analysis (Internet Version)	9/1/01—9/27/05
	PC 405 Negotiation of Contracts and Modifications	9/1/00—9/27/05
CON 201	PC 404 Principles of Law for Contract Formation	Taken Prior to 12/31/97
CON 202	PC 504 Advanced Contract Formation and Admin. (Resident Version)	3/24/03—10/3/06
CON 204	PC 502 Advanced Cost and Price Analysis	9/1/00—2/11/06
CON 210	PC 506 Federal Acquisition Case Studies	9/6/00—8/16/06
CON 210	PC 404 Government Contract Law (Resident Version)	6/1/03—7/23/06
CON 210	PC 404W Government Contract Law (Internet Version)	6/1/03—7/23/06
CON 221	PC 402 Contract Administration	Taken Prior to 12/31/97
University of West Florida, Div. of Administrative Studies, 11000 University Parkway, Pensacola, FL 32514-0102, Dr. Kato Keeton, (850) 474-2184		
CON 101	PAD 5855 Acquisition Management	Taken Prior to 12/31/97
CON 104	PAD 5857 Cost and Pricing	Taken Prior to 12/31/97
	PAD 5853 Contract Negotiation	Taken Prior to 12/31/97
CON 201	PAD 5854 Government Contract Law	Taken Prior to 12/31/97
CON 221	PAD 5852 Advanced Contract Administration	Taken Prior to 12/31/97
Webster University, 470 East Lockwood Avenue, St. Louis, MO 63119-3194, Dr. Joseph F. Olszewski, (314) 968-6972		
CON 101	PROC 5000 Procurement and Acquisition Management	9/18/98—9/18/05
CON 104	PMG 583 Pricing	Taken Prior to 12/31/97
	PMG 584 Negotiations	Taken Prior to 12/31/97
CON 104	PROC 5830 Pricing	9/18/99—3/6/07
	PROC 5840 Negotiations	9/18/99—3/6/07
CON 201	PMG 589 Government Procurement Law	Taken Prior to 12/31/97
CON 210	PROC 5890 Government Contract Law	9/18/98—9/18/06
West Coast University, 4021 Rosewood Avenue, 3 <sup>rd</sup> Floor, Los Angeles, CA 90004, (877) 505-4928		
CON 201	BMGT 575 Legal Issues in Acquisition	Taken Prior to 12/31/97
CON 211	BMGT 574 Contract Administration	Taken Prior to 12/31/97
CON 211	BMGT 577 Systems Acquisition and Program Management	Taken Prior to 12/31/97

**DAU  
Course**

**College/University Course**

**Effective  
Dates**

Western New England College, Off-Campus Division:

- Devens Center, Sherman Square Technology Park, 94 Jackson Road, Suite 211, Devens, MA 01432
- Hanscom Center, ABG/DPE, Building 1728, Hanscom Air Force Base, MA 01731-5000

CON 101 .....	MAN 202 Principles of Acquisition Contracting .....	Taken Prior to 12/31/97
CON 104 .....	MAN 203 Principles of Contract Pricing .....	Taken Prior to 12/31/97
CON 104 .....	AC 640 Principles of Cost and Price Analysis .....	Taken Prior to 12/31/97
		MAN 401 Contract Negotiations .....
CON 201 .....	LS 403 Government Contract Law .....	Taken Prior to 12/31/97
CON 211 .....	LS 692 Principles of Government Contracting .....	Taken Prior to 10/1/94
CON 221 .....	LS 693 Administration of Government Contracts .....	Taken Prior to 12/31/97

**DoD SCHOOL/FEDERAL AGENCY EQUIVALENCIES**

**DAU  
Course**

**DoD School/Agency**

**Effective  
Dates**

Air Force Institute of Technology (AFIT), (937) 255-7777, DSN: 785-7777

CON 104 .....	CMGT 545 Cost and Price Theory .....	12/12/94—9/30/98
CON 210 .....	LAWS 550 Legal Principles of Government Contracting .....	12/12/94—9/30/98
LOG 205 .....	LOG 260 Provisioning Management .....	8/1/96—9/30/98

Army Logistics Management College (ALMC), (804) 765-4980/4737

ACQ 101 .....	ALMC-ML Materiel Acquisition Management (MAM) Course .....	11/1/96—8/23/02
ACQ 201 .....	ALMC-ML Materiel Acquisition Management (MAM) Course .....	1/1/97—8/23/02
ACQ 101,ACQ 201, CON 100,CON 101, CON 104,IRM 101, LOG 101,PMT 250, SAM 101,TST 101	ALMC-QA Army Acquisition Basic Course .....	1/1/03—9/11/06

Army Logistics Management College (ALMC), (804) 765-4980/4737 (CONTINUED)

ACQ 101, ACQ 201, CON 100, .....	Logistics Executive Development Course (full 17-week version) .....	5/1/01—6/11/06
LOG 101, LOG 201		

Information Resources Management College (IRMC), (202) 685-6300

IRM 303 .....	Advanced Management Program (AMP) .....	9/1/96—9/30/98
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National Reconnaissance Office (NRO), (703) 961-6964

ACQ 101 .....	FT-032 Acquisition Management Team Training .....	4/26/99—4/17/06
	FT-051 NRO Program Management Course .....	9/18/00—4/17/06
	FT-036 Leading the Acquisition Team .....	12/13/99—4/17/06
	FT-062 Business Financial Management .....	3/19/01—4/17/06
	FT-078 Fundamentals of Systems Acquisition Management Supplement ....	4/17/03—4/17/06

Note: For current information on equivalencies, visit <http://www.dau.mil/learning/appg.aspx>.

DAU Course	DoD School/Agency	Effective Dates
<b>Naval Facilities Acquisition Center for Training (NFACT), (805) 982-2777</b>		
CON 101	CTC CON 101 Basics of Contracting	6/23/03—6/23/06
<b>Naval Postgraduate School (NPS), (831) 656-2441/2, DSN: 878-2441/2</b>		
ACQ 101	MN 3221 Principles of Acquisition and Program Management I	3/1/96—9/30/01
ACQ 101	MN 3331 Principles of Acquisition and Program Management	4/1/00—9/30/05
ACQ 201		
ACQ 101		
ACQ 201	MN/GE 3221 & 3222 Principles of Acquisition and Program Mgmt I & II ...	9/30/02—9/30/05
PMT 250		
ACQ 201	MN 3222 Principles of Acquisition and Program Management	3/1/96—9/30/01
CON 101	MN 3303 Principles of Acquisition and Contract Management	10/1/92—9/30/06
CON 104/204	MN 3304 Contract Pricing and Negotiations	10/1/92—9/30/06
CON 202	MN 3315 Acquisition Management and Contract Administration	10/1/92—9/30/06
CON 210	MN 3312 Contract Law	10/1/92—9/30/06
CON 301	MN 2302 Seminar for Acquisition and Contracting Students	10/1/92—9/30/03
CON 333	MN 4371 Acquisition and Contracting Policy	8/1/97—9/30/03
LOG 304	MN 4470 Strategic Planning & Policy for the Logistics Manager	8/1/97—9/30/06
PMT 250	MN 3331 Principles of Acquisition and Program Management	7/8/02—9/30/05
PMT 302	Advanced Acquisition Program (AAP)	2/1/01—9/30/02
PMT 352	Advanced Acquisition Program (AAP)	10/1/02—10/1/05
PQM 101/201	MN 3384 Principles of Acquisition Production & Quality Management	3/1/97—9/30/06
SAM 201	MN 3309 Acquisition of Embedded Weapon Systems Software	11/1/97—9/30/06
SYS 201	EO 4011 Systems Engineering for Acquisition Managers	6/14/96—9/30/06
SYS 301	MN 4012 Management of Advanced Systems Engineering	8/4/00—9/30/06
TST 202/301	OS 4601 Test and Evaluation	10/1/94—9/30/06
TST 202	OS 4602 Test and Evaluation Management	3/1/96—9/30/01
<b>Acquisition and Contract Management (815/835) Degree Program</b>		
CON 101, 104, 202, 204, 210, 301, 333		10/1/92—9/30/06
<b>Naval Postgraduate School (NPS), (831) 656-2441/2, DSN: 878-2441/2 (CONTINUED)</b>		
<b>Systems Acquisition Management (816/836) Degree Program</b>		
ACQ 101		3/1/96—9/30/05
ACQ 201		3/1/96—9/30/05
CON 101		3/1/96—9/30/06
LOG 304		8/1/97—9/30/06
PMT 250		7/8/02—9/30/05
PMT 302		3/1/96—9/30/02
PMT 352		10/1/02—12/17/05
PQM 101		3/1/96—9/30/06
PQM 201		3/1/96—9/30/06
SAM 201		11/1/97—9/30/06
SYS 201		3/1/96—9/30/06
TST 202		3/1/96—9/30/06
TST 301		1/1/97—9/30/06

DAU Course	DoD School/Agency	Effective Dates
<b>Naval Undersea Warfare Center University (NUWCU), (401) 832-6767</b>		
ACQ 201 .....	ACQ 201 Intermediate Acquisition .....	5/13/02—9/10/05
SYS 201 .....	SYS 201 Intermediate Systems Planning, Research, Development and Engineering .....	10/1/02—5/5/06
<b>Naval War College, (401) 841-2015, DSN: 948-2015</b>		
ACQ 201 .....	FE 574 Principles of Acquisition and Program Management .....	10/1/97—9/30/02
SYS 201 .....	WE 548 DoD Weapons Systems Development and Deployment .....	1/11/95—9/30/01
<b>345<sup>th</sup> Training Squadron, DSN: 472-4936</b>		
ACQ 101 .....	Acquisition Fundamentals (5 Weeks) (L3OQR63A1-001) .....	1/11/95—9/30/00
CON 101 .....	Contracting Fundamentals L3OBR64P1-000) .....	10/1/00—6/6/06
CON 101 .....	Contracting Apprenticeship (L3ABR6C031-005/006) .....	3/1/01—6/6/06
		Contracting Career Development (CDC6C051A/CDC6C051B) .....
PUR 101 .....	Purchasing 101 (L3ABR6C031-005) .....	10/1/97—9/30/98
<b>U.S. Air Force Test Pilot School, (661) 277-3131, DSN: 527-3131</b>		
TST 202 .....	Test Pilot, Navigator and Engineer Curriculum .....	6/1/96—9/30/98 5/1/99—9/30/03
<b>U.S. Army Command and General Staff College, (913) 684-5329</b>		
ACQ 201 .....	A425 Intermediate Systems Acquisition .....	6/1/99—9/30/02
CON 101 .....	A423 Contract Fundamentals .....	1/1/97—9/30/02
CON 104 .....	A424 Contract Pricing .....	1/1/97—9/30/02
CON 204 .....	A427 Intermediate Contract Pricing .....	6/1/99—9/30/02
CON 210 .....	U254 Government Contract Law .....	6/1/99—9/30/02
	IRM 201      A426 Intermediate Information Systems Acquisition	6/1/99—
9/30/02		
<b>U.S. Army Test and Evaluation Command (ATEC), (703) 695-7389, DSN: 225-7389</b>		
TST 202 .....	Army Test and Evaluation Basic Course (TEBC) .....	3/27/00—8/27/06
<b>U.S. Navy Engineering Duty Officer School, (805) 982-6157</b>		
ACQ 101 } .....	EDO Basic Course .....	12/21/95—12/6/06
ACQ 201 }		1/1/97—4/21/06
<b>U.S. Navy Test Pilot School, (301) 342-4131, DSN: 342-4131</b>		
TST 101 } .....	Test Pilot School .....	6/1/97—9/30/06
TST 202 }		10/1/96—9/30/98
		5/1/99—9/30/06

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## CONTRACTOR EQUIVALENCIES

DAU Course	Contractor Course	Effective Dates
<b>Atlantic Mgmt. Center, Inc., 6066 Leesburg Pike, Suite 700, Falls Church, VA 22041, (703) 256-0509</b>		
CON 100 .....	Providing Effective Business Leadership within the Federal Government ..	6/1/04—6/1/07
CON 301 .....	Executive Contracting Seminar for Federal Civilian Agencies .....	10/26/98—7/31/03
<b>BAE Systems, 76 Hammarlund Way, Tech Plaza 3, Middletown, RI 02842-5632, (401) 846-5500</b>		
SYS 201 .....	Intermediate Systems Planning, Research, Development and Engineering Course .....	6/5/02—6/5/04
SYS 301 .....	Advanced Systems Planning, Research, Development and Engineering Course .....	11/15/02—11/15/05
<b>Business Management Research Associates, Inc. (BMRA), Fair Oaks Plaza, Suite 440, 11350 Random Hills Road, Fairfax, VA 22030, (703) 691-0868</b>		
CON 101 .....	Acquisition Planning I .....	3/1/99—12/6/05
	Contract Formation I .....	3/1/99—12/6/05
	Contract Administration I .....	3/1/99—12/6/05
CON 104 .....	Price Analysis .....	3/1/99—4/2/07
	Cost Analysis .....	3/1/99—4/2/07
CON 202 .....	Federal Contract Negotiation Techniques .....	3/1/99—4/2/07
	Acquisition Planning II .....	5/1/01—4/2/07
	Contract Formation II .....	5/1/01—4/2/07
CON 204 .....	Contract Administration II .....	5/1/01—4/2/07
	Intermediate Contract Pricing .....	3/1/99—4/2/07
CON 210 .....	Government Contract Law .....	3/1/99—4/2/07
<b>ESI International, 4301 Fairfax Drive, Suite 800, Arlington, VA 22203, (703) 558-3000</b>		
CON 100	Shaping Smart Business Arrangements .....	1/1/04—1/8/07
CON 101 .....	Federal Contract Basics .....	2/25/02—2/25/07
	Source Selection: The Best Value Process .....	2/25/02—2/25/07
	Operating Practices in Contract Administration .....	2/25/02—2/25/07
CON 104 .....	Contract Pricing .....	3/28/02—3/28/07
	Source Selection: The Best Value Process .....	3/28/02—3/28/07
	Negotiation Strategies and Techniques .....	3/28/02—3/28/07

DAU Course	Contractor Course	Effective Dates
Management Concepts, Inc. (MCI), 8230 Leesburg Pike, Suite 800, Vienna, VA 22182, (703) 790-9595		
CON 101	1022 Contract Administration I	10/1/99—4/2/07
	1112 Contract Formation I	10/1/99—4/2/07
	1111 Acquisition/Procurement Planning I	10/1/99—4/2/07
CON 104	1166 Price Analysis	10/1/99—4/2/07
	1165 Cost Analysis	10/1/99—4/2/07
CON 202	1016 Federal Contract Negotiation Techniques	10/1/99—4/2/07
	1211 Acquisition/Procurement Planning II	10/1/99—6/15/04
	1212 Contract Formation II	10/1/99—6/15/07
CON 204	1213 Contract Administration II	10/1/99—6/15/07
CON 204	1204 Intermediate Contract Pricing	3/1/00—6/15/07
CON 210	1210 Government Contract Law	12/1/99—4/2/07
CON 243	1032 Architect-Engineer Services Contracting	11/1/99—6/15/07
CON 244	1021 Construction Contracting	3/1/99—6/15/07
Northwest Procurement Institute, Inc. (NPI), P.O. Box 1328, Edmonds, WA 98020, (425) 776-0414		
CON 101	Acquisition Planning I	12/1/01—1/22/07
	Contract Formation I	12/1/01—1/22/07
	Contract Administration I	12/1/01—1/22/07
CON 104	Price Analysis	1/1/00—11/28/06
	Cost Analysis	1/1/00—11/28/06
CON 202	Federal Contract Negotiation Techniques	1/1/00—11/28/06
	Acquisition Planning II	1/1/00—3/6/06
	Contract Formation II	1/1/00—3/6/06
CON 204	Contract Administration II	1/1/00—3/6/06
CON 204	Intermediate Contract Pricing	10/1/00—10/15/06
CON 210	Contract Law	1/1/00—12/14/06
CON 243	Architect and Engineering Services	1/1/00—12/21/06
CON 244	Construction Contracting	1/1/01—5/5/06
Resource Consultants, Inc. (RCI), 75 James Way, Suite 120, Southampton, PA 18966, (215) 942-0410		
LOG 235A	Supply Chain Management	4/28/04—4/28/07
LOG 235B	Product Support and Performance Based Logistics	10/4/04—10/4/07

### Not-for-Profit Organization Equivalencies

DAU Course	Not-for-Profit Organization	Effective Dates
Project Management Institute (PMI)		
PMT 250	Project Management Professional (PMP) certification	5/4/04—5/3/07

Note: For current information on equivalencies, visit <http://www.dau.mil/learning/appg.aspx>.