

# Procurement and Acquisitions Management

## Program Description

The curriculum is designed to provide a broad theoretical and applied background in the managerial disciplines required to manage effectively the development, procurement, contracting, and channeling of material, services, and major systems.

## Program Learning Outcomes

1. Graduates will explain the important terminology, facts, concepts, principles, analytic techniques, and theories used in the field of procurement and acquisitions management.
2. Graduates will be able to effectively apply important terminology, facts, concepts, principles, analytic techniques, and theories in the field of procurement and acquisitions management when analyzing complex factual situations.
3. Graduates will be able to effectively integrate (or synthesize) important facts, concepts, principles, and theories in the field of procurement and acquisitions management when developing solutions to multifaceted procurement and acquisitions management problems in complex factual situations.

## Program Curriculum

The 36 credit hours required for the master of arts (M.A.) or the 48 credit hours required for the master of business administration (M.B.A.) must include the following courses for a major/emphasis in procurement and acquisitions management:

PROC 5000 Procurement and Acquisitions Management (Requisite Course)  
PROC 5810 Acquisitions Law  
PROC 5820 Operations Management  
PROC 5830 Pricing  
PROC 5840 Negotiations  
PROC 5850 Logistics  
PROC 6000 Integrated Studies in Procurement and Acquisitions Management

In addition, the student chooses elective courses offered in this major and/or from the program curricula of other School of Business and Technology majors.

If the requisite course is waived, the student must choose an elective course from this major or from the program curriculum of another School of Business and Technology major. Students pursuing dual majors who have the requisite course(s) waived will complete only the remaining required courses for the dual majors.

## Graduate Certificate in Government Contracting

The graduate certificate in government contracting program is designed for contracting practitioners with several years of organizational experience working with the tools and knowledge in contracting and acquisitions management. The program emphasizes both theory and practice allowing students to learn the underlying principles and use of the current tools in the field. The curriculum requires 18 credit hours of specialized courses in contracting, acquisitions management, pricing, negotiations, and procurement law. These government contracting certificate courses are equivalent to certain Defense Acquisition University (DAU) courses and can be used to meet the educational certification requirements of the Defense Acquisition Workforce Improvement Act (DAWIA). Specifically, the 18 credit hours required for the graduate certificate in government contracting must include the following courses:

PROC 5000 Procurement and Acquisitions Management  
PROC 5830 Pricing  
PROC 5840 Negotiations  
PROC 5860 Government Contracting  
PROC 5870 Pricing and Contract Integration  
PROC 5890 Government Procurement Law

# Procurement and Acquisitions Management

---

## Course Descriptions

### **PROC 5000 Procurement and Acquisitions Management (Requisite Course) (3)**

This course is an overview of acquisitions and materials management. Students examine the functional roles of those individuals having responsibility in this area. The course includes discussion of acquisition law, operations management, pricing, negotiations, and logistics.

### **PROC 5220 Systems Procurement and Project Management (3)**

Development, procurement, and management of major systems are studied. Systems management, life-cycle acquisition, and project management as a multifunction managerial and systems concept are examined.

### **PROC 5270 Acquisitions Management (3)**

Students examine the theory and practice of acquisitions management and the control of materials in a business enterprise. Engineering, production, marketing, finance, transportation, warehousing, and inventory control and the relationship of these activities to the acquisitions management function are investigated.

### **PROC 5500 Professional Seminars (1-3)**

Students participate in seminars designed to examine contemporary issues in procurement and acquisitions management. The professional seminar supplements the core and elective courses in the area of procurement and acquisitions management by focusing on issues of current and special interest. Course may be repeated for credit if content differs. Graduate students may apply a maximum of 3 credit hours of these seminars as electives to meet the credit-hour requirements for graduation. This course may not be completed by directed study.

### **PROC 5810 Acquisitions Law (3)**

The legal framework for acquisition contracts is examined. Students review the Uniform Commercial Code as it relates to acquisitions and basic contract law.

### **PROC 5820 Operations Management (3)**

Needs assessments are translated into facilities procedures and operating methodologies. The course includes an analysis of inventory, reliability and quality assurance, value analysis/engineering, and site and layout analysis.

### **PROC 5830 Pricing (3)**

The student reviews the competitive and financial environment related to price proposals utilizing the techniques of cost and price analysis, life-cycle costing, return on investment, and cost-benefit analysis.

### **PROC 5840 Negotiations (3)**

The course involves scope, strategies, and objectives related to negotiated acquisitions. The preparation, conduct, and documentation of the negotiation process are included.

### **PROC 5850 Logistics (3)**

The student reviews the area of physical distribution management, including warehouse management and layout, transportation, and customer service.

### **PROC 5860 Government Contracting (3)**

Students will examine contracting, focusing on complex, non-commercial acquisitions. Through lecture, case study, exercises, and other action teaming activities, students will be challenged to accept their roles as business advisors and to apply ethical principles and sound judgments to resolve contracting issues. Prerequisite: PROC 5000 or an equivalent introductory course in procurement and acquisitions management.

### **PROC 5870 Pricing and Contract Integration (3)**

This course reinforces pricing skills taught in the basic Pricing and Negotiation course and further develops skills in pricing, cost analysis, and managing contract issues. Integrated Program Teams (ITPs) are established to resolve simulated case studies. Each ITP is required to demonstrate its ability to recognize, resolve, and provide advice on pricing issues. Students will appropriately use price and cost analysis in developing pre-negotiation objectives so that a fair and reasonable cost or price position can be supported. Prerequisite: PROC 5830 or an equivalent basic pricing course, and a general understanding of the government acquisitions process.

### **PROC 5880 Issues in Procurement and Acquisitions Management (3)**

Current and significant issues in procurement and acquisitions management are examined. The course focuses on existing theories and practices, with emphasis given to new and emerging topics in the field. Course may be repeated for credit if content differs.

### **PROC 5890 Government Procurement Law (3)**

The law and legal processes associated with government procurement are explored. An overview of government procurement and acquisitions management is presented, with particular attention given to the legal framework in which these activities must take place.

### **Capstone Course**

### **PROC 6000 Integrated Studies in Procurement and Acquisitions Management (3)**

The student is expected to synthesize and integrate the learning experiences acquired in procurement and acquisitions management and to evaluate the research and current topics relative to this major. Techniques used to accomplish these goals may vary. Prerequisite: completion of all other required courses in this major.