



DOD CONTRACTING CAREER FIELD MODEL

GUIDING PRINCIPLES / CONTRACT LIFE CYCLE PHASES / DOMAINS / COMPETENCIES / JOB TASKS

DoD Competency Model

[\(Click here for link\)](#)

COMMON	Technical	Plan Solicitation, Request Offers, Plan Sales, Prepare Offer, Price or Cost Analysis, Plan Negotiations, Select Source, Manage Disagreements, Administer Contract, Ensure Quality, Manage Subcontracts, Manage Changes, Close Out Contract
	Professional	Accountability, Business Acumen, Change Management, Conflict Management, Continual Learning, Creativity and Innovation, Critical Thinking, Customer Service, Decisiveness, Developing Others, External Awareness, Flexibility, Influencing/Negotiating, Integrity/Honesty, Interpersonal Skills, Leveraging Diversity, Oral Communication, Partnering, Political Savvy, Problem Solving, Public Service Motivation, Relationship Management, Resilience, Risk Management, Strategic Thinking, Teambuilding, Technical Credibility, Technology Management, Understanding Industry, Vision, Written Communication
	Specialty	Advanced Contract Administration, Advanced Cost/Price Analysis, Advanced Negotiations, Architect & Engineering (A&E) Contracting, Construction Contracting, Contingency Contracting, DoD Source Selection Procedures, Industrial Contract Property Management, Non-FAR based Instruments, Small Business for Contracting Professionals
	Mission Focus	Agency Unique Training – Vital Link Between Acquisitions, Mission-Partners, and the National Defense Strategy

Professional & Leader Development

(See links in content)

DoD Certified Contracting Professional*	<u>Contracting Credentials**</u>	Advanced Cost/Pricing, Contracting for Systems Acquisition, Architect-Engineering, Construction Contracting, Contingency Contracting, Contract Administration, Logistics & Sustainment, Operational Contracting (base, post, camp, station), Simplified Acquisition Procedures (Purchasing), Services Other CON-related credentials: Small Business Professional, Industrial Contract Property	80 Continuous Learning Points Earned Every 2 Years***	
Graduate Level Education	<u>Naval Post Graduate School – Masters of Science in Contract Management (NPS MSCM)</u>	<u>National Defense University and/or Senior Service College</u>	<u>Federal Executive Institute</u>	C-Suite Training
Leadership Programs	<u>US Army DACM Office</u>	<u>US Air Force DACM Office</u>	<u>US Navy DACM Office</u>	<u>4th Estate DACM Office</u>
DoD Enterprise Leader Development (LD) Programs	Defense Civilian Emerging Leaders Program (DCELP), Executive Leadership Development Program (ELDP), Defense Senior Leader Development Program (DSLDP), White House Leadership Development Program (WHLDP), Vanguard Senior Executive Development Program (Vanguard)			

FUNCTIONAL / BROADENING / LEADERSHIP

Typical Assignments

[\(Click here for link\)](#)

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| <ul style="list-style-type: none"> • Contract Specialist • Cost/Price Analyst • Contract Administrator • Procurement Analyst • Small Business Specialist • Contracting Officer | <ul style="list-style-type: none"> • Supervisory Contract Specialist • Senior Contract Specialist • Senior Cost/Price Analyst • Senior Procurement Analyst • Deputy Director of Small Business • Agreements Officer | <ul style="list-style-type: none"> • Director of Contracting • Director of Small Business • Senior Contracting Official (SCO) • Head of Contracting Activity (HCA) |
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Increased Responsibility Throughout Career



Senior Executive

* Indicates Mandatory Requirement for CON Functional Area

** Highly encouraged, not mandatory

*** Reference [DoDI 5000.66](#)