

GBAR5336 – Government Contracting Fall 2025 – Online Asynchronous Syllabus

Instructor:	Dr. Rene G. Rendon, CPCM, PMP
Office Hours:	By Appointment
Office Location:	Online (Collaborate)
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Class Schedule:	Online Asynchronous October 20 to December 8, 2025
Classroom Location:	Blackboard Ultra
Required Texts:	1. Contract Management Body of Knowledge™ 7th ed. by National Contract Management Association. Available at https://www.ncmahq.org/Web/Web/Standards---Practices/Contract-Management-Body-of-Knowledge.aspx?hkey=601e6946-ee00-4bbe-bcbd-f266de40af71 2. Federal Acquisition Regulation (FAR) (free access available on-line at https://www.acquisition.gov/browse/index/far.

Official Communication:

All official communication by the University or me will be sent to your Sul Ross email account. As a result, you are required to activate your email account and check it from time to time for personal communication. I encourage you to email me if you have questions or comments, BUT PLEASE include your full name and the course for which you have questions. Even if you submit your email through the Blackboard site, I cannot tell which course you are in nor what your real name is (i.e., egar123) unless you put it in the body of your email.

Course Requirements and Grading

Requirement	Points Possible	Grading Scale
Exam 1	250 Points	A = 900 to 1000 points
Exam 2	250 Points	B = 800 to 899 points
Exam 3	250 Points	C = 700 to 799 points
Contract Analysis Report	250 Points	D = 600 to 699 points
Total Possible Points	1000 points	F = less than 599 points

Technology Help:

Obtain your RGC email account name and password directly from the **Central Help Desk at 1-888-837-8888**. For most technology problems, first go to the Lobo Technology Assistance Center (LTAC). The quick link to this site is available from our home page under the "My SRSU" tab. For specific help with any aspect of Blackboard, including problems with online exams, contact our Blackboard administrators in Alpine. **BLACKBOARD HELP: 936.294.2780.**

SRSU Distance Education Statement:

Students enrolled in distance education courses have equal access to the university's academic support services, such as library resources, online databases, and instructional technology support. For more information about accessing these resources, visit the SRSU website. Students should correspond using Sul Ross email accounts and submit online assignments through Blackboard, which requires secure login. Students enrolled in distance education courses at Sul Ross are expected to adhere to all policies pertaining to academic honesty and appropriate student conduct, as described in the student handbook. Students in web-based courses must maintain appropriate equipment and software, according to the needs and requirements of the course, as outlined on the SRSU website. Directions for filing a student complaint are located in the student handbook

ADA Statement: SRSU Accessibility Services. Sul Ross State University (SRSU) is committed to equal access in compliance with the Americans with Disabilities Act of 1973. It is SRSU policy to provide reasonable accommodations to students with documented disabilities. It is the student's responsibility to initiate a request each semester for each class. Students seeking accessibility/accommodations services must contact Mrs. Mary Schwartze Grisham, LPC, SRSU's Accessibility Services Director at 432-837-8203 or email mschwartze@sulross.edu. Our office is located on the first floor of Ferguson Hall, room 112, and our mailing address is P.O. Box C122, Sul Ross State University, Alpine, Texas, 79832.

Counseling: Sul Ross has partnered with TimelyCare where all SR students will have access to nine free counseling sessions. You can learn more about this 24/7/356 support by visiting Timelycare/SRSU. The SR Counseling and Accessibility Services office will continue to offer in-person counseling in Ferguson Hall room 112 (Alpine campus), and telehealth Zoom sessions for remote students and RGC students.

Libraries: The Bryan Wildenthal Memorial Library in Alpine offers FREE resources and services to the entire SRSU community. Access and borrow books, articles, and more by visiting the library's website, library.sulross.edu/. Off-campus access requires logging in with your LoboID and password. Librarians are a tremendous resource for your coursework and can be reached in person, by email (srsulibrary@sulross.edu), or by phone (432-837-8123).

No matter where you are based, public libraries and many academic and special libraries welcome the general public into their spaces for study. SRSU TexShare Cardholders can access additional services and resources at various libraries across Texas. Learn more about the TexShare program by visiting library.sulross.edu/find-and-borrow/texshare/ or ask a librarian by emailing srsulibrary@sulross.edu.

New for Fall 2023: Mike Fernandez, SRSU Librarian, is based in Eagle Pass (Building D-129) to offer specialized library services to students, faculty, and staff. Utilize free services such as InterLibrary Loan (ILL) and ScanIt to get materials delivered to you at home or via email.

Academic Integrity: Students in this class are expected to demonstrate scholarly behavior and academic honesty in the use of intellectual property. A scholar is expected to be punctual, prepared, and focused; meaningful and pertinent participation is appreciated. Examples of academic dishonesty include but are not limited to: Turning in work as original that was used in whole or part for another course and/or professor; turning in another person's work as one's own; copying from professional works or internet sites without citation; collaborating on a course assignment, examination, or quiz when collaboration is forbidden.

Classroom Climate of Respect: Importantly, this class will foster free expression, critical investigation, and the open discussion of ideas. This means that all of us must help create and sustain an atmosphere of tolerance, civility, and respect for the viewpoints of others. Similarly, we must all learn how to probe, oppose and disagree without resorting to tactics of intimidation, harassment, or personal attack. No one is entitled to harass, belittle, or discriminate against another on the basis of race, religion, ethnicity, age, gender, national origin, or sexual preference. Still we will not be silenced by the difficulty of fruitfully discussing politically sensitive issues.

Diversity Statement: "I aim to create a learning environment for my students that supports a diversity of thoughts, perspectives and experiences, and honors your identities (including race, gender, class, sexuality, religion, ability, socioeconomic class, age, nationality, etc.). I also understand that the crisis of COVID, economic disparity, and health concerns, or even unexpected life events could impact the conditions necessary for you to succeed. My commitment is to be there for you and help you meet the learning objectives of this course. I do this to demonstrate my commitment to you and to the mission of Sul Ross State University to create an inclusive environment and care for the whole student as part of the Sul Ross Familia. If you feel like your performance in the class is being impacted by your experiences outside of class, please don't hesitate to come and talk with me. I want to be a resource for you."

Course Description:

This course will focus on the contracting process used by the federal and foreign governments for purchasing goods and services with an emphasis on the aerospace industry. The various types of contracts used, including cost plus, fixed price and open-ended, will be discussed. The role of the federal government in stimulating research and development in the aerospace industry using various types of incentive contracts will be explored. The focus will be on the procurement process used by the United States government but will also include sales made to foreign governments.

Course Learning Objectives:

Upon successful completion of this course, students will:

1. Understand the objective of contract management and the characteristics of the contract management profession.
2. Understand each of the CMBOK Guiding Principles and how they apply in each of the contract life cycle phases.
3. Understand and be able to locate and apply the statutes and policies of the Federal Acquisition Regulation.
4. Understand the purpose of the Pre-Award contract life cycle phase, activities, and job tasks.
5. Understand the purpose of the Award contract life cycle phase, activities, and job tasks.
6. Understand the purpose of the Post Award contract life cycle phase, activities, and job tasks.
7. Be able to analyze federal government solicitation documents and assess the government's contracting strategy for a given procurement.

Assessment: Exams and Contract Analysis Report

Student Learning Outcomes for the MBA Degree:

1. Students will analyze and solve complex business problems across major business functions, using advanced business practices and strategies
2. Students will communicate in-depth business information through written delivery processes.
3. Students will identify and demonstrate advanced understanding of the impact of ethical and/or social responsibility issues as they affect domestic and/or global business environments

Marketable Skills for the MBA Degree:

Marketable Skill 1: Students will understand the functions of the business enterprise in the general economy.

Marketable Skill 2: Students will have the skills needed to effectively lead a business.

Marketable Skill 3: Students will be able to craft effective business strategies for both existing businesses and new businesses.

Marketable Skill 4: Students will be able to make effective oral presentations to both professional and general audiences.

Copyright Notice:

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Course Schedule

Week	Start Date	Class Topic	Reading Assignment
1	20-Oct	CM Framework; CMBOK & CMS Overview; CMBOK Guiding Principles;	CMBOK Chapter 1: 2-8; CMBOK Chapter 2: 24-30; CMBOK Chapter 5: 114-127; 132-141, 144-152;
2	27-Oct	FAR Overview; Pre-Award Phase: Plan Solicitation; Request Offers;	CMS-FAR Matrix: 450-459; CMBOK Chapter 6: 156-187; FAR
3	3-Nov	Pre-Award Phase: Plan Sales; Prepare Offer:	CMBOK Chapter 6: 187-207; FAR
		Exam 1	
4	10-Nov	Award Phase: Analyze Price/Cost; Plan Negotiations; Select Source; Manage Disagreement;	CMBOK Chapter 7: 210-227; FAR
5	17-Nov	Post-Award Phase: Administer Contract; Ensure Quality;	CMBOK Chapter 8: 230-236; FAR
		Exam 2	
6	24-Nov	Post-Award Phase: Manage Subcontracts;	CMBOK Chapter 8: 236-247; FAR
7	1-Dec	Post-Award Phase: Manage Changes; Close Out Contract;	CMBOK Chapter 8: 248-259; FAR
8	8-Dec	Exam 3	