

FEDERAL ACQUISITION INSTITUTE



FAC-P/PM TRAINING CROSSWALK

This document presents the available training offerings that fulfill the competency requirements for FAC-P/PM as described in [OFPP's FAC-P/PM memo](#). There are three FAC-P/PM Levels: Entry, Mid, and Senior; each has its own crosswalk of courses offered by vendors, FAI and DAU, and agencies.

CONTENTS

FAC-P/PM TRAINING CROSSWALK: ENTRY LEVEL	2
VENDOR OPTIONS (ENTRY)	2
FAI & DAU OPTIONS (ENTRY)	5
AGENCY OPTIONS (ENTRY)	6
FAC-P/PM TRAINING CROSSWALK: MID LEVEL	8
VENDOR OPTIONS (MID)	8
FAI & DAU OPTIONS (MID)	10
AGENCY OPTIONS (MID)	12
FAC-P/PM TRAINING CROSSWALK: SENIOR LEVEL	13
VENDOR OPTIONS (SENIOR)	13
FAI & DAU OPTIONS (SENIOR)	15
AGENCY OPTIONS (SENIOR)	16

FAC-P/PM TRAINING CROSSWALK: ENTRY LEVEL

VENDOR OPTIONS (ENTRY)								
Training Providers	Courses	Competencies						
		Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional
ESI	Entry-Level Capstone	✓	✓	✓	✓	✓	✓	✓
	Managing Federal Government Projects	✓	✓	✓	✓			
	Source Selection: The Best Value Process					✓		
	The COTR Training Program					✓		
	Acquisitions for Federal Government Project Managers					✓		
	Scheduling and Cost Control for Federal Government Project Managers						✓	
	Leading Federal Government Projects							✓
Federal Acquisition Certification Academy	PPM-101: Introduction to Program/Project Management	✓	✓	✓	✓			
	Introduction to Total Life Cycle Systems Management		✓	✓				✓
	PPM-102: Introduction to Acquisition Management					✓		
	Introduction to Contracting					✓		
	PPM-103: Introduction to Earned Value Management and Cost Estimating						✓	
	PPM-104: Introduction to Leadership/Professional							✓
Management Concepts	Project Management Principles	✓	✓	✓				
	Acquisition	✓				✓		
	Leadership and Personal Skill	✓						✓
	Federal Contracting Basics for Project Managers					✓		
	Earned Value and Cost Estimating I						✓	
	Leadership and Communication Skills for Project Managers							✓
Learning Tree International	Entry level Project Management	✓	✓	✓	✓			
	Entry Level Acquisition Management	✓				✓		
	Entry Level Leadership and Interpersonal Skills	✓						✓
	Entry Level Business Management for Government Applications						✓	
UMUC	PMAN 634: Foundations of Project Management	✓	✓	✓	✓			
Colleague Consulting	Planning and Managing Project Test and Evaluation			✓				
	Contract Administration for Technical Representatives					✓		

VENDOR OPTIONS (ENTRY)

Training Providers	Courses	Competencies						
		Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional
	Project Earned Value Management Systems						✓	
	Project Team Leadership Supervision							✓
EVM I	Associate in Earned Value Management	✓						
	EVM I 101: Earned Value Management (EVM) Fundamentals						✓	
	Project Management Fundamentals							✓
Siege Engine Inc	Project Management Core Skills & Leadership for Team Leads	✓						✓
	Project Management Core Skills for Team Leads	✓						✓
	Earned Value Management Skills for Team Leads						✓	
Project Master's Inc.	Managing the Project's Quality			✓				
	Becoming an Effective Communicator							✓
	Managing Teams							✓
The Mathis Group	Risk Management	✓						
	Managing Projects	✓						
MCM Project Management	Principles of Project Management	✓						
	Project Risk Management	✓						
IPA	Establishing Effective Capital Cost & Schedule Process						✓	
	Frontend Loading Workshop							✓
Insights Learning and Development	Foundations of Leadership in Project Management							✓
	Insights to Personal Effectiveness							✓
IP Solutions/ Stanford University	Project Management Mastery (MMM)	✓						
Skillsoft	Problem Framing							✓
	Problem Solving: Generating Alternatives							✓
	Making Decisions Dynamically							✓
	Perspectives on Conflict in the Workplace							✓
	Handling Conflict							✓
	Getting Past Clashes: Valuing Team Diversity							✓
	Conquering Conflict Through Communication							✓
	Team Interpersonal Communication Skills Simulation							✓
	Leadership Communication Skills							✓
	Integrating Change in your Organization							✓
	The Path from Pessimism to Optimism							✓
	A Primer for Ensuring Accountability							✓
	Writing with Intention							✓
Avoiding Errors in Usage and Punctuation							✓	

VENDOR OPTIONS (ENTRY)

Training Providers	Courses	Competencies							
		Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional	
	Avoiding Grammatical Errors in Business Writing								✓
	The Writing Process								✓
	The Fundamentals of Exceptional Customer Services								✓
	The Customer's Voice								✓
	Customers, Confrontation and Conflict								✓
	Presenting Successfully								✓
	Giving Successful Presentations Simulation								✓
	Listening to Comprehend								✓
	Mechanics of Communicating Effectively								✓



FAI & DAU OPTIONS (ENTRY)

Training Providers	Courses	Competencies						
		Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional
FAI & DAU	CON 100: Shaping Smart Business Arrangements	✓				✓		
	CLC 108: Strategic Sourcing Overview	✓				✓		
	CLC 110: Spend Analysis Strategies	✓				✓		
	FAC 013: Shaping Smart Business Arrangements – Expert Edition	✓				✓		
	DAU CLM 013: Work Breakdown Structure	✓					✓	
	CON 110: Mission Support Planning	✓						
	BCF 101: Fundamentals of Cost Analysis	✓						
	CLL 015 Business Case Analysis	✓						
	DAU CLB 007: Cost Analysis	✓						
	Con 112: Mission Performance Assessment	✓						
	DAU CLM 017: Risk Management	✓						
	DAU CLB 024: Cost Risk Analysis	✓						
	CLC 004: Market Research	✓						
	DAU Harvard Business School Module (HBS) 102: Keeping Teams on Target	✓						
	DAU Harvard Business School Module (HBS) 103: Leading a Team	✓						
	TST 102: Fundamentals of Test & Evaluation				✓			
	CLE 023: Modeling and Simulation for Test & Evaluation				✓			
	LOG 101: Acquisition Logistics Fundamentals					✓		
	CLM 024: Contracting Overview						✓	
	FAC 031: Introduction to Small Business						✓	
	CLC 007: Contract Sourcing Selection						✓	
	FAC 012: Managing an Effective Competitive Sourcing Program						✓	
	DAU CLB 007: Cost Analysis							✓
	BCF 103: Fundamentals of Financial Management							✓
	BCF 102: Fundamentals of Earned Value Management							✓
	CLB 016: Earned Value Management							✓
	DAU Harvard Business School Module (HBS) 117: Solving Business Problems							✓
	DAU Harvard Business School Module (HBS) 104: Leading and Motivating							✓
	DAU Harvard Business School Module (HBS) 122: Writing for Business							✓
	DAU Harvard Business School Module (HBS) 109: Focusing on the Customer							✓
DAU Harvard Business School Module (HBS) 118: Making a Presentation							✓	

AGENCY OPTIONS (ENTRY)

Training Providers	Courses	Competencies						
		Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional
USDA Grad School	Project Management	✓	✓					
	Project Cost Management	✓					✓	
	Clear Writing Through Critical Thinking	✓						✓
	Briefing Techniques	✓						✓
	Leading Teams and Groups	✓						
	Jump Starting High Performing Teams: The Fundamentals	✓						
	Communicating for Results	✓						
	Rapid Project Risk Management	✓						
	Cost-Benefit Analysis Workshop	✓						
	Management Analysis: Planning	✓						
	Management Analysis: Designing and Conducting a Study	✓						
	Management Analysis: Overview	✓						
	Project Risk Management	✓						
	Negotiating Techniques					✓		
	Performance-Based Statements of Work					✓		
	Budget Analysis Workshop						✓	
	Budget Execution						✓	
	Budget Formulation						✓	
	Public Speaking							✓
	Fundamentals of Writing							✓
Interpersonal Communications							✓	
Decision Making and Problem Solving							✓	
Leadership Essentials							✓	
HUD Virtual University	Project Planning	✓	✓					
	Executing, Monitoring & Controlling, and Closing a Project	✓	✓					
	Managing a Project	✓				✓		
	Presenting to Succeed	✓						✓
	Project Integration: Executing and Completing a Project	✓						
	Communications Planning and Information Distribution	✓						
	The Individuals Role in a Team	✓						
	Initiating and Planning a Project Managing a Project	✓						
	Budgeting and Cost Controls						✓	
	The Fundamentals of Exceptional Customer Service							✓
	The Customer's Voice							✓
	Customers, Confrontation, and Conflict							✓
	Communication Skills for Leadership							✓

AGENCY OPTIONS (ENTRY)

Training Providers	Courses	Competencies						
		Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional
	Writing for Intention							✓
	The Writing Process							✓
	A Primer for Ensuring Accountability							✓
	The Path from Pessimism to Optimism							✓
	Team Interpersonal Communication Skill Simulation							✓
	The Process of Interpersonal Communication							✓
	Conquering Conflict through Communication							✓
	Getting Past Clashes: Valuing Team Diversity							✓
	Handling Conflict							✓
	Perspectives on Conflict in the Workplace							✓
	Problem Solving: Generating Alternatives							✓
	Problem Framing							✓
Organizational Culture and Leadership							✓	
Department of Interior University	Managing Projects	✓	✓					
	Performance-Based Budgeting and the OMB Program Assessment Rating Tool (PART)	✓						
	Risk Management	✓						
	Project Management Applications	✓						
	Contract Management Principles and Practices					✓		
	Earned Value Management Fundamentals						✓	
	Effective Briefing Techniques							✓
	Critical Thinking and Problem Solving							✓
Foundations in Leadership Program							✓	

FAC-P/PM TRAINING CROSSWALK: MID LEVEL

VENDOR OPTIONS (MID)								
Training Providers	Courses	Competencies						
		Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional
ESI	FAC-P/PM Mid Level Capstone Course	✓	✓	✓	✓	✓	✓	✓
	Applied Project Management for the Federal Government	✓	✓	✓	✓			
	Applied Acquisition for Federal Government Project Managers					✓		
	Applied Earned Value for Federal Government Project Managers						✓	
	Leading Federal Government Projects II							✓
Federal Acquisition Certification Academy	PPM – 201 Intermediate Program/Project Management	✓	✓	✓	✓			
	Intermediate Requirements/Management Development Process	✓						
	Intermediate Total Life Cycle Systems Management			✓				
	PPM – 202 Intermediate Acquisition Management					✓		
	PPM – 203 Intermediate Earned Value Management and Cost Estimating						✓	
	PPM – 204 Intermediate Leadership/Professional							✓
Management Concepts	Project Management II	✓		✓				
	Defining and Managing IT Requirements		✓					
	Contracting Officer's Representative Course (1070)					✓		
	Best Value Source Selection Using Tradeoffs (1074)					✓		
	EVM and Cost Estimating II						✓	
	Leadership and Personal Skills							✓
Learning Tree International	Journeyman Project/Program Management	✓	✓	✓	✓			
	Journeyman Acquisition Management	✓				✓		
	Journeyman Leadership and Interpersonal Skills	✓						✓
	Journeyman Business Management for Government Applications						✓	
Colleague Consulting	Project Scope Management and Development	✓						
	Project Risk Management and Analysis	✓						
	Project Cost and Schedule Estimation and						✓	

VENDOR OPTIONS (MID)

Training Providers	Courses	Competencies						
		Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional
	Management							
	Advanced Earned Value Management Systems						✓	
EVMI	Project Management Program	✓						
	Risk and Quality Management Professional (RQMP)	✓						
	Earned Value Management Professional (EVMP)						✓	
Siege Engine Inc	Project Management Core Skills & Leadership for Project Managers	✓						✓
	Project Management Core Skills for Project Managers	✓						
	Earned Value Management for Project Managers						✓	
	Project Management Leadership for Project Managers							✓
UMUC	PMAN 670: Advanced Project Methods	✓	✓	✓	✓			
	PMAN 638: Communication, Negotiation, and Conflict Resolution	✓						✓
MCM Project Management	Essentials of Project Management	✓						
IP Solutions/Stanford University	Mastering the Integrated Program (MIP)	✓						
	Leading Effective Teams (LET)							✓
	Managing Without Authority (MWA)							✓
Insights Learning and Development	Transformational Leadership in Project Management							✓
	Managing up the Chain- Influencing, Negotiating, and Communicating with Impact							✓
The Earned Value Group, Inc.	The Application of Earned Value Management						✓	

FAI & DAU OPTIONS (MID)

Training Providers	Courses	Competencies						
		Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional
DAU & FAI	DAU ACQ 201A – Intermediate Systems Acquisition, Part A & B	✓						
	DAU ACQ 265 – Mission Focused Services Acquisition	✓						
	DAU PMT 250 – Program Management Tools	✓			✓			
	DAU BCF 206 - Cost Risk Analysis	✓						
	DAU Harvard Business School (HBS) Module 223 – Presentation Skills	✓						
	DAU Harvard (HBS) Module 224 Writing Skills	✓						
	DAU Harvard (HBS) Module 228 – Leading and Motivating	✓						
	DAU Harvard (HBS) Module 229 – Team Leadership	✓						
	DAU Harvard (HBS) Module 239 – Team Management	✓						✓
	DAU TST 203 – Intermediate Test & Evaluation			✓				
	DAU LOG 201 – Intermediate Acquisition Logistics, Part A or B				✓		✓	
	DAU LOG 235 and 236 – Performance Basic Logistics, Part A or B				✓		✓	
	FAC-032 – Small Business: A Requirements Approach					✓		
	FAC-001 – HUBZone Empowerment Contracting – Certification and Eligibility					✓		
	FAC-009 – Set Aside for Small Business					✓		
	FAC-010 – Small Business Innovation Research/Small Business Technology Transfer (SBIR/STTR)					✓		
	FAC-002 – HUBZone Empowerment Contracting Program – Contractual Assistance					✓		
	FAC-033 – Contract Management: Strategies for Mission Success					✓		
	DAU CON 218 – Advanced Contracting for Mission Support					✓		
	FAC-030 – A-76 post-Competition Accountability					✓		
	DAU BCF 203 – Intermediate Earned Value Management						✓	
	DAU Harvard Business School (HBS) Module 227 – Strategic Thinking							✓
	DAU Harvard Business School (HBS) Module 205 – Decision Making							✓

FAI & DAU OPTIONS (MID)

Training Providers	Courses	Competencies						
		Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional
	DAU Harvard Business School (HBS) Module 226 – Innovation and Creativity							✓
	DAU Harvard Business School (HBS) Module 232 – Developing Employees							✓
	DAU Harvard Business School (HBS) Module 221 - Negotiating							✓
	DAU Harvard Business School (HBS) Module 222 – Persuading Others							✓



AGENCY OPTIONS (MID)

Training Providers	Courses	Competencies						
		Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional
HUD Virtual University	Choosing Sellers and Administering and Closing Contracts					✓		
	Coaching for Performance							✓
Department of Interior University	Federal Financial Management Overview	✓					✓	
	Budget and Accounting: Making the Connection	✓					✓	



FAC-P/PM TRAINING CROSSWALK: SENIOR LEVEL

VENDOR OPTIONS (SENIOR)								
Training Providers	Courses	Competencies						
		Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional
ESI	FAC-P/PM Senior-Level Capstone Course	✓	✓	✓	✓	✓	✓	✓
	Program Management for the Federal Government	✓	✓	✓	✓			
	Advanced Acquisition for Federal Government Project Managers					✓		
	Advanced Earned Value for Federal Government Project Managers						✓	
	Leading Government Project Managers							✓
Management Concepts	Project Management III	✓	✓	✓	✓			
	Leadership and Personal Skills III	✓						
	Acquisition III					✓		
	Advanced COR/COTR Workshop					✓		
	Best Value Source Selection Using Tradeoffs					✓		
	Earned Value Management and Cost Estimating III					✓		
Federal Acquisition Certification Academy	PPM-301: Advanced Program/Project Management	✓	✓	✓	✓			
	PPM-302: Advanced Acquisition Management					✓		
	PPM-303: Advanced Earned Value Management and Cost Estimating						✓	
	PPM-304: Advanced Leadership/Professional							✓
Siege Engine Inc.	Program Management Core Skills & Leadership for Program Managers	✓						✓
	Government Specific Advanced Program Management Skills		✓				✓	
	Earned Value Management Policies for Program Managers						✓	
The Earned Value Group, Inc	Earned Value Management (EVM) Methods						✓	
	Using EVM for Executive Reporting and Decision Making						✓	
	EVM: Tracking and Responding to Variance						✓	
UMUC	PMAN 600- Project Management: Foundations and Advanced Methods	✓	✓	✓	✓			
	PMAN 633- Managing People in Technology-Based Organizations							✓
Learning Tree International	Senior/Expert Program & Project Management		✓	✓				
	Senior/Expert Leadership & Interpersonal							✓

VENDOR OPTIONS (SENIOR)

Training Providers	Courses	Competencies						
		Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional
	Skills							
EVM I	Advanced Project and Program Management Course	✓						✓
	Senior Earned Value Officer Program						✓	
IP Solutions/ Stanford University	Converting Strategy Into Action (CSIA)							✓
	Leadership for Strategic Execution (LSE)							✓
American University	Key Executive Leadership Certificate Program	✓	✓	✓	✓	✓	✓	✓
Project Masters, Inc.	Advanced Acquisition Management III	✓					✓	
Acquisition Solutions Training Institute	Mission Centric COTR basics: Contracting for Program and Project Managers					✓		
Centre Consulting	Basic Acquisition for Program/Project Managers					✓		
Colleague Consulting	Acquisition Strategy and Planning					✓		
Management Technologies	Advanced EVM Workshop						✓	
MCR	Intermediate Applied Earned Value Management						✓	
Foreign Service Institute	YW610: Federal Information Risk Assessment (FIRA)	✓						

FAI & DAU OPTIONS (SENIOR)

Training Providers	Courses	Competencies						
		Requirements/Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/Professional
FAI/DAU	DAU PMT 352A: PMO, Part A				✓			
	DAU Advanced Life Cycle Logistics Management				✓		✓	
	DAU ACQ 450: Leading in the Acquisition Environment							✓



AGENCY OPTIONS (SENIOR)

Training Providers	Courses	Competencies						
		Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional
USDA Grad School	Coaching Skills for Today's Leaders	✓						
	Jump-Starting High Performing Teams: The Fundamentals	✓						
	Leading Teams and Groups	✓						
	Fundamentals of Best Value/Trade-off Source Selection					✓		
Department of Interior University	Cost Estimating for Technical Personnel					✓		
	Project Leadership, Management, and Communication							✓

