



**BAKER COLLEGE**  
**STUDENT LEARNING OUTCOMES**

**PPM4210 Contracting and Procurement for Project  
Managers**  
**3 Semester Credit Hours**

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**Student Learning Outcomes and Enabling Objectives**

1. Explain the roles and relationships of Buyer and Seller
  - a. Define the roles and responsibilities for the Buyer and for the Seller
  - b. Explain the importance and use of the “Terms & Conditions” and “Closing” of contracts
  
2. Discern the differences among the types of contracts and choose the most appropriate type of contract.
  - a. Explain Fixed Price contracts
  - b. Explain Cost plus Contracts
  - c. Explain Time & Material contracts
  - d. Explain the characteristics for cost, incentive, and award fee contracts
  
3. Analyze the procurement, competitive, and solicitation process and the request for quote process
  - a. Critique the Seller’s Proposal
  - b. Differentiate between Sole and Single Sourcing

**Big Ideas and Essential Questions**

**Big Ideas**

- Understand the development of terms and conditions for contracts.
- Sole source vs Single Source- Justifying your decision
- The roles/responsibilities for procurement/purchasing and the PM
- Establishing the Seller’s proposal format as part of your RFP requirements.

## **Essential Questions**

1. What are the main contract types and who owns the risk for performance for each type of contract type?
2. What are the differences between RFP's, FPQ's and IFB's?
3. What are the ways to terminate a contract?

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These SLOs are for experiential credit.

**Effective: Spring 2023**