

## MBA – ACQUISITION & CONTRACT MANAGEMENT

Advanced Standing – MBA Degree applicants may apply up to nine credits (3 courses) of advanced standing earned at the Defense Acquisition University or other graduate educational programs. The courses must be similar in content to courses in the applicable AGU degree or certificate program.

Listed below is an equivalency list for the Defense Acquisition University courses.

If you wish to apply for advanced standing, please submit a DAU transcript or certificate of completion. For courses taken in another graduate program you must submit an official transcript and course descriptions.

**\*Advanced standing is not given for Course 601, students may take the challenge exam only.**

AGU COURSES	ACCEPTED DAU COURSES
<b>Acquisition and Contracting Courses</b>	
601 – Federal Government Contracting	CON 110, 111 & 112 <b>or</b> CON 115 <b>or</b> CON 121, 124 & 127
603 – Government Contract Law	CON 210 <b>or</b> CON 216
613 – Business Development & Proposal Prep. <b>Or</b> 651 – Source Selection and Contract Award	None  CON 280
619 – Pricing and Financial Management	CON 217 & 218 <b>or</b> CON 290 & CLC 056 <b>or</b> CON 235 <b>or</b> CON 270
631 – Contract Management and Administration	CON 214 & 215 <b>or</b> CON 200 & 280 <b>or</b> CON 290
627 – Managing Projects	ACQ 201A & 201B <b>or</b> ACQ 202 & 203 <b>or</b> PMT 352 <b>or</b> PMT 355 & 360
635 – Negotiation – Principles and Practices	CON 290
<b>General Management Courses</b>	
602 – Essentials of Management	None
657 – Management Accounting and Control	None
653 – Business Research Methods	None
659 – Org. Behavior & Human Resources	None
606 – Marketing	None
610 – Operations Management	None
661 – Financial Behavior	None
605 – Supply Management	None
695 – Management Information Systems	None

