



We all work in contract management. But we don't all talk about our work the same way. Government and contracting firms each have their own vocabularies. Entrepreneurs and civilian agencies both use a unique vernacular. Contractors and federal businesses speak in different tongues.

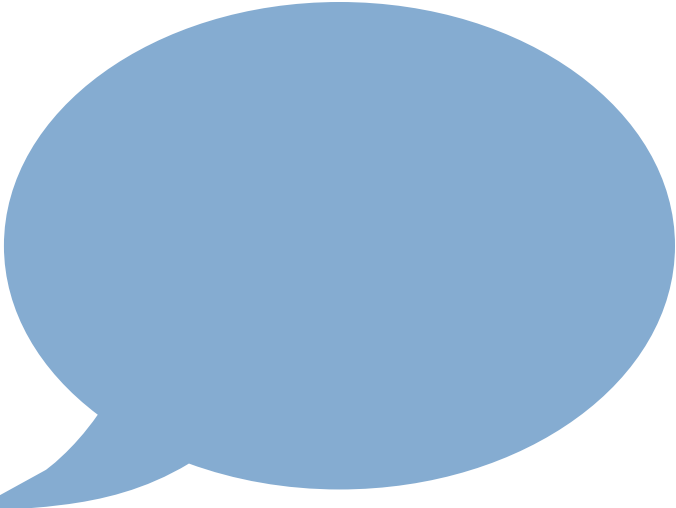
The result?

Misunderstandings. Missed opportunities. Expensive reworks. Lost contracts. And most crucially, a lack of career mobility.

What's the solution?

CREATE A COMMON CONTRACT LANGUAGE.

WHY A COMMON LANGUAGE?

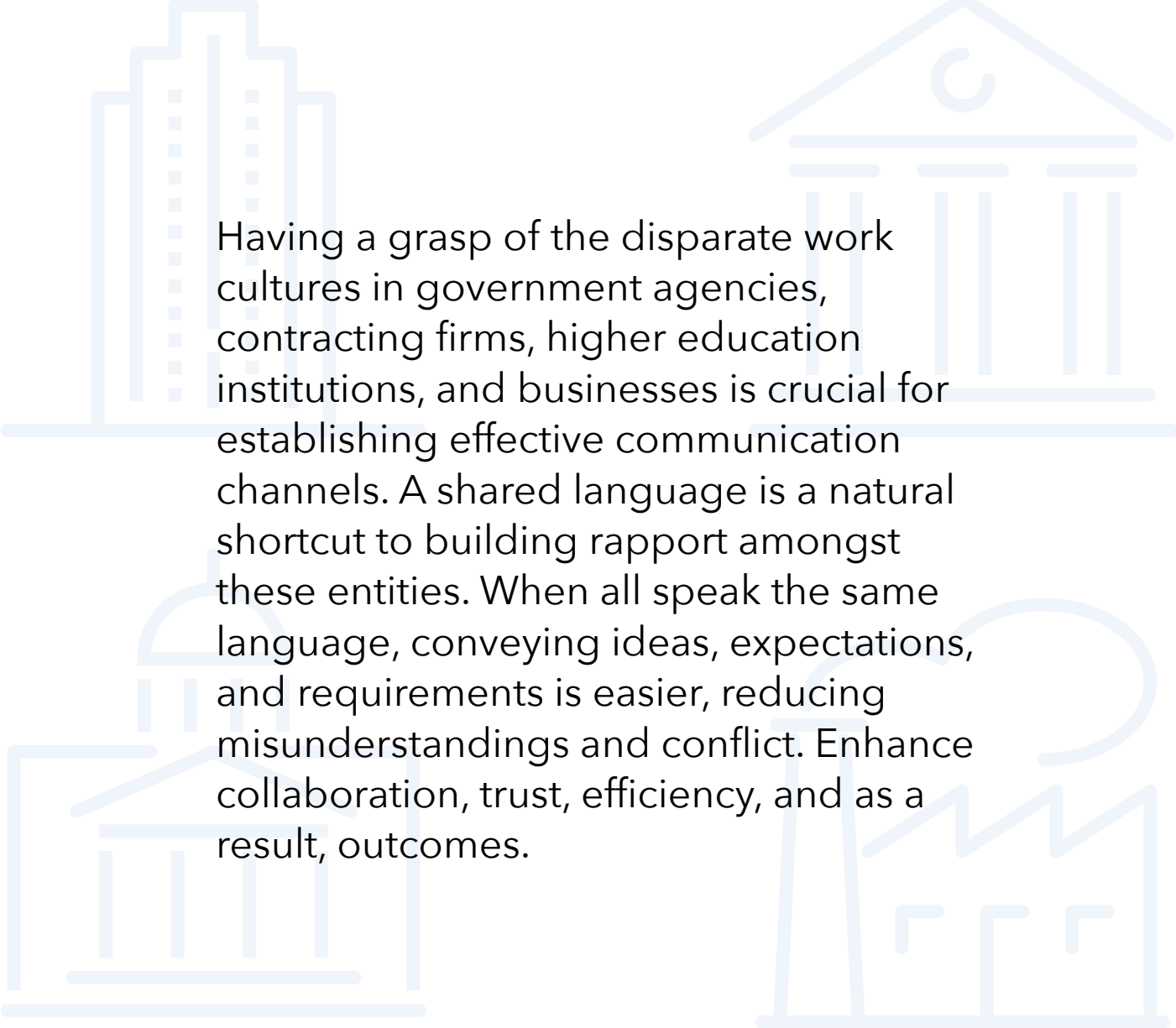


In our complex contract management world, effective communication is the key to success. Never underestimate its transformative power. But the way you communicate is just as important as how much you communicate. Currently, we're not all on the same page. The logical place to begin is to standardize how we communicate through a common language.

A common language holds powerful possibilities for the contract management profession. It can help you identify a standardized set of competencies necessary for success, regardless of your operating area. It can also help you define the education you'll need to acquire, the career levels you should expect to attain, and the certification pathways available to get you there.



UNDERSTAND OTHER WORK CULTURES.

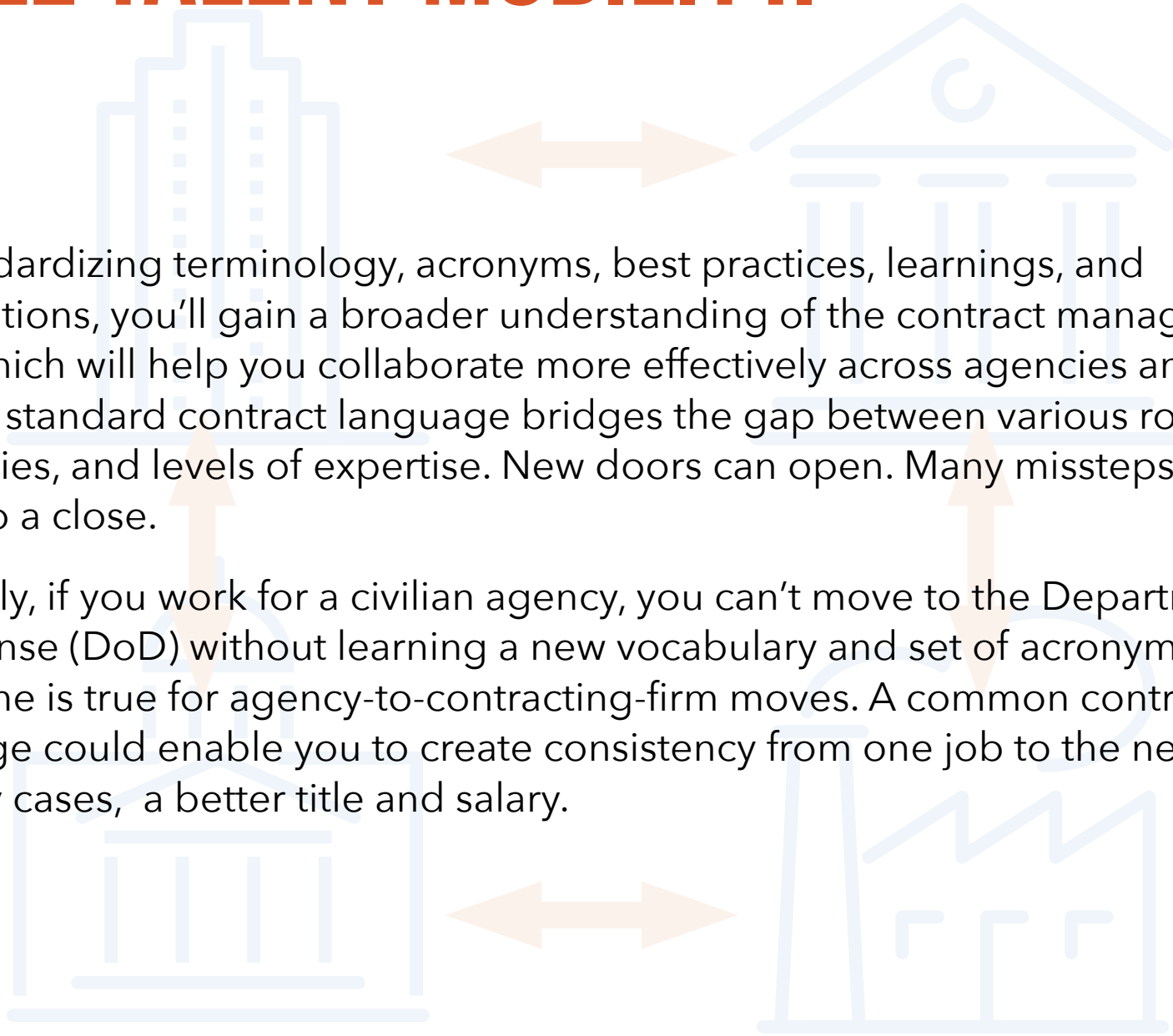


Having a grasp of the disparate work cultures in government agencies, contracting firms, higher education institutions, and businesses is crucial for establishing effective communication channels. A shared language is a natural shortcut to building rapport amongst these entities. When all speak the same language, conveying ideas, expectations, and requirements is easier, reducing misunderstandings and conflict. Enhance collaboration, trust, efficiency, and as a result, outcomes.

ENABLE TALENT MOBILITY.

By standardizing terminology, acronyms, best practices, learnings, and certifications, you'll gain a broader understanding of the contract management field, which will help you collaborate more effectively across agencies and firms. A standard contract language bridges the gap between various roles, specialties, and levels of expertise. New doors can open. Many missteps can come to a close.

Currently, if you work for a civilian agency, you can't move to the Department of Defense (DoD) without learning a new vocabulary and set of acronyms. The same is true for agency-to-contracting-firm moves. A common contract language could enable you to create consistency from one job to the next and, in many cases, a better title and salary.





SHARE A VISION AND MISSION.

We at National Contract Management Association (NCMA) see a future for contract management that's transformed through the adoption of NCMA-approved standards and foundational competencies for all contracting professionals.

How? By achieving a shared contract management ecosystem that facilitates standardization of language, policies, education, and certification—and serves as a gateway for new opportunities and career acceleration.

CONVERGE OUR COMMUNITY.

From academia to the highest acquisition offices on The Hill, contract management communities comprise a massive sphere of influence. But to eventually leverage that power most effectively, we first need to make our world a little smaller. Here are some ways to do that:

- Provide a practical academic path forward for interns and college graduates by having them complete courses based on the NCMA Contract Management Standard™ (CMS™) body of knowledge and the NCMA Certified Contract Management Associate™ (CCMA™) certification.
- Broaden adoption of a shared set of terminologies and skills based on the CMS and the Contract Management Body of Knowledge® (CMBOK®), an exhaustive textbook that can be your how-to for nearly everything contract management.
- Take advantage of a consistent flow of certificate courses, which can familiarize you with the Federal Acquisition Regulations (FAR), expose you to Federal contracting fundamentals, teach you cost and pricing techniques, and prepare you for leadership positions.
- Establish one common certification standard, enabling talent and career portability from government to industry, industry to government, entrepreneurial business to federal business, and the reverse of these paths.

PROVIDE A PRACTICAL ACADEMIC PATH.

For a common contract language to take hold, that definitive language must be in use where serious learning begins—in college and university classes.

Higher-education instructors: You can effectively lay the foundation for your students' practical, profitable career paths by including the CMS and CMBOK texts in your government and public administration coursework.

In addition to these texts, NCMA also offers you valuable webinars, podcasts, virtual trainings, and much more—to use in your classes outright or blend into your curricula. Popular topics include:

- 30 Things You Should Know About the FAR
- Planning, Negotiating, and Administering Other Transaction Agreements (OTAs)
- Agile Acquisition & the Contract Management Role

Additionally, encourage your students to achieve the Certified Contract Management Associate™(CCMA™) certification before applying for internships. The CCMA is a huge differentiator on a resume and can often tip the hiring scale in your students' favor.

NCMA now offers a 15% discount on CMBOK book orders when used as a course book at the college/university level. Request this discount for your students by contacting memberservices@ncmahq.org.

ADOPT UNIVERSAL STANDARDS.

After adopting the CMS, federal agencies and contracting firms can soon experience a smoother, more rewarding work experience. Contract management staffing shortages can decrease as skills more easily transition from one career position to another.

A common set of standards and language allows for streamlined processes, consistent documentation, and simplified procedures. Enhance productivity. Reduce costs. And deliver higher-quality services to the public and our nation's warfighters.

At the same time, training quality can substantially increase, as lesson plans and content will contain major common denominators from one agency or firm's training program to others. In fact, all civilian agencies have already adopted the ANSI-approved CMS as the foundation for a new contracting training system. Let's adopt universal standards for the good of all contract management workers.



Director of Contracting



Procurement Director

GAIN A FULL BODY OF KNOWLEDGE.

Creating a universal contract management language through NCMA is anchored in creating a learning community for the entirety of your career, with certificates and certifications your end goals.

Education plays a pivotal role in advancing contract services for both the public good and our nation's defense. Certificates and certifications provide you with the necessary tools and insights to excel in your role, thereby enhancing the quality of service delivery and the confidence both clients and employers will have in you—fostering trust and credibility in your own skills and those of the government contracting sector as a whole.

Just a few of the certificate courses available through NCMA that you can find value in now—and also leverage for future opportunities:

- Contract Management Leadership Development
- U.S. Federal Contracting Fundamentals
- Cost and Pricing Fundamentals

EARN CERTS THAT ARE CAREER CATALYSTS.

Focused on contract management and procurement, NCMA is a professional association that offers you various certifications that help you promote a common contract language throughout your career and, most importantly, validate your skills and open many doors for you all career long. In addition to the CCMA certification already mentioned, other prominent NCMA certifications include:

- **Certified Professional Contract Manager™ (CPCM™):** This certification demonstrates you've achieved the highest expertise in contract management, including in contract planning, negotiation, administration, and leadership.
- **Certified Federal Contract Manager™ (CFCM™):** This certification is specific to federal contracting and the FAR, covering regulations, laws, and policies related to federal acquisitions.
- **Certified Commercial Contract Manager™ (CCCM™):** This certification is designed for professionals involved in commercial contracting, addressing areas such as risk management, contract performance, and supplier relationships.

By embracing a common language and pursuing NCMA certifications, you can unlock your full potential and reap the rewards of a thriving career. And there's one more advantage. Read on.

BUILD GOVERNMENT CERTIFICATION FOUNDATIONS.

So how can you stand on the shoulders of your NCMA certifications to more easily achieve government certifications—and at the same time leverage the common language used in both to your advantage?

NCMA certifications can indeed pave the way for DAWIA (Defense Acquisition Workforce Improvement Act) and FAC-C (Federal Acquisition Certification in Contracting) certifications. NCMA certifications demonstrate your commitment to the industry, an ability to perform key contract-related tasks effectively, and a propensity to gain government certs more readily:

- **DAWIA.** This is a set of regulations established by the DoD to enhance its acquisition workforce's professionalism and capabilities. If you are involved in defense acquisitions, you'll obtain specific certifications based on your job role, including contracting, program management, and logistics.

Having an NCMA certification, such as the CPCM or CFCM, gives you a head start in pursuing DAWIA certifications. The knowledge and vocabulary you've acquired align well with the competencies required of DAWIA.

- **FAC-C.** This cert program, administered by the Federal Acquisition Institute (FAI), establishes competency standards for federal contracting professionals at three levels: Entry, Mid-Level, and Senior.

NCMA certs can serve as valuable credentials when you pursue the FAC-C. They demonstrate competency in language and acronyms, vital components of the FAC-C process.

We need your voice.

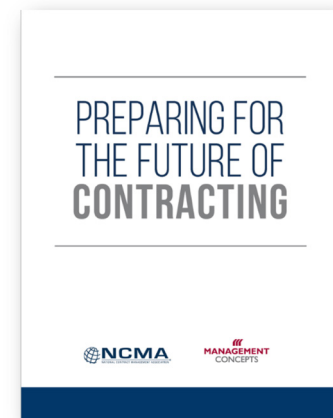
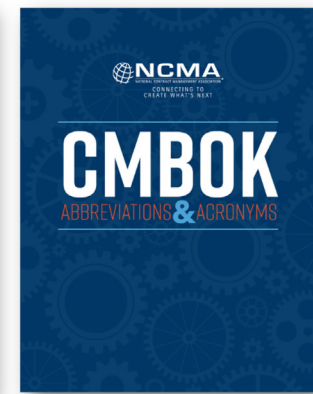
A common language within the contract management sector has far-reaching benefits. From increased career mobility through improved communications to streamlined work experiences through certifications, a shared language is essential for fostering collaboration, efficiency, and effectiveness. But we can't do it without you. Read on to access your Common Contract Language Starter Kit, a collection of five valuable educational assets that will begin your common-language journey.

CONTRACTS LOST IN TRANSLATION? GAIN CLARITY WITH THIS COMMON LANGUAGE STARTER KIT.

You've heard us shout the benefits of the Contract Management Standard (CMS)—now it's time to see for yourself. Click the button below to access your free copy of the CMS, along with three more valuable educational and research assets. Together, they form an easy onramp to NCMA and the creation of a common contract language.

Here's everything in the kit:

- Contract Management Standard document
- CMBOK Abbreviations & Acronyms eBook
- Preparing for the Future of Contracting white paper
- Navigating NCMA Certifications guide



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