

DAU



DAU SMALL BUSINESS ASSISTANCE FOR BLUE CYBER LOLLAPALOOZA ON 30 JAN 2024

Contacts:

For Small Business - Ken Carkhuff, DAU Small Business Learning Director,
kenneth.carkhuff@dau.edu

For Cybersecurity - Paul Shaw, Cybersecurity Professor, paul.shaw@dau.edu

Distribution Statement A: Approved for public release: distribution is unlimited.

LEARNING OPTIONS

- Classroom
- Online
- Certification Training
- Credentials
- Continuous Learning
- 547 Courses
- 50,000 Learning Assets

DAU Virtual Campus

The screenshot displays the DAU Virtual Campus user interface. At the top left is the DAU logo. A navigation bar includes links for Home, Learning, Connect, Reports, and Help Desk. A search bar is located in the top right corner. The main content area features a personalized dashboard for a user named Abel. It includes a profile section with 13 completions and 5 hours of learning. Below this are sections for 'Your Subjects', 'Your Language(s)', and 'Your Playlists'. A 'Transcript View' section shows 0 past due, 3 due soon, and 2 assigned with no due date. A prominent orange banner indicates 'DUE SOON' for 'Unauthorized Disclosure of Classified'. To the right, a banner welcomes the user to the new Learner Home and prompts them to add subjects. Below this is a 'Continue Learning' section with four course cards: 'Annual OSD RIM Training', 'Unauthorized Disclosure of', 'OPSEC Awareness', and 'DAU Mandatory Training Guide'. Each card has a 'Launch' button.

<https://dau.csod.com/>

DAU Quick Links



Updated DAWIA requirements, certification training and elective learning options

- **[DAWIA Certification](#)**: Streamlined certification framework and functional area-based training
- **[Defense Acquisition Credentials](#)**: Training programs tailored to job functions and skills
- **[DAU Courses](#)**: Training courses designed specifically for Defense acquisition professionals and available in-person and online
- **[Commercial Training](#)**: Access to online training resources from leading providers such as Coursera, LinkedIn Learning and more



Acquisition tools and resources to improve job performance and build skills

- **[Tools](#)**: Resources and job aids help complete tasks
- **[Library](#)**: Research and information resources from DoD and commercial sources
- **[Events](#)**: Opportunities to hear directly from leaders, experts and practitioners while earning CLPs. Watch live or on-demand
- **[DAU Media](#)**: Access videos and podcasts on a wide variety of topics and interest areas, including the TEDxDAU video collection
- **[Community Hub](#)**: Knowledge sharing and collaboration around specific interests



Acquisition consulting, tailored training and workshops for individuals and teams

- **[Acquisition Consulting](#)**: Customized services to help overcome specific challenges and solve complex problems
- **[Executive Coaching](#)**: One-on-one support to help leaders effectively manage high-performing teams
- **[Workshops](#)**: Sessions designed around specific issues, requirements, or program objectives

DOING BUSINESS WITH THE DOD

Developing a Business Relationship with Department of Defense

It typically takes at least 24 months of planning before a government contractor wins their first contract. Plan to invest significant time and resources identifying potential opportunities, marketing to potential clients, developing proposals, winning and performing your first DoD contract while complying with DoD rules.



Small Business

Other than Small Business

All Things Small Business Podcast

Mindfully designed 30 minute conversations that connect our listeners to real-life issues impacting our small business community. Interview topics range from:

- Industry marketing strategies
- Business development & growth strategies
- True grit of being a small business owner
- Influence of socioeconomic programs

Did You Know?



People Employed by Small Business (Source: Census Bureau)



Small Businesses Represent 96% of Employer Firms in High-Patenting Manufacturing Industries (Source: SBA Office of Advocacy)



24% of All Patents in the Top 100 Emerging Clusters Belong to Small Business Firms (Source: SBA Office of Advocacy)



46.8% of Private Sector Employees Work for Firms with Fewer than 50 Employees (Source: Census Bureau)

Download the SBA Office of Advocacy FAQs

Industry Resources

Learn more about Small Business Programs, Government Procurements, Collaboration and more by using the resource links below.

Business

Using Resources from the Department of Defense

Making it

SMALL BUSINESS COURSES

- Recommended courses:
 - CON 0040 Market Research
 - CON 0090 Strategies for Contracting with Service-Disabled Veteran-Owned Small Businesses (SDVOSBs)
 - CLM 059 Fundamentals of Small Business for the Acquisition Workforce
 - CLC 045 Partnering
 - CLC 059 Management of Subcontracting Compliance
- To access course information: <https://icatalog.dau.edu/>

SMALL BUSINESS COURSES

SBP 1010 - Introduction to Small Business Programs, Part A
SBP 2010 - Intermediate Small Business Programs, Part A



Upon successful completion - you will be able to:

- Describe the importance of small business to the industrial base
- Apply the appropriate small business programs and initiatives to support the decision-making process
- Summarize the various small business systems necessary for expanding small business opportunities
- Demonstrate key SBP activities during market research
- Advise the acquisition team of small business elements of the solicitation
- Demonstrate SBP activities during the evaluation and the source selection process
- Determine methods for addressing post-award small business issues

<https://www.dau.edu/training/career-development/contracting/blog/DAU-Deploys-SBP-1010---Introduction-to-Small-Business-Programs,-Part-A>

<https://www.dau.edu/training/career-development/contracting/blog/DAU-Deploys-SBP-2010---Intermediate-Small-Business-Programs-Part-A/>

SMALL BUSINESS COURSES

- CAC or DAU account required (<https://www.dau.edu/faq/p/New-DAU-Account>)
- All SBP VILT classes are now available for self-registration by DoD employees in the virtual campus.
- FAI will be offering DAU equivalent SBP VILT courses starting in Mar 2024. <https://fai.gov>
- Students enroll and disenroll themselves
 - Registration closes 10 days prior to the start of the class
 - https://dau.csod.com/catalog/CustomPage.aspx?id=221000349&tab_page_id=221000349

DAU SMALL BUSINESS MEDIA PAGE



13:30
CONTRACTING CONVERSATIONS
CSBP 001 - Small Business Professional Credential
JIM WILLIAMS JIM VALLEY



05:10
All Things Small Business:
SBP 202V (2020V)...



AbilityOne PROGRAM ★
AbilityOne: Development and Determination of the Fair Market Price - AbilityOne Series - AbilityOne Development and...



DAU
Welcome to the Small Business Series
Adversarial Foreign Investments
Access speaker slides and other information ->
<https://www.dau.edu/report/Small-Business-Series-Adversarial-Foreign-Investments-15-Dec-2022>
Mics: Audio will be muted throughout the session
Recording: This session will be recorded and posted on the event page
01:54:52
Questions: Please submit questions via chat.
Small Business Series - Adversarial Foreign Investments
Dial in (Audio only) 1-571-403-8146 Phone Conference ID: 669 862 5729



01:54:15
Summer Small Business Pricing Series
Public Vouchers and Real-time Labor Evaluations -...



DAU
Welcome to the Spring Small Business Series
The 2023 DoD Small Business Strategy
Access speaker slides and other information ->
01:50:25
Small Business Series - The 2023 DoD Small Business Strategy
Mics: Audio will be muted throughout the session
Recording: This session will be recorded and posted on the event page
Questions: Please submit questions via chat.
Dial in (Audio only) 1-571-403-8146 Phone Conference ID: 669 862 5729

<https://media.dau.edu/channel/Small%2BBusiness/62965391>

DAU CYBERSECURITY MEDIA PAGE

⇒ CYBER - DAU WEB EVENTS



⇒ CYBER COURSES AND WORKSHOPS



<https://media.dau.edu/channel/CyberSecurity/62925431>