

TRAINING AND WORKFORCE DEVELOPMENT

Hybrid Learning • Web Interactive Learning • Motion Graphics • Video Editing • Visual Design • Human-Centered Design • Virtual Live Training (VLT)

CON 7733

Defective Pricing



Client Info

The Defense Acquisition University (DAU) is the Department of Defense's central training institution for acquisition professionals. DAU equips the Defense Acquisition Workforce with the skills and knowledge needed to deliver effective, affordable warfighting capabilities, strengthening national security through agile, mission-ready acquisition support.



Challenge

DAU identified a need to provide Procuring Contracting Officers (PCOs), DCAA auditors, and legal personnel with practical experience in resolving defective pricing cases—one of the more complex and collaborative challenges in contract administration. Traditional classroom and eLearning formats lacked the immersive, decision-rich environment needed to reinforce policy application, cross-discipline communication, and real-time problem-solving.



Solution

CTEC's CON 7730 is a 2D, scenario-based game where learners play Brianna Rogers, a new PCO investigating defective pricing. Through eight vignettes, players use a custom "Workpad" to interact with stakeholders, review documents, and apply policies like FAR 15.406-2. Tasks include analyzing pricing data and drafting settlements, with progress tracked through completions and trophies. Accessible and browser-based, the course simulates real-world challenges.