

Shipley × Dream DNA Fusion Map

The master crosswalk between the full Shipley/APMP canon, the Dream DNA machine corpus, and this human curriculum. Every discipline and gate in the business-development canon is traced three ways: what the canon says, where the machine encodes it, and where the curriculum teaches it — with the stack-agnostic rendering note that keeps the concept stable when the tooling swaps.

This map is the **fusion seam** between two already-fused layers. It is deliberately **not** a replacement for `align/concept-to-system-map.md` — that map is the durable concept → stack mapping that must not drift; this map is the **Shipley-side discipline index** that shows, for every canonical discipline and gate, the matching DNA artifact and the matching curriculum home. The concept column in both files is stable; the DNA column changes with the DNA version.

DNA version pin

All DNA paths below are verified at **DreamLimited/dna v0.18.2** (2026-08-05). When DNA bumps, update this map's DNA columns — never the doctrine (`doctrine/08-tools-change-concepts-dont.md`). Provenance for every Shipley/APMP-derived DNA artifact is documented in `rag-corpus/shipley-citations.md`, `rag-corpus/apmp-references.md`, `docs/licensing-shipley-corpus.md`, and `docs/licensing-apmp-corpus.md`.

Version source	Value
VERSION (dna repo root, authoritative)	0.18.2
dna-manifest.yaml → metadata.version	v0.18.2
Curriculum VERSION	0.5.1

How to read this map

- **Part A — Shipley → DNA → curriculum.** One row per canonical Shipley/APMP discipline or gate. This is the primary index a student, instructor, or integrator reads.
- **Part B — DNA → Shipley.** The reverse index: given a DNA artifact family, which Shipley/APMP discipline does it serve? Use this when working from the machine side (a new DNA rule must know which canon it instantiates).
- **Part C — The stack-agnostic rendering rule.** The one-sentence concept behind each discipline, stated so it survives any tool change.
- **Part D — Fusion honesty.** Gaps called out explicitly, both directions (Shipley discipline with no DNA home; DNA content with no curriculum home).

Part A — Shipley/APMP discipline → Dream DNA → curriculum

A.1 The BD lifecycle (marketing → capture → proposal → negotiate → award)

Shipley/APMP discipline	Dream DNA artifact(s) (v0.18.2)	Curriculum home (this repo)	Stack-agnostic rendering
Full BD lifecycle (the five-phase arc)	rules/shipley-capture-gates.yaml (gate registry), playbooks/shipley-capture.md, playbooks/shipley-proposal.md, playbooks/pipeline-doctrine.md, rules/growth-lifecycle.yaml	doctrine/03-the-pursuit-pipeline.md, literacy/industry-standard-canon.md, modules/shared-core.md Session 2, modules/strategic-initiative.md	The five-phase arc is a durable concept; the pursuit pipeline is the same shape in this course's vocabulary. Software (dream-track, ERPNext, the agent relay) is a swappable encoding — never the concept.
Market segmentation / long-range pipeline shaping	rules/shipley-capture-gates.yaml (gate-1-market), rules/source-now-data-manifest.yaml (7 data planes), playbooks/01-pre-rfp.md	doctrine/01-where-the-money-lives.md, modules/strategic-initiative.md Session SI-2	“Where you play” is a decision, not a system. NAICS, agencies, vehicles, and connectors are the current instruments.
Marketing → capture handoff (Gate 1–2 boundary)	rules/capture.yaml (opportunity-identification phase), playbooks/01-pre-rfp.md	doctrine/09-capture-and-competitive-strategy.md	The line between “market” and “capture” is drawn by the opportunity being identified, not by any tool.

Shiple/ APMP discipline	Dream DNA artifact(s) (v0.18.2)	Curriculum home (this repo)	Stack-agnostic rendering
Negotiate phase	playbooks/06-post-submission.md, prompts/stages/handoff.md, rules/pricing-floor.yaml (defends the negotiated position)	doctrine/10-post-submission-and-win.md, doctrine/undergraduate/305-negotiations.md (DL 305), modules/graduate/eloquent-negotiations-pricing-posture.md (GE 610)	Negotiation defends a position built in capture; there is no “negotiation tool” — only a prepared position.
Award / delivery / learn	rules/past-performance-retrieval.yaml, playbooks/06-post-submission.md, rules/cosmology-loop.yaml	doctrine/07-lifecycle-dream-orbital-world.md, doctrine/10-post-submission-and-win.md	Award is a milestone; the outcome feeds the next pWin. The cosmology loop is the machine name for the same idea.

A.2 The seven-gate review ladder

Shipleigh/APMP discipline	Dream DNA artifact(s) (v0.18.2)	Curriculum home (this repo)	Stack-agnostic rendering
The seven-gate ladder (Gate 1 Market → Gate 7 Post-Submission)	rules/shipleigh-capture-gates.yaml (canonical registry: gate-1-market ... gate-7-postsubmission), playbooks/shipleigh-capture.md (gates 1–4), playbooks/shipleigh-proposal.md (gates 5–7), rules/sbir-phase-gates.yaml (SBIR overlay on the same ladder)	literacy/industry-standard-canon.md (7-gate ladder), doctrine/04-gates-and-governance.md, course/undergraduate-210-capture-and-pursuit-pipeline.md (DL 210)	A gate is <i>trigger + criteria + decision + owner</i> (Doctrine 04). The gate <i>registry</i> is the machine encoding; the gate <i>idea</i> is durable.
Gate 1 — Market segmentation	rules/shipleigh-capture-gates.yaml (gate-1-market), rules/source-now-data-manifest.yaml	doctrine/01-where-the-money-lives.md	Choosing where to play.
Gate 2 — Opportunity identification & qualification	rules/shipleigh-capture-gates.yaml (gate-2-opportunity), rules/capture.yaml, rules/naics-alignment.yaml, rules/sba-size-standards.yaml	doctrine/01-where-the-money-lives.md, modules/mba.md (certifications as go-to-market)	Hard knockout: eligibility (size, set-aside, NAICS) before fit.

Shipleigh/APMP discipline	Dream DNA artifact(s) (v0.18.2)	Curriculum home (this repo)	Stack-agnostic rendering
Gate 3 — Pursuit decision (bid/no-bid)	rules/shipleigh-capture-gates.yaml (gate-3-pursuit), rules/bid-no-bid.yaml, formulas/bid-no-bid-rubric.formula.yaml, formulas/pwin-shipleigh.formula.yaml, formulas/pwin-formula-las/pwin_scorer.py, formulas/risk_score.py, prompts/personas/bid-no-bid-analyst.md	doctrine/04-gates-and-governance.md (bid/no-bid gate), doctrine/05-scoring-and-price-to-win.md, course/undergraduate/210-capture-and-pursuit-pipeline.md	The five-dimension weighted rubric (customer intimacy, capability fit, strategic attractiveness, pWin, financial impact) → discrete BID / BID_WITH_CONDITIONS / NO_BID.
Gate 4 — Capture readiness	rules/shipleigh-capture-gates.yaml (gate-4-capture), rules/capture.yaml (readiness review), formulas/capture-readiness-index.formula.yaml, formulas/capture-readiness-formula-las/capture_readiness_index.py, playbooks/shipleigh-capture.md	doctrine/09-capture-and-competitive-strategy.md (readiness review), modules/graduate/elementary/competitive-market-intelligence.md (GE 630)	Readiness = win strategy clear, customer understood, teaming solid, key personnel identified, competitive landscape mapped, technical approach credible. Outcome: proceed / defer / withdraw.

Shiple/ APMP discipline	Dream DNA artifact(s) (v0.18.2)	Curriculum home (this repo)	Stack-agnostic rendering
Gate 5 — Proposal planning & production	rules/shiple-capture-gates.yaml (gate-5-proposal), rules/color-team.yaml, rules/apmp-color-teams.yaml, playbooks/shiple-proposal.md, playbooks/apmp/apmp-proposal-flow.md, playbooks/04-proposal-production.md	doctrine/03-the-pursuit-pipeline.md (design/audit), modules/graduate/elective-proposal-management-color-teams.md (GE 640), course/undergraduate-302-proposal-production-and-compliance.md (DL 302)	Compliance spine + storyboard + color reviews + volume production against a deadline.
Gate 6 — Submission mechanics	rules/shiple-capture-gates.yaml (gate-6-submission), rules/submission.yaml, playbooks/apmp/apmp-work-white-glove.md, formulas/quality_gate.py	doctrine/03-the-pursuit-pipeline.md (submit), literacy/how-color-teams-work.md (White-Glove), modules/graduate/elective-proposal-management-color-teams.md	The pre-submission checklist is the last safety net; the external submission click is a human gate per ADR 0016.
Gate 7 — Post-submission	rules/shiple-capture-gates.yaml (gate-7-postsubmission), playbooks/06-post-submission.md, prompts/stages/handoff.md, rules/past-performance-retrieval.yaml	doctrine/10-post-submission-and-win.md, modules/graduate/elective-negotiations-pricing-posture.md (GE 610)	Q&A, orals, FPR, negotiation, debrief, lessons learned.

A.3 Capture and competitive strategy

Shipleigh/APMP discipline	Dream DNA artifact(s) (v0.18.2)	Curriculum home (this repo)	Stack-agnostic rendering
Capture as a discipline (distinct from proposal)	rules/capture.yaml, playbooks/shipleigh-capture.md, playbooks/01-pre-rfp.md, prompts/stages/capture.md, prompts/personas/capture-manager.md	doctrine/09-capture-and-competitive-strategy.md, course/undergraduate/210-capture-and-competitive-strategy.md, modules/graduate/elective-competitive-market-intelligence.md	Capture creates position; proposal defends it. Progress is customer contact, not slide decks.
The capture plan	rules/capture.yaml (win-strategy / capture-plan phases), playbooks/shipleigh-capture.md (phase map), playbooks/01-pre-rfp.md	doctrine/09-capture-and-competitive-strategy.md (capture-plan section), modules/graduate/elective-competitive-market-intelligence.md	A capture plan is a written declaration of <i>how this pursuit will be won</i> — win strategy, solution, team, competitive landscape.
Win themes / customer-centric framing	playbooks/03-proposal-strategy.md, rag-corpus/shipleigh-capture-proposal-guide/shipleigh-customer-centric-framing.md, rag-corpus/apmp-bok/apmp-win-themes-and-discriminators.md	doctrine/09-capture-and-competitive-strategy.md (win themes), literacy/glossary.md	“You achieve Y by working with us,” not “we offer X.” The linguistic test (can it be prefaced with “you will”) is concept, not tool.

Shipleigh/APMP discipline	Dream DNA artifact(s) (v0.18.2)	Curriculum home (this repo)	Stack-agnostic rendering
Discriminators vs. baseline features	rag-corpus/shipleigh-capture-proposal-guide/shipleigh-discriminators-vs-baselines.md, rag-corpus/apmp-bok/apmp-win-themes-and-discriminators.md, prompts/personas/discriminator-analyst.md, rules/capture.yaml	doctrine/09-capture-and-competitive-strategy.md (discriminator discipline), modules/graduate/elective-competitive-market-intelligence.md (GE 630)	Discriminators move scores; baselines do not. A discriminator passes a three-check test (unique, defensible, evidence-backed).
Ghost themes	rag-corpus/shipleigh-capture-proposal-guide/shipleigh-ghost-themes.md, prompts/personas/discriminator-analyst.md, rules/capture.yaml	doctrine/09-capture-and-competitive-strategy.md (ghost-theme section), modules/graduate/elective-competitive-market-intelligence.md	Naming a competitor's weakness without naming them. Only as good as the capture intelligence behind it.
Competitive analysis / competitor intelligence	rules/incumbent-displacement.yaml, formulas/incumbency-pressure.formula.yaml, formulas/incumbency_pressure.formula.yaml, contracts/v1/competitor-competitive-graph.v1.schema.json, prompts/critics/black-hat.md, playbooks/strategic-literacy/how-positioning.md, rules/strategic-positioning-patterns.yaml	doctrine/09-capture-and-competitive-strategy.md (black-hat), modules/graduate/elective-competitive-market-intelligence.md (GE 630), literacy/how-color-teams-work.md (Black-Hat)	The public-record boundary is absolute (FPDS / USA Spending / SAM.gov). Competitor facts feed incumbency pressure and displacement posture — never source-selection-sensitive data.

Shiple/ APM discipline	Dream DNA artifact(s) (v0.18.2)	Curriculum home (this repo)	Stack-agnostic rendering
Teaming / JV subcontracting	rules/teaming.yaml, formulas/teaming-recommender, formulas/teaming-recommender.py, contracts/v1/teaming-recommendation.v1.schema.json, rag-corpus/sba-naics-sbir-gsa/sba-affiliation-rules.md, rag-corpus/sba-naics-sbir-gsa/sba-joint-venture-rules.md, playbooks/sbir-capture-workflow.md	modules/graduate/teaming-jv-subcontracting.md (GE 620), modules/undergraduate/303-government-and-subcontracting.md (DL 303), modules/mba.md	Teaming posture (prime solo, prime+subs, subcontractor, JV, mentor-protege) converts BID_WITH_CONDITIONS into BID. SBA affiliation / JV rules are legal facts.

Shipleigh/APMP discipline	Dream DNA artifact(s) (v0.18.2)	Curriculum home (this repo)	Stack-agnostic rendering
Proposal management / production	playbooks/shipleigh-proposal.md, playbooks/apmp/apmp-proposal-flow.md, playbooks/04-proposal-production.md, prompts/personas/proposal-manager.md, prompts/stages/proposal-rules/color-team.yaml	modules/graduate/electives-proposal-management-color-teams.md (GE 640), course/undergraduate/302-proposal-production-and-compliance.md (DL 302), proposals/shared-core.md	Recursive production is a factory with a deadline and a quality bar: roles, schedule, page budget, risk.
The compliance matrix / compliance spine	playbooks/compliance-matrix/compliance-matrix.yaml, playbooks/apmp/apmp-compliance-matrix.md, formulas/compliance_parser/corpus/rules/section-l-format-compliance.yaml, rag-corpus/shipleigh-capture-proposal-guide/shipleigh-compliance-spine.md, prompts/personas/compliance-officer.md	doctrine/02-rfps-and-solicitations.md (compliance reading), literacy/the-four-volumes.md, course/undergraduate/302-proposal-production-and-compliance.md, modules/mpa.md	Every Section L/M/C requirement gets an ID and a response section; coverage gaps block transitions.

Shiple/AMP discipline	Dream DNA artifact(s) (v0.18.2)	Curriculum home (this repo)	Stack-agnostic rendering
Section L / Section M decode	rules/section-l-format-compliance.yaml, playbooks/02-rfp-decode.md, playbooks/compliance-matrix/compliance-matrix.yaml, formulas/compliance_parser.py	doctrine/02-rfps-and-solicitations.md, literacy/how-to-read-an-rfp.md	Section L is the instructions, Section M is the evaluation; misreading either compounds into every volume.
Storyboarding	playbooks/apmp/apmp-storyboard.md, prompts/personas/storyboard-author.md, rag-corpus/apmp-bok/apmp-storyboard-discipline.md	modules/graduate/boards-proposal-storyboard-color-teams.md (GE 640), course/undergraduate/302-proposal-production-and-compliance.md	Storyboard precede drafting: one frame per section with theme, discriminator, evidence, and win-theme link.
Technical volume (Volume I)	playbooks/volumes/technical-volume.yaml, rules/orbital-to-proposal-map.yaml, rules/section-l-format-compliance.yaml	literacy/the-four-volumes.md (Volume I), doctrine/06-orbital-business-structure.md, course/undergraduate/302-proposal-production-and-compliance.md	Understanding, methodology, innovation, risk, security, transition — the intellectual heart of the proposal.
Management volume (Volume II)	playbooks/volumes/management-volume.yaml, playbooks/documents/personnel-resume.yaml, playbooks/documents/chart.yaml, rules/orbital-to-proposal-map.yaml	literacy/the-four-volumes.md (Volume II), doctrine/06-orbital-business-structure.md	Organization, key personnel, staffing, communication, quality — the Section M management factor.

ShIPLEY/APMP discipline	Dream DNA artifact(s) (v0.18.2)	Curriculum home (this repo)	Stack-agnostic rendering
Past performance volume (Volume III)	playbooks/volumes/past-performance-volume.yaml, rules/past-performance-retrieval.yaml, rag-corpus/dreamlimitedpast-performance/, prompts/personas/past-performance-narrator.md	literacy/the-four-volumes.md (Volume III), doctrine/10-post-submission-and-win.md, doctrine/07-lifecycle-dream-orbital-world.md	FAR 15.305(a)(2) relevance/quality/schedule/cost control; only awarded/performed records are citable.
Pricing / cost volume (Volume IV)	playbooks/pricing/cost-volume.yaml, playbooks/pricing/boe-template.yaml, playbooks/pricing/laboring-and-price-categories.yaml, formulas/loe-burdened-rate.formula.yaml, formu-las/loe_burdened_rate.py, formu-las/pricing_validator.py	literacy/the-four-volumes.md (Volume IV), doctrine/05-laboring-and-price-to-win.md, modules/graduate/advanced-finance.md (GC 540)	Cost buildup, labor, fee, total evaluated price — and the four volumes must tell the same story.
One-story reconciliation (technical cost)	playbooks/shIPLEY-proposal.md (principle 5), playbooks/apmp/apmp-proposal-flow.md, formu-las/pricing_validator.py	literacy/the-four-volumes.md, modules/graduate/ek-proposal-management-color-teams.md	If the narrative promises 24/7 staffing, the cost volume prices 24/7 staffing. Verified at Red Team.
Supporting documents	playbooks/documents/capability-statement.yaml, playbooks/documents/key-personnel-resume.yaml, playbooks/documents/303g-chart.yaml	literacy/the-four-volumes.md (go-to-market), literacy/the-four-volumes.md, course/undergraduate-303g-government-contracts-and-subcontracting.md	Capability statements, key-personnel resumes, org charts are the standard supporting cast.

A.5 The review (color-team) system

Shiple/ APMP discipline	Dream DNA artifact(s) (v0.18.2)	Curriculum home (this repo)	Stack-agnostic rendering
The color-team sequence (Blue/Pink/Red/Gold/White-Glove/Black-Hat)	rules/color-team.yaml (entry/exit + reviewer independence), rules/apmp-color-teams.yaml (entry/exit + reviewer independence), playbooks/apmp/apmp-color-teams.md, playbooks/apmp/apmp-white-glove.md, prompts/critics/pink-team.md, prompts/critics/red-team.md, prompts/critics/gold-team.md, prompts/critics/white-glove.md, prompts/critics/black-hat.md, formu- las/quality_gate.py, rag- corpus/shiple-capture-proposal-guide/shiple-color-team-cadence.md, rag-corpus/apmp-bok/apmp-color-team-discipline.md, rag-corpus/apmp-bok/apmp-reviewer-independence.md	literacy/how-color-teams-work.md, doctrine/04-gates-and-governance.md, modules/graduate/proposal-management-color-teams.md (GE 640), modules/strategic-initiative.md	The sequence and each color's lens is the concept; the critic personas + apmp-color-teams-rule + quality-gate formula are the machine encoding. Reviewers are independent of writers.

Shibley/APMP discipline	Dream DNA artifact(s) (v0.18.2)	Curriculum home (this repo)	Stack-agnostic rendering
Reviewer independence	rules/apmp-color-teams.yaml (roster lock), rag-corpus/apmp-bok/apmp-reviewer-independence.md, prompts/critics/*.md	modules/graduate/elestion-proposal-management-color-teams.md, literacy/how-color-teams-work.md	Not a reviewer evaluates sections they drafted; otherwise it is a peer-check, not an evaluation.
Finding specificity	rag-corpus/apmp-bok/apmp-finding-specificity.md, rules/apmp-color-teams.yaml, prompts/critics/*.md (finding action-scope)	modules/graduate/elestion-proposal-management-color-teams.md	Section X is “weak” is not a finding; a finding names the factor, the missing evidence, and the revision.

A.6 Scoring, price-to-win, and the cost/finance spine

Shibley/APMP discipline	Dream DNA artifact(s) (v0.18.2)	Curriculum home (this repo)	Stack-agnostic rendering
pWin / probability of win	formulas/pwin-shibley.formula.yaml, formulas/pwin_scorer.py, rules/growth-lifecycle.yaml (pWin weights), formulas/pwin-formulas/risk_score.py	doctrine/05-scoring-and-price-to-win.md, course/undergraduate/220-pricing-and-price-to-win-fundamentals.md (DL 220)	pWin is a defensible opinion, factor-weighted and auditable — a seven-criteria Shibley-aligned composite, not a guess.

Shipley/APMP discipline	Dream DNA artifact(s) (v0.18.2)	Curriculum home (this repo)	Stack-agnostic rendering
Price-to-win / pricing posture	formulas/pricing-to-win.formula.yaml, formulas/pricing_to_win.rules/pricing-guardrails.yaml, rules/pricing-floor.yaml, prompts/personas/pricing-to-win.md, playbooks/pricing/cost-volume.yaml	doctrine/05-scoring-and-price-to-win.md, course/undergraduate/290-pricing-and-price-to-win-fundamentals.md, modules/mba.md, modules/graduate/electives/negotiations-pricing-posture.md (GE 610)	Price-to-win is a <i>position</i> (floor, competitive range, evaluation), not a number. Competitor band + affordability ceiling + cost-plus-floor anchor, under a strategy-weighted composite.
Burdened labor rates / cost buildup	formulas/loe-burdened-rate.formula.yaml, formulas/loe_burdened_rate.rules/pricing-boe-template.yaml, playbooks/pricing/labor-categories.yaml	modules/graduate/advanced-directorate-finance.md (GC 540), doctrine/05-scoring-and-price-to-win.md, modules/mba.md	Directorate + fringe + overhead + G&A + fee = fully burdened billable rate; BOE documents why each cost element exists.
Margin floors / pricing discipline	rules/pricing-floor.yaml, rules/pricing-guardrails.yaml, formulas/pricing_validation	doctrine/05-scoring-and-price-to-win.md, modules/graduate/advanced-directorate-finance.md (GC 540), modules/mba.md	Pricing floors are load-bearing minimums; short-term win pressure must not erode long-term margin health.
Incumbency / displacement economics	rules/incumbent-displacement.yaml, formulas/incumbency-pressure.formula.yaml, formulas/incumbency_pressure.rules/contracts/v1/competitor-graph.v1.schema.js	modules/graduate/electives/competitive-market-intelligence.md (GE 630), modules/graduate/electives/microeconomics-for-procurement.md (GC 501)	Active entrenched incumbent with no displacement lever is a NO-BID signal; microeconomics-pressure is a 0–1 score fed from public-record facts.

Shipleigh/APMP discipline	Dream DNA artifact(s) (v0.18.2)	Curriculum home (this repo)	Stack-agnostic rendering
Bid/no-bid arithmetic	formulas/bid-no-bid-rubric.formula.yaml, formulas/pwin-shipleigh.formula.yaml, formulas/risk_score.py, rules/bid-no-bid.yaml	doctrine/05-scoring-and-price-to-win.md, course/undergraduate/220-pricing-and-price-to-win-fundamentals.md, modules/undergraduate/README.md	Score = pWin × value; threshold discipline keeps the pipeline honest.
DCAA / CAS / TINA	Partial. rules/pricing-floor.yaml (cost buildup), playbooks/pricing/bid-template.yaml, playbooks/pricing/cost-volume.yaml — no dedicated DCAA/CAS/TINA rule or RAG chunk in v0.18.2 → gap (see Part D)	modules/graduate/advanced-finance.md (GC 540 — FAR Cost Principles, DCAA, CAS, TINA), doctrine/05-scoring-and-price-to-win.md	Advanced-cost-accounting legal spine: how the government judges cost, audits it, and disciplines truth-in-negotiation. Taught fully at concept altitude; the machine encoding is incomplete.

A.7 Post-submission and win

Shipleigh/APMP discipline	Dream DNA artifact(s) (v0.18.2)	Curriculum home (this repo)	Stack-agnostic rendering
The evaluation corridor (post-submit)	playbooks/06-post-submission.md, prompts/stages/handoff.md, rules/submission.yaml	doctrine/10-post-submission-and-win.md	Watch the docket relentlessly; every communication logged.

Shipley/APMP discipline	Dream DNA artifact(s) (v0.18.2)	Curriculum home (this repo)	Stack-agnostic rendering
Orals / oral presentations	playbooks/05- orals.md, prompts/stages/review.md	doctrine/10-post- submission-and- win.md (orals), modules/graduate/elective- negotiations- pricing- posture.md (GE 610)	The proposal in person: themes align, roles decided, practice to a stopwatch, Q&A bank, bring the people you proposed.
Discussions & FPR	playbooks/06- post- submission.md, prompts/stages/handoff.md, rules/submission.yaml	doctrine/10-post- submission-and- win.md (FPR description), modules/graduate/elective- negotiations- pricing- posture.md	FPR is a compressed proposal cycle, not a patch job.
Negotiation posture	playbooks/06- post- submission.md, rules/pricing-floor.yaml	doctrine/10-post- submission-and- win.md, course/undergraduate/305- negotiations.md (DL 305), modules/graduate/elective- negotiations- pricing- posture.md (GE 610)	Defend the position built in capture: capture intel, cost buildup, risk register. BATNA / ZOPA / lettings-vs-positions at concept level.
Debriefs	rag- corpus/shipley- capture- proposal- guide/shipley- debrief- value.md, playbooks/06- post- submission.md, rules/past- performance- retrieval.yaml	doctrine/10-post- submission-and- win.md (debrief section)	The highest-information source in the pursuit: listen, don't argue, two note-takers, thank the agency.

Shipley/APMP discipline	Dream DNA artifact(s) (v0.18.2)	Curriculum home (this repo)	Stack-agnostic rendering
Retrospective / lessons learned / the learning loop	playbooks/06-post-submission.md, rules/past-performance-retrieval.yaml, rules/cosmology-loop.yaml, rules/agent-budgets.yaml (re-seed budget)	doctrine/10-post-submission-and-win.md (retrospective), doctrine/07-lifecycle-dream-orbital-world.md	The outcome is input to the next cycle: past-performance record, probability model calibration, doctrine itself.

A.8 The legal / regulatory / certification canon

Shipley/APMP discipline	Dream DNA artifact(s) (v0.18.2)	Curriculum home (this repo)	Stack-agnostic rendering
FAR / DFARS	rag-corpus/far-clauses.md, rag-corpus/shipley-capture-proposal-guide/shipley-compliance-spine.md (clause flow-down), rules/section-l-format-compliance.yaml, rules/submission.yaml (FAR 15.208/15.402 provenance), rules/past-performance-retrieval.yaml (FAR 15.305(a)(2))	course/undergraduate-301-procurement-law-and-far-fundamentals.md (DL 301), literacy/industry-standard-canon.md, literacy/further-reading.md (acquisition.gov), modules/mpa.md	FAR/DFARS is the <i>law</i> of the market, not the <i>method</i> . DNA carries clause references + retrieval discipline, not the CFR text.

Shipley/APMP discipline	Dream DNA artifact(s) (v0.18.2)	Curriculum home (this repo)	Stack-agnostic rendering
SBA size standards / set-asides / NAICS	rules/sba-size-standards.yaml, rules/naics-alignment.yaml, rag-corpus/sba-naics-sbir-gsa/, rag-corpus/sba-size-standards.md	doctrine/01-where-the-money-lives.md, modules/mba.md (certifications as go-to-market), modules/mpa.md	Eligibility is a hard knockout: size standard, set-aside type, NAICS alignment.
SBIR / STTR statute & policy	rules/sbir-phase-gates.yaml (15 USC 638), rules/sbir-capture-workflow.yaml, rag-corpus/sba-naics-sbir-gsa/sbir-agency-cadence.md, rag-corpus/sba-naics-sbir-gsa/sbir-data-rights.md, rag-corpus/sba-naics-sbir-gsa/sbir-phase-progression.md	doctrine/01-where-the-money-lives.md (SBIR/STTR), modules/undergraduate/DEADLINE.md	The SBIR/STTR set-aside is a statute-backed program; data rights and phase progression are legal facts.

Shiple/ APMP discipline	Dream DNA artifact(s) (v0.18.2)	Curriculum home (this repo)	Stack-agnostic rendering
GSA vehicles (MAS, Alliant 3 SB, OASIS+)	rules/gsa-vehicle-pursuits.yaml, playbooks/gsa/alliant-3-sb.md, playbooks/gsa/gsa-aas-capture.md, playbooks/gsa/gsa-mas.md, playbooks/gsa/oasis-plus.md, rag-corpus/sba-naics-sbir-gsa/gsa-vehicle-landscape.md, rag-corpus/sba-naics-sbir-gsa/gsa-alliant-3-sb-onramp.md	doctrine/01-where-the-money-lives.md (vehicles), modules/mba.md, course/undergraduate-303-government-contracts-and-subcontracting.md	Vehicles are access shapes; scoping which to pursue is a gate-2/gate-3 decision.
NIST 800-53 (security/compliance controls)	rules/nist-800-53/ (catalog + 17 control families), docs/nist-800-53-mapping.md	No curriculum home (see Part D) — the curriculum teaches “public-side governance” at concept level (doctrine/04-gates-and-governance.md); the control-by-control ATO mapping is machine-side only	NIST 800-53 is an ATO/security-compliance framework; today it is a machine mapping, not a taught course.

Shipley/APMP discipline	Dream DNA artifact(s) (v0.18.2)	Curriculum home (this repo)	Stack-agnostic rendering
APMP Foundation / Practitioner / Professional (certification)	rag-corpus/apmp-bok/, rag-corpus/apmp-references.md, playbooks/apmp/*	literacy/industry-standard-canon.md (certification landscape), research/credential-mapping.md, research/competency-model.md	Certification tests vocabulary and method, not a tool. APMP BOK is the shared language between human and machine.
Shipley certification (star-based, APMP-accredited)	playbooks/shipley-capture.md, playbooks/shipley-proposal.md, rules/shipley-capture-gates.yaml	literacy/industry-standard-canon.md (certification landscape)	Shipley's own training ladder certifies correct application of the method in real work.
Grants compliance / NOFO audit (the other rulebook)	rules/grant-compliance.yaml (FR-COMP-1..11), playbooks/nofo-comprehension.md, playbooks/nofo-gap-analysis.md, playbooks/audit-report-composer.md, formulas/readiness-score.formula.yaml, formulas/gap-point-delta.formula.yaml	doctrine/02-rfps-and-solicitations.md (NOFO), literacy/how-to-read-a-nofo.md, modules/mpa.md, modules/graduate/competitive-market-intelligence.md	2 CFR / OMB circulars govern assistance dollars; the deterministic FR-COMP gates + agentic gap pass are the machine encoding of the same compliance discipline.

Part B — DNA → Shipley reverse index

Given a DNA artifact family, which Shipley/APMP discipline does it instantiate? Read this when working from the machine side — e.g. a new DNA rule must know which canon it encodes, so the curriculum can claim it.

B.1 rules/* — decision and lifecycle rules

DNA artifact (v0.18.2)	Shipley/APMP canon it instantiates
rules/shipley-capture-gates.yaml	The Shipley BD lifecycle 7-gate ladder (Business Development Process Guide / Lifecycle Guide)
rules/capture.yaml	Shipley Capture Guide capture-management process; APMP capture process standards
rules/bid-no-bid.yaml	Shipley Capture Guide bid/no-bid dimensions; APMP opportunity-pipeline bid/no-bid gate
rules/color-team.yaml	Shipley Proposal Guide color-team cadence + rating scale; APMP review standards
rules/apmp-color-teams.yaml	APMP BOK color-team entry/exit + reviewer independence
rules/submission.yaml	Shipley Proposal Guide submission management; APMP submission process; FAR 15.208/15.402
rules/past-performance-retrieval.yaml	FAR 15.305(a)(2) past-performance record selection
rules/teaming.yaml	Shipley Capture Guide teaming decision; APMP teaming & partnerships; 13 CFR 121/125
rules/pricing-floor.yaml / rules/pricing-guardrails.yaml	Shipley price-to-win discipline; FAR cost principles (margin floors); the cost/spend-control layer
rules/section-l-format-compliance.yaml	Shipley/APMP compliance-spine concept, machine-formalized
rules/strategic-positioning-patterns.yaml	Shipley discriminators-vs-baselines + win-theme doctrine as deterministic checks
rules/incumbent-displacement.yaml	Shipley competitive-analysis / incumbent-displacement play
rules/sbir-phase-gates.yaml / rules/sbir-capture-workflow.yaml / rules/sbir-phase-ii-transition.yaml / rules/sbir-proposal-templates.yaml	Shipley gates 1–4 adapted to the SBIR/STTR statute (15 USC 638)
rules/gsa-vehicle-pursuits.yaml	Shipley gate-2/gate-3 vehicle-scoping decision (GSA vehicles)
rules/naics-alignment.yaml / rules/sba-size-standards.yaml	SBA size/set-aside eligibility (legal facts), a Shipley gate-2 hard knockout

DNA artifact (v0.18.2)	Shipley/APMP canon it instantiates
rules/grant-compliance.yaml	Grants-side compliance (2 CFR/OMB), the “other rulebook” counterpart to FAR
rules/orbital-to-proposal-map.yaml	The ORBITAL (O.R.B.I.T.A.L.) seven-axis → proposal-section mapping — DreamLimited’s own structural doctrine (UBF), not Shipley
rules/growth-lifecycle.yaml	GROWTH Accelerator lifecycle (Curiosity Research Corporation), aligned to the BD lifecycle
rules/cosmology-loop.yaml / rules/agent-budgets.yaml / rules/ubf.yaml	DreamLimited’s own cosmology/stewardship layer — beyond Shipley, the re-seed loop
rules/funding-rationale-tags.yaml	Gate-card metadata vocabulary (Dream Dash) — not Shipley canon
rules/source-now-data-manifest.yaml	The Source Now market-sensing substrate — “where the money lives”
rules/nist-800-53/*	NIST 800-53 ATO controls — machine compliance mapping, not Shipley canon

B.2 playbooks/* — narrative and structural playbooks

DNA artifact family (v0.18.2)	Shipley/APMP canon it instantiates
playbooks/shipley-capture.md	Shipley Capture Guide (gates 1–4)
playbooks/shipley-proposal.md	Shipley Proposal Guide (gates 5–7)
playbooks/01-pre-rfp.md ... 06-post-submission.md	The six narrative playbooks that split the Shipley BD lifecycle into operating stages
playbooks/apmp/* (proposal-flow, compliance-matrix, storyboard, color-teams, white-glove)	APMP BOK production-discipline layers
playbooks/volumes/*.yaml	The four-volumes canon (technical/management/past-performance/pricing)
playbooks/pricing/*.yaml	Shipley price-to-win + FAR cost-volume practice
playbooks/compliance-matrix/compliance-matrix.yaml	The compliance-spine concept

DNA artifact family (v0.18.2)	Shipley/APMP canon it instantiates
playbooks/documents/*.yaml	Supporting-document canon (capability statement, resumes, org charts)
playbooks/gsa/*, playbooks/sbir/*, playbooks/sbir-proposals/*, playbooks/agency/*	Vehicle/agency/funder overlays on the Shipley ladder
playbooks/nofo-comprehension.md, nofo-gap-analysis.md, audit-report-composer.md, strategic-positioning.md	The Dream Auditor (E28) pre-submission audit pipeline — Pink→Red→Gold over a NOFO draft
playbooks/pipeline-doctrine.md	Source Now → pursuit pipeline doctrine
playbooks/dream- sequence/autonomous-capture-dream- sequence.yaml	Cross-playbook workflow spine composing the above

B.3 formulas/* — executable doctrine

DNA formula (v0.18.2)	Shipley/APMP canon it instantiates
pwin-shipley.formula.yaml / pwin_scorer.py	Shipley pWin composite (seven weighted criteria)
bid-no-bid-rubric.formula.yaml / bid_no_bid_rubric.py	Shipley gate-3 bid/no-bid rubric
pricing-to-win.formula.yaml / pricing_to_win.py	Shipley price-to-win estimator + FAR margin floor
loe-burdened-rate.formula.yaml / loe_burdened_rate.py	Cost-volume burdened-rate build-up
capture-readiness- index.formula.yaml / capture_readiness_index.py	Shipley gate-4 capture-readiness review
readiness-score.formula.yaml / readiness_score.py	Pre-submission readiness (distinct from pWin) — Dream Auditor
gap-point-delta.formula.yaml / gap_point_delta.py	Auditor per-gap point delta (NOFO scoring)
incumbency-pressure.formula.yaml / incumbency_pressure.py	Competitive/incumbent displacement analysis
teaming-recommender.formula.yaml / teaming_recommender.py	Teaming posture + partner ranking
trl-assessment.formula.yaml / trl_assessment.py	NASA TRL 1–9 (SBIR Phase II technology readiness)
rice-score.formula.yaml / rice_score.py	Portfolio prioritization (RICE) — not Shipley canon

DNA formula (v0.18.2)	Shipley/APMP canon it instantiates
legacy: compliance_parser.py, pricing_validator.py, quality_gate.py, risk_score.py, grant_compliance_checker.py, strategic_positioning_checker.py, audit_bundle_composer.py calibration/	Compliance, pricing validation, color-team quality, risk register, grants compliance, strategic positioning, audit assembly — each a deterministic sidecar of a canon concept Dream Sequencing ML calibration (not Shipley canon — machine learning layer)

B.4 prompts/* — personas and stage prompts

DNA prompt family (v0.18.2)	Shipley/APMP canon it instantiates
prompts/personas/capture-manager.md	Shipley capture manager (gates 1–4)
prompts/personas/proposal-manager.md	APMP proposal manager (gate 5)
prompts/personas/compliance-officer.md	Compliance-matrix discipline (Section L/M)
prompts/personas/price-to-win.md	Shipley price-to-win analysis
prompts/personas/past-performance-narrator.md	FAR 15.305(a)(2) past-performance framing
prompts/personas/bid-no-bid-analyst.md	Shipley gate-3 disposition
prompts/personas/discriminator-analyst.md	Discriminators + ghost themes
prompts/personas/storyboard-author.md	APMP storyboard
prompts/personas/trl-assessor.md	NASA TRL (SBIR)
prompts/critics/pink-team.md ... black-hat.md	The color-team review sequence, one prompt per color
prompts/stages/discovery.md ... handoff.md	The BD lifecycle, one operating prompt per stage
prompts/system-base.md, prompts/dream-agent.md, prompts/audit-email-tone.md	Master-executor / rendering layer (ADR 0007/0016)

B.5 rag-corpus/* — retrieval-grounded canon

DNA corpus (v0.18.2)	Shipley/APMP canon it instantiates
rag-corpus/shipley-capture-proposal-guide/ (10 chunks)	Shipley Capture Guide + Proposal Guide, paraphrased and chunked
rag-corpus/apmp-bok/ (8 chunks)	APMP Body of Knowledge, paraphrased and chunked
rag-corpus/apmp-references.md,	Working bibliographies for both
rag-corpus/shipley-citations.md	canons
rag-corpus/far-clauses.md	FAR/DFARS clause references
rag-corpus/sba-naics-sbir-gsa/ +	SBA/NAICS/SBIR/GSA legal-fact
sba-size-standards.md	corpus
rag-corpus/dreamlimited-past-performance/	DreamLimited's own past-performance evidence (feeds Volume III)
rag-corpus/won-proposals/,	Historical-winner pattern corpus
rag-corpus/winners-by-agency/	(strategic positioning / Gold team)

Part C — The stack-agnostic rendering rule

Every row above is *teachable without a tool*. The rendering rule, stated once:

Teach the discipline; mention the software. The canon (Shipley/APMP) is a set of durable decisions and review habits; the DNA corpus is that same doctrine machine-encoded for an autonomous agent; the curriculum is that same doctrine rendered for a human student. When a DNA rule renames, a formula version bumps, or a service is replaced, **this map's DNA column changes — never the doctrine files and never the concept column** (doctrine/08, align/concept-to-system-map.md).

Discipline	Concept to teach	Software that might implement it (swappable)
Bid/no-bid	Five-dimension weighted rubric → discrete disposition	<code>bid_no_bid_rubric.py</code> , dream-track gate
Capture	Win strategy + customer engagement + readiness review	capture-manager persona, ERPNext capture plan
Compliance	Section L/M requirement → section mapping	compliance matrix, <code>compliance_parser.py</code>

Discipline	Concept to teach	Software that might implement it (swappable)
Color teams	Independent reviewers, fixed sequence, specific findings	critic personas, quality-gate formula
Price-to-win	Position: floor / competitive range / evaluation	<code>pricing_to_win.py</code> , cost volume
Past performance	FAR 15.305(a)(2) eligible records	retrieval contract + PP corpus
Post-submission	Docket-watching, orals, FPR, debrief	handoff stage prompt, playbook 06

Part D — Fusion honesty (gaps, both directions)

D.1 Shipley/APMP disciplines with an incomplete or missing DNA home (v0.18.2)

Discipline	DNA status	Gap detail
DCAA / CAS / TINA	Partial. Only rules/pricing-floor.yaml, playbooks/pricing/boe-template.yaml, playbooks/pricing/cost-volume.yaml	No dedicated DCAA/CAS/TINA rule or RAG chunk. The curriculum teaches the full spine in modules/graduate/advanced-finance.md (GC 540); the machine side has no equivalent corpus. Candidate for the next DNA build wave.
Negotiation technique (BATNA/ZOPA/interests vs-positions)	Partial. playbooks/06-post-submission.md covers posture; no dedicated negotiation rule	Negotiation is taught fully at concept level (course/undergraduate-305-negotiations.md, GE 610); DNA carries only the posture side. A dedicated negotiation corpus chunk is a candidate gap.

Discipline	DNA status	Gap detail
Orals as a discrete discipline	Partial. playbooks/05-orals.md exists and is substantive	No dedicated orals rule/persona beyond the playbook + review stage prompt.
Debrief discipline	Partial. rag-corpus/shipley-capture-proposal-guide/shipley-debrief-value.md + playbooks/06-post-submission.md	No standalone debrief playbook/persona.

D.2 DNA content with no curriculum home (see [dna-corpus-full-index.md](#) for the complete list)

The full gap list — every DNA artifact the curriculum does not yet teach — is maintained in [align/dna-corpus-full-index.md](#). The head of that list:

- [rules/nist-800-53/*](#) (18 control-family files) — ATO/security mapping, no course.
- [formulas/calibration/*](#) — Dream Sequencing ML calibration, no course.
- [formulas/rice-score.formula.yaml](#) / [rice_score.py](#) — portfolio prioritization, not taught (candidate for the MBA portfolio session).
- [prompts/system-base.md](#), [prompts/dream-agent.md](#), [prompts/audit-email-tone.md](#) — executor/rendering layer, no course.
- [rules/agent-budgets.yaml](#), [rules/funding-rationale-tags.yaml](#), [rules/cosmology-loop.yaml](#) — operational/stewardship machine rules; the *concept* (cosmology loop) is taught in [doctrine/07](#), but the machine artifact is not a taught object.
- [playbooks/agency/*](#) ([doe/dol/eda-pweaa/nih/nsf](#) scoring) — agency-specific Auditor overlays, not yet a taught module (candidate: DL 304 data-literacy, GE 630).
- [rag-corpus/won-proposals/](#), [rag-corpus/winners-by-agency/](#) — the historical-winner pattern corpus; its concepts feed [doctrine/09](#) and GE 630 at concept level, but the corpus itself is not a reading assignment.

The integrator records these gaps for the next build wave.