



DEFENSE ACQUISITION UNIVERSITY

ACQ 120 - Fundamentals of International Acquisition (FIAC)

160128

Course Learning/Performance Objectives followed by its enabling learning objectives on separate lines if specified.

1	Describe Security Cooperation, major enabling legislation, and its relationship to international acquisition
	Describe Security Cooperation elements which involve international acquisition
	Describe Security Assistance programs, their purposes and scope
	Describe Building Partner Capacity (BPC) programs administered by DoD
	Identify the types of activities conducted under International Armaments Cooperation (IAC)
	Describe the relationship of international activities to the Defense Acquisition System
	Identify the major legislation which enables Security Assistance and Security Cooperation and the major players who shape legislation
2	Describe key State Department and Commerce Department players in Security Cooperation and international acquisition and their roles
	Recognize the role of the heads of U.S. diplomatic missions in international acquisition
	Recognize the role of the Department of State's Bureau of Political-Military Affairs (PM Bureau) in international acquisition
	Recognize the role of the Directorate of Defense Trade Controls (DDTC)
	Recognize the role of the Regional Security and Arms Transfers (RSAT) office
Recognize the role of the Department of Commerce's Bureau of Industry and Security (BIS) in international acquisition activities	
3	Describe key DoD players in Security Cooperation and international acquisition and their roles
	Recognize the roles of key Deputy Under Secretary of Defense for Policy (USD [P]) organizations
	Recognize the roles of key Under Secretary of Defense for Acquisition, Technology and Logistics (USD(AT&L)) organizations
	Recognize the roles of the Under Secretary of Defense for Comptroller (OSD[C])
	Recognize the roles of the Office of General Counsel (OGC)
	Recognize the role of Geographic Combatant Commanders in Security Cooperation activities
	Describe how the Military Departments (MILDEPs) are organized to support international acquisition
Describe how DoD organizations interact in planning Security Cooperation activities	
4	Describe international considerations in defense capabilities and in initiating defense acquisition programs
	Identify the preferred order of materiel solutions contained in the Joint Capabilities Integration and Development System (JCIDS) and the Defense Acquisition System
	Recognize mechanisms to determine the military capability needs of potential foreign partners
	Recognize the DoD position on allied interoperability
	Describe the legal requirement for a cooperative opportunity analysis to include how this analysis is documented
	Identify the factors considered in the decision to pursue an International Cooperative Program (ICP)
Identify program manager responsibilities for international acquisition and exportability when developing an Acquisition Strategy	
5	Describe international considerations within the Defense Acquisition System
	Describe international considerations in the Materiel Solution Analysis (MSA) phase
	Describe international considerations in the Technology Maturation & Risk Reduction (TMRR) phase
	Describe international considerations in the Engineering and Manufacturing Development (EMD) phase
Identify the forms of cooperation in production and their differences	
6	Describe the objectives of International Armaments Cooperation (IAC) and the foundation and infrastructure upon which IAC is based
	State the core objectives of International Armaments Cooperation (IAC)
	Describe the IAC foundational elements
	Identify the MILDEP organizations that support IAC objectives
	Identify the multilateral forums which support IAC
	Identify the multilateral forums which support standardization with allied and friendly nations
Recognize key USD(AT&L) bilateral forums	
7	Describe International Armaments Cooperation (IAC) agreements and enabling programs
	Identify the characteristics of an international agreement
	Identify the two personnel exchange programs that support International Armaments Cooperation (IAC) engagement
	Describe the role of Cooperative Program (or Project) Personnel (CPP) in an International Cooperative Program (ICP)
	Identify the types and roles of Foreign Liaison Officers (FLOs)
	Identify the objectives of the DoD RDT&E Information Exchange Program (IEP).
Describe Master IEP Agreements and the role of IEP annexes, limitations on exchanges, and the role of the Technical Project Officer (TPO).	



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	Identify the purpose of the Foreign Comparative Testing (FCT) program.
	Identify the purpose and management responsibilities for the International Cooperative R&D (ICR&D) program
	Identify the purpose and management responsibilities for the Coalition Warfare Program (CWP).
8	Describe International Cooperative Programs, legal authorities, types of international agreements, and major considerations
	Describe International Cooperative Programs
	Identify the type of activities that can be conducted under Arms Export Control Act (AECA) Section 27 legal authority
	Identify the type of activities that can be conducted under AECA Section 65 legal authority
	Identify the limitations on cooperative programs conducted under 10 U.S.C. 2350a legal authority rather than under AECA Section 27 legal authority
	Identify the basic types of international agreements used for International Cooperative Programs
	Describe the advantages of using master RDT&E MOUs and the relationship between the MOU and Project Arrangements or Project Agreements (PAs). stability
	Describe the type of activities that can be conducted under Test and Evaluation Program (TEP) MOUs
	Describe the type of activities that can be conducted under program-specific or framework MOUs
	Describe the principle of financial equitability and how this is determined on a specific cooperative program
	Identify the different forms of joint management structures used on cooperative programs
9	Describe the processes and documentation requirements that the DoD uses to manage the negotiation and signature of international agreements including coordination requirements
	Identify standard DoD procedures and documentation requirements used in the review, coordination, and approval of routine DoD international agreements
	Identify delegations provided to the Defense Security Cooperation Agency (DSCA) for authorizing Security Assistance-related international agreements
	Identify delegations provided to USD (AT&L) for authorizing international agreements
	Identify the steps in the USD (AT&L) streamlined process and the required documentation
	Identify the difference between exploratory discussions and negotiations
	Identify interagency coordination and Congressional notification requirements
	Identify the purpose of the Financial Management Procedures Document (FMPD)
10	Describe the Foreign Military Sales (FMS) process and major considerations in each stage
	Describe Foreign Military Sales (FMS) program eligibility and authorized uses of transferred articles and services
	Identify the DoD infrastructure and organizations that support FMS
	Describe activities in the preliminary stage of the FMS case development process
	Identify the DoD position on FMS versus Direct Commercial Sales (DCS)
	Identify the purpose of a Letter of Request (LOR)
	Distinguish Price and Availability (P&A) data from a Letter of Offer and Acceptance (LOA)
	Identify when Technology Security and Foreign Disclosure (TS&FD) considerations are addressed in the FMS case development process
	Identify the basic types of FMS cases and their scope
	Identify FMS case manager responsibilities
	Describe program management considerations on FMS programs
	Identify the sources of FMS/DCS hybrid programs
	Describe how FMS cases are reconciled and closed
	Identify the stages and documents in the Building Partner Capacity (BPC) case process
11	Describe the role of Security Cooperation Organizations (SCOs)
	Identify SCO Security Assistance and Building Partner Capacity (BPC) functions
	Describe the SCO's role in International Armaments Cooperation (IAC).
	Describe SCO's interaction with other organizations
	Identify SCO's major contributions
12	Describe domestic preference legislation and contracting considerations on Foreign Military Sales (FMS) and International Cooperative Programs
	Identify major U.S. domestic preference legislation that limit DoD's ability to contract with non-U.S. sources
	Identify the purpose of Reciprocal Defense Procurement Agreements
	Identify the purpose of Government Quality Assurance Agreements
	Describe the role of the contracting officer in Foreign Military Sales (FMS) contracting
	Describe the process to authorize sole source contracts for FMS



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	Describe FMS customer participation in FMS contracting.
	Describe major contracting considerations on International Cooperative Programs
	Distinguish offsets from workshare including DoD's position on each.
13	Describe international logistics considerations and forms of logistics cooperation
	Recognize major international considerations in the acquisition logistics Integrated Product Support (IPS) elements and Performance-Based Logistics (PBL)
	Describe the Total Package Approach (TPA) concept
	Identify follow-on support methods available to the international customer
	Identify benefits of Cooperative Logistics Supply Support Arrangements (CLSSAs)
	Recognize the purposes of cooperative logistics support mechanisms
	Describe differences between Acquisition and Cross Servicing Agreements (ACSAs) and support provided under Foreign Military Sales (FMS)
14	Discuss the role of systems engineering in protecting technology and facilitating interoperability with allied and friendly nations
	Identify the role of Systems Engineering and System Security Engineering and how it is accomplished
	Describe program protection planning including the type of information that is protected and how planning is documented
	Identify program manager responsibilities for anti-tamper
	Identify anti-tamper considerations on Foreign Military Sales (FMS) programs
	Describe the purpose and scope of the Defense Exportability Features (DEF) pilot program
	Identify the aims and focus of the International Standardization Program and its relationship to defense acquisition
15	Discuss basic technology security principles, processes, documents, and planning
	Identify the three general categories of information which require protection on DoD acquisition programs
	Identify key considerations for release of controlled information to foreign personnel, including conditions imposed by the U.S. Government
	Describe how disclosure authorizations are made
	Describe export control processes, the key interagency and DoD players, and the governing laws and regulations
	Describe how authorizations are provided for foreign visits to the United States and for overseas visits by U.S. personnel
	Identify the purpose of each of the key Technology Security and Foreign Disclosure (TS&FD) documents.
	Describe the role of the DoD Foreign Disclosure Officer (FDO)
	Describe the importance of conducting early planning for TS&FD and export control in DoD acquisition programs