



DEFENSE ACQUISITION UNIVERSITY

ACQ 340 Advanced International Management Workshop

151001

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

1	<p>The student will be able to integrate statutory, regulatory, and policy requirements into international armaments cooperation (IAC) activities.</p> <p>Assess briefings and discussions on relevant Presidential, Congressional, Department of Defense, Departments of State, Commerce, and Treasury, and MILDEP guidance for IAC, and apply the guidance to develop an international partnership strategy.</p> <p>Formulate Technology Development and Acquisition Strategies based on DoD 5000 series directives and instructions consistent with the international partnership strategy.</p> <p>Employ knowledge of the policies and strategies by drafting and justifying a Summary Statement of Intent (SSOI) for an IAC project.</p> <p>Draft an IAC International Agreement that conforms to policy guidance.</p>
2	<p>The student will be able to organize and blend stakeholder needs and requirements from both domestic and international programs and use the result to formulate a viable international strategy.</p> <p>Describe the perspectives of stakeholders in a domestic defense acquisition program.</p> <p>Describe the perspectives of stakeholders in an IAC defense acquisition program.</p> <p>Develop and defend a U.S. Department of Defense (DoD) position for an IAC program that becomes the basis for international negotiation.</p>
3	<p>The student will be able to integrate political-military principles into domestic and international customer/partner relationships.</p> <p>Prioritize the capabilities of potential international partners from briefings and discussions of economic circumstances, national priorities, technical abilities, defense needs and business approaches found in the global workplace.</p> <p>Contrast different cultural styles to enable compromise so all participants are pleased with the outcome.</p> <p>Propose creative solutions based on awareness of the fundamental differences between potential international partners.</p>
4	<p>The student will be able to manage the Office of the Secretary of Defense (OSD) IAC business process leading to measureable benefit in a defense acquisition program.</p> <p>Prepare appropriate documentation to gain approval to negotiate and conclude an International Agreement that defines an IAC program.</p> <p>Assess and evaluate the technical capabilities of prospective international partners to enable the development of a sound business case for an IAC program.</p> <p>Draft a cohesive International Agreement that specifies objectives, scope of work, management structure, financial and contracting provisions, information disclosure and use rights, third party sales and transfer procedures using current DoD-approved software tools .</p> <p>Formulate a negotiation strategy and apply it to a simulated international defense acquisition program.</p>
5	<p>The student will be able to conduct an International Agreement negotiation.</p> <p>Prepare a U.S. DoD team for taking part in an IAC agreement negotiation by defining roles and missions for all team members.</p> <p>Formulate a distinct national position in accordance with U.S. policy on a range of contentious issues commonly encountered in IAC agreement negotiations.</p> <p>Articulate appropriate national positions during a formal negotiation session with a view toward acceptable compromise in a negotiated International Agreement text.</p>