



DEFENSE ACQUISITION UNIVERSITY

ACQ 450 Leading in the Acquisition Environment

120315

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

1	The learners will analyze effective leader characteristics and the concepts of “leadership” as they apply to the acquisition environment and the relationship to management.
	Compare and contrast effective leadership characteristics, skills and traits
	Compare and contrast leadership and management.
	Analyze and determine the characteristics, skills and traits great leaders use to approach situations of leading up, down, and across.
	Analyze student's own leadership characteristics, skills and traits to identify areas of possible improvement for the self-development plan.
2	The learners will practice common problem solving tools as they apply to Leadership Challenges.
	Select an appropriate problem-solving tool to apply to various aspects of a leadership challenge.
	Interpret the benefits of each tool in meeting the analytical needs associated with a deep understanding of a leadership challenge.
	Apply appropriate problem-solving tools to student's own leadership challenge.
3	The learners will evaluate leadership style preferences to build on strengths and challenges
	Compare different leadership style preferences for at least one model (Temperaments, etc)
	Assess the strengths and challenges of employing one specific type of leadership style for all situations and relationships.
	Analyze the impact of style preference on leadership effectiveness within an assigned team,
4	The learner will refine individual Leadership Challenges using Leadership Problem Solving Tools
	Evaluate the impacts of a decision on your program, your team's performance and the individual team members.
	Incorporate critical, analytical, creative and strategic thinking processes into your personal decision-making process.
5	The learner will organize results from 360 survey feedback to assist with preparation of the Self Development Plan
	Distinguish strengths and development needs
	Create a Self-development Plan
6	The learner will analyze the preferences of others and determine appropriate strategies for leading a diversity of individuals.
	Interpret behavior preferences in others by using a case and video clips.
	Discuss the strengths and weaknesses of each type of preference.
	Discuss the strengths and weaknesses of employing one specific type of leadership style for all situations and relationships.
	Provide guidance to others on the impact of style preference on leadership effectiveness
7	The learner will be able to organize crucial factors in response to leadership challenges within various acquisition environments
	Assess a variety of acquisition circumstances and environments while determining the leadership and communication skills needed to effectively deal with and resolve matters.
	Apply new leadership and communication skills in a classroom environment.
8	The learner will determine effective ways for communicating with peers, bosses, and subordinates.
	Identify and develop effective communication strategies
9	The learner will analyze steps of the crucial thinking process
	Identify the critical aspect of critical thinking
	Apply critical thinking skills during the case discussion
10	The learner will evaluate the steps of the critical thinking process for developing a plan for culture change.
	Assess the impact of cultural differences in performing one's job
	Evaluate approaches to starting up teams of culturally diversified team members
	Relate to cases within the DoD acquisition environment within the program office, and between the program office and industry
11	The learner will distinguish the challenges facing senior level acquisition leaders.
12	The learner will formulate different conflict resolution methods for dealing with team members, peers and superiors
13	The learner will identify strategies for providing feedback on performance of their subordinates and peers
	Discuss techniques for providing performance support feedback to subordinates and peers.
	Develop specific wording and phrasing to use in providing performance feedback
14	The learner will complete a Self Development Plan.



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15	The learner will propose alternative solutions to personal leadership challenge within a group setting..
	Evaluate the impacts of a decision on your program while considering your team's performance and the individual team members.
	Incorporate critical, analytical, creative and strategic thinking processes into your personal decision-making process.