

## ACQ 453

### Leader as Coach

- ACQ 453 provides an overview of the thinking, behaviors, skills and strategies needed to accomplish a paradigm shift from managers that primarily direct and evaluate subordinates to a paradigm that encourages and rewards innovation, agility, listening, collaboration, continuous and purposeful growth, results and accountability.
- ACQ 453 learning activities will include continuous practice of coaching skills, interaction with DAU executive coaches, and reflective thinking.
- Participants in ACQ 453 will:
  - Formulate a breakthrough possibility for their organization or area of responsibility;
  - Commit to identify and coach people in their organization who will enable them to achieve something previously thought of as not possible; and
  - Develop a Leadership and Coaching Legacy Blueprint to achieve a breakthrough possibility.

### Value Proposition: Making Coaching Count Across the Enterprise



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# Acquisition Leadership and Management



Three opportunities for professional development  
for Level III certified DAWIA careerists

Learn. Perform. Succeed.

## ACQ 450

### Leading in the Acquisition Environment

- ACQ 450 provides an overview of the competencies and skills necessary for current and potential DoD acquisition leaders and provides the foundation for leading up, down, and across in an acquisition environment.
- ACQ 450 learning activities will include role play, critical thinking exercises, crucial communication simulations, and completion of a 360° feedback instrument.
- Participants in ACQ 450 will:
  - Design a plan to improve leadership effectiveness in the acquisition environment;
  - Formulate a leadership solution for a work-related issue after team discussion of viable alternatives; and
  - Develop a strategy to lead an organization to effective performance in an environment of rapid and constant change.

### Value Proposition:

Leading Up, Down, and Across



## ACQ 451

### Integrated Acquisition for Decision Makers

- ACQ 451 exposes participants to multiple perspectives in identifying the acquisition challenges and in developing strategies for improving integration throughout the acquisition environment. This course spans all dimensions of integrated acquisition, providing a wider field of view.
- Exploratory learning methods will include small and large group exercises, dilemma case studies, and facilitated discussions.
- Participants in ACQ 451 will:
  - Recognize the challenges of and opportunities for integrated acquisition associated with their own environments; and
  - Formulate tailored strategies to promote effective integration and collaboration both within and outside their organizations.

### Value Proposition:

Integrated Acquisition—A Wider Field of View



## ACQ 452

### Forging Stakeholder Relationships

- ACQ 452 exposes DoD acquisition members to the methods and skills for identification, assessment, and building of stakeholder relationships required for success in the acquisition environment.
- Action learning events will entail a pre-course stakeholder assessment, simulation, communication, and critical thinking.
- Participants in ACQ 452 will:
  - Apply a stakeholder model to their current or future program assignments;
  - Discuss how to meet stakeholder expectations and communicate effectively relative to constraints and DoD guidance; and
  - Develop an action plan to promote effective relationships in an acquisition environment.

### Value Proposition:

Building Ownership Across the Enterprise



**Who should attend these courses:** Civilians GS-13 through 15 and Military O4 through O6

**Prerequisite:** Level III certification in at least one or more acquisition career field and at least three years of Level III experience. Industry and allied participants should have at least three years of Level III-equivalent acquisition experience.