



# DEFENSE ACQUISITION UNIVERSITY

## PMT 202 Multinational Program Management

130304

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

1	<p><b>Discuss the relationship between Security Cooperation and defense acquisition, relevant laws and policies, key players, and compare program forms</b></p> <p>Recognize Security Cooperation elements, key players, and U.S. legal framework and principal interfaces with defense acquisition</p> <p>Explain the importance and objectives of Security Cooperation from stakeholders viewpoints and relevant laws and policies</p> <p>Describe International Armaments Cooperation (IAC) and its objectives</p> <p>Describe the forms of Security Assistance</p> <p>Describe Direct Commercial Sales (DCS)</p> <p>Describe hybrid programs</p> <p>Compare the elements of Security Cooperation which interface with defense acquisition</p>
2	<p><b>Recognize the importance of cultural considerations in international acquisition programs</b></p> <p>Describe how interpersonal relations are effected by cultural considerations</p> <p>Assess individual adaptability to working with foreign cultures</p>
3	<p><b>Compare stakeholder viewpoints on international acquisition</b></p> <p>Explain USD(AT&amp;L) perspectives on International Armaments Cooperation (IAC) policy, programs, trends, and current issues</p> <p>Explain Defense Security Cooperation Agency (DSCA) perspectives on Security Cooperation policy, programs, trends, and current issues</p> <p>Explain Military Department (MILDEP) International Program Office (IPO) perspectives on IAC and Security Assistance policy, programs, trends, and current issues</p> <p>Explain partner nation perspectives on international acquisition cooperation</p> <p>Explain U.S. industry perspectives on international acquisition policy, programs, trends, current issues, and challenges working with the USG</p> <p>Explain international program manager challenges and best practices</p>
4	<p><b>Recognize technology transfer and export control processes, process owners, and the need for early planning</b></p> <p>Identify the major DoD technology transfer processes and process owners</p> <p>Identify Department of State and Department of Commerce export licensing laws, regulations, and control lists</p> <p>Explain the importance of early identification and planning of technology transfer and export control actions</p>
5	<p><b>Describe the government structure and acquisition processes of key cooperative partners and analytical framework for "knowing your partner/customer"</b></p> <p>Explain government and industry cooperation motives and impediments to cooperation</p> <p>Recognize the legislative oversight, acquisition agencies, international sales objectives, acquisition education approach, industrial base factors, and acquisition processes of key allies</p> <p>Relate the importance of assessing partners/customers internal organizations, policies, and processes to enhance successful international acquisition outcomes</p>
6	<p><b>Describe the role of Security Cooperation Offices (SCOs)</b></p> <p>Discuss SCO functions and relationships with other organizations</p> <p>Explain how SCOs can assist in international acquisition program formulation and execution</p>
7	<p><b>Illustrate the International Armaments Cooperation (IAC) process and how to identify, plan, and execute an IAC program</b></p> <p>Explain the DoD policy regarding pursuit of IAC and preferred order of program alternatives</p> <p>Describe factors and methods of identifying cooperative opportunities, the legal requirement for a cooperative opportunities assessment, and how it is documented</p> <p>Explain factors and approaches to consider in assessing the viability of potential international cooperative programs and possible impacts on cost, schedule, performance, and program stability</p> <p>Identify U.S. domestic preferences and effects and relationship with Reciprocal Defense Program MOUs</p> <p>Explain funding, technology transfer, management structure, industrial participation, and contracting considerations in developing a program strategy for an international cooperative program</p> <p>Explain forms of International Agreements (IAs) used in defense acquisition, how an IA is developed and negotiated, and subordinate documents required for program execution</p> <p>Explain management process, financial, contracting, security, and disclosure considerations in executing an international cooperative program</p>
8	<p><b>Demonstrate an understanding of how to perform a cooperative opportunity analysis (practical exercise)</b></p>



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	Explain legal and regulatory requirements
	Describe content of the analysis reflected in the Technology Development Strategy (TDS) or Acquisition Strategy
9	<b>Describe and compare North Atlantic Treaty Organization (NATO), European Union (EU), and other multilateral forums for approaches to defense acquisition cooperation</b>
	Express how NATO is viewed within U.S. National Security and the U.S. interagency process to support NATO decision-making
	Recognize NATO acquisition structures
	Recognize the EU structure and approaches to cooperative acquisition
	Compare NATO and the EU from a defense perspective
	Recognize major multilateral standardization and defense acquisition cooperation forums
10	<b>Describe unique ethical considerations on international programs</b>
	Explain U.S. law provisions on receipt and disposition of foreign gifts
	Recognize provisions of the U.S. Foreign Corrupt Practices Act
11	<b>Analyze a complex Security Assistance program management situation, propose solutions, and justify recommendations (case study)</b>
	Describe and discuss the scenario
	Relate and use material covered in class to prepare possible courses of action
	Illustrate, share and discuss small group solutions with the class
12	<b>Summarize laws, policies, objectives, benefits of international programs, and illustrate program management considerations throughout the Defense Acquisition Management System</b>
	Restate laws, policies, objectives, and benefits of international programs
	Distinguish international considerations during the Material Solution Analysis phase
	Distinguish international considerations during the Technology Development phase
	Distinguish international considerations during the Engineering & Manufacturing Development phase
	Distinguish international considerations during the Production & Deployment phase
	Distinguish international considerations during the Operations & Support phase
	Identify how program managers can facilitate benefits from international programs