



## OFFICE OF THE UNDER SECRETARY OF DEFENSE

3000 DEFENSE PENTAGON  
WASHINGTON, DC 20301-3000

ACQUISITION,  
TECHNOLOGY  
AND LOGISTICS

27 MAR 2015

MEMORANDUM FOR: SEE DISTRIBUTION

SUBJECT: Supplemental Instructions for the Expansion of the International Acquisition Career Path

I appreciate the on-going efforts to identify international acquisition (INTL) positions in response to the Under Secretary of Defense (Acquisition, Technology & Logistics) memorandum of September 2, 2014, and subsequent implementing guidance issued by my office on September 12, 2014. The work you are accomplishing will ensure we get the INTL work force the training they need to be successful. Please ensure by June 30, 2015, that all Defense Acquisition Workforce positions that also engage in international acquisition are coded in order to assist in the planning of Defense Acquisition University (DAU) course availability.

Due to recent and projected changes in our INTL classes offered at DAU, I wanted to provide an update to you in hopes of avoiding confusion. Attached (Attachment 1) is a listing of the courses offered, including course title changes that will be more applicable to the diverse career fields attending. Attachment (2) identifies the Core Training Standards, Unique Position Training Standards, and Corps Plus Development Guide for the INTL career path. This Guide applies to all INTL positions, regardless of level. DAU will make this guide available on their iCatalog within NLT March 31, 2015, from this page: <http://icatalog.dau.mil/>.

Hopefully this information will help you with any questions that may arise as you identify INTL positions. Again, thank you for your hard work. My point of contact for in this office is Col Gary Salmans, [gary.l.salmans2.mil@mail.mil](mailto:gary.l.salmans2.mil@mail.mil), or (571)372-5260.

  
Keith B. Webster  
Director, International Cooperation

Attachment:  
As stated

**DISTRIBUTION:**

**Functional Leader, Acquisition Management**

**Functional Leader, Auditing**

**Functional Leader, Business, Cost Estimating, and Financial Management**

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**Director, Acquisition Career Management, 4<sup>th</sup> Estate Agencies**

**Army, Principal Representative for Component Acquisition Executive**

**Navy, Principal Representative for Component Acquisition Executive**

**Air Force, Principal Representative for Component Acquisition Executive**

# Attachment 1

## Int'l Acq Course Overview

<b>Course</b>	<b>Name</b>
ACQ 120	Fundamentals of International Acquisition
ACQ 130	Fundamentals of Technology Security/Transfer
ACQ 230	International Acquisition Integration
PMT 202 Retired Mar 14	Multinational Program Management
PMT 203 Retired Mar 14	International Security and Technology Transfer/Control
PMT 304 Becomes ACQ 340 in FY16	Advanced International Management Workshop
PMT 313 Becomes ACQ 350 in FY16	Advanced Technology Security/Control Workshop
ACQ 380	International Acquisition Management

# Attachment 2

## TRAINING STANDARDS & CORE PLUS DEVELOPMENT GUIDE INTERNATIONAL ACQUISITION

Type of Duty	Representative Activities
<b>International Cooperative Programs (ICP)</b>	Managing or supporting planning or executing cooperative programs with international partners conducted under the terms of an international agreement to include projects or programs ranging from cooperative science and technology to major system development and production.
<b>Defense Sales and Transfers</b>	Managing or supporting planning or executing of foreign military sales, building partner capacity, and/or hybrid direct commercial sales programs.
<b>Acquisition Strategy Development</b>	Analyzing cooperative opportunities, conducting analyses of alternatives, and integrating international acquisition and exportability considerations into a program's acquisition strategy.
<b>Technology Security and Foreign Disclosure (TSFD)</b>	Supporting development or implementation of exportability-related technology security, foreign disclosure, or export control policies and positions.

Core Training Standards (required for this career path)	
<b>Acquisition Training</b>	<ul style="list-style-type: none"> <li>● <b>ACQ 101</b> Fundamentals of Systems Acquisition Management</li> <li>● <b>ACQ 202</b> Intermediate Systems Acquisition, Part A</li> </ul>
<b>Functional Training</b>	<ul style="list-style-type: none"> <li>● <b>ACQ 120</b> Fundamentals of International Acquisition (FIAC)</li> <li>● <b>ACQ 130</b> Fundamentals of Technology Security/Transfer (FTS/T)</li> <li>● <b>ACQ 230</b> International Acquisition Integration (R)</li> </ul>
<b>Education</b>	As required by the Career Field
<b>Experience</b>	As required by the Career Field

Unique Position Training Standards	
ALL ICP Duty Types (See note 7 below)	● <b>PMT 304</b> Advanced International Management Workshop (R)
ALL Level III positions (see note 11 below)	● <b>ACQ 3xx</b> (R)
ALL TSFD duty types (see note 7 below)	● <b>PMT 313</b> Advanced Technology Security/Control Workshop (R)

Core Plus Development Guide (desired training)	Type of Duties			
	ICP	Def Sales and Trans	Acq Strat Dev	TSFD
<b>Training</b>				
<b>CLC 027</b> Buy American Act	✓	✓	✓	✓
<b>CLC 052</b> Contracting with Canada WC)	✓	✓	✓	✓
<b>CLC 125</b> Berry Amendment	✓	✓	✓	✓
<b>CLE 022</b> Program Manager Introduction to Anti-Tamper	✓	✓	✓	✓
<b>CLE 068</b> Intellectual Property and Data Rights	✓	✓	✓	✓
<b>CLI 001</b> International Armaments Cooperation (IAC), Part 1	✓			
<b>CLI 002</b> International Armaments Cooperation (IAC), Part 2	✓			

<b>CLI 003</b> International Armaments Cooperation (IAC), Part 3	✓			
<b>CLI 004</b> Information Exchange Program (IEP), DoD Generic	✓			
<b>CLI 005</b> RDT&E (IEP) Army-Specific	✓			
<b>CLI 006</b> RDT&E (IEP) Navy-specific	✓			
<b>CLI 007</b> Technology Transfer and Export Control	✓	✓	✓	✓
<b>Education</b>				
As required by the Career Field				
<b>Experience</b>				
As required by the Career Field				

**Notes:**

- 1** The Core Certification/Training Standards section lists the training and/or, education, and experience REQUIRED for certification at this level or training for this career path.
- 2** "(R)" following a course title indicates the course is delivered as resident based instruction.
- 7** Workforce members assigned to the position(s) identified in the Unique Position Training Standards section should meet the training standard(s) identified within 12 months of assignment.
- 11** Workforce members assigned to the position(s) listed in the Unique Position Training Standards section MUST meet these training standard(s) within 24 months of assignment.