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Capital and Northeast Region
Fort Belvoir, Virginia
703-805-2764

DSMC - School of Program Managers
Fort Belvoir, Virginia
703-805-2436

05/11

Learn. Perform. Succeed.

Defense Acquisition University

International Acquisition Career Path (IACP)

Achieving good acquisition outcomes for the United States and our international partners

The centerpiece of the DAU experience is the AT&L Performance Learning Model (PLM). This learning and development architecture provides each member of the Defense Acquisition Workforce with more control over his or her career-long learning opportunities. The PLM extends the learning experience from traditional classroom instruction to a variety of learning solutions that are available anytime, anywhere.

Training through Web-enabled and classroom training with case-based instruction.

Continuous Learning with self-paced, relevant training modules to improve job performance.

Mission Assistance with rapidly delivered business solutions offered to students and their organizations after the classroom experience.

Knowledge Sharing through DAU's online websites—the Defense Acquisition Portal and the Acquisition Community Connection—where workforce members connect with experts, peers, and acquisition resources.

- International Defense Educational and Acquisition Arrangement (IDEAA) seminar
- International Community of Practice (CoP) website

Contact DSMC—School of Program Managers, International Department at 703-805-5151 for support.

International Cooperation Imperatives

"… arguably the most important military component in the War on Terror is not the fighting we do ourselves, but how well we enable and empower our partners to defend and govern their own countries."

Secretary of Defense Robert Gates

DoDD 5000.01 and DoDI 5000.02

The DoD has long seen the potential benefits from international acquisition programs for both economic and interoperability reasons. To ensure these benefits are realized, there are clear mandates in DoD directives.

- Program Managers shall pursue international armaments cooperation to the maximum extent feasible, consistent with sound business practices and with the overall political, economic, technological, and national security goals.
- Program Managers shall prefer a cooperative development program with one or more allied nations over a new, joint, or DoD Component-unique development program.
- Program Managers shall pursue opportunities throughout the acquisition life cycle that enhance international cooperation and improve interoperability.

Approximately 15 percent of Major Defense Acquisition Programs have a significant international cooperation component. In FY10, the DoD concluded 72 agreements for International Cooperative Programs at a total value of $2.8 billion. Also in FY10, the DoD sold $31.6 billion of defense articles and services through Foreign Military Sales (FMS).

International Acquisition Career Path

USD(AT&L) June 22, 2007, Memorandum created the International Acquisition Career Path (IACP)

- Ensure cognizant officials are more knowledgeable of various processes and the implications for international programs, through improved training and education, and professional development.
- Ensure training is available for Program Management Career Field positions providing support to international acquisition programs and technology projects, where more than 50 percent of the work is international.

Program Management Career Field positions providing support to international acquisition programs and technology projects, where more than 50% of the work is international related should be coded in personal data systems.

An international project/program is characterized by one or more of the following criteria:

- Designated an international program/project or high-potential future foreign sales program (Foreign Military Sales or Direct Commercial Sales) by the USD(AT&L) or Component Acquisition Executive, or as further delegated
- Associated with a Technology Development Strategy or Acquisition Strategy with an international system or cooperative opportunity identified
- Associated with an international agreement, upon submission or approval of a Summary Statement of Intent or with international agreement entered into force
- Associated with an approved Letter of Offer and Acceptance for purposes of International sale, lease, or logistics support of U.S. major defense equipment

International Acquisition Career Path

LEVEL I TRAINING

CLI 001
International Armaments Cooperation (IAC), Part 1

CLI 002
International Armaments Cooperation (IAC), Part 2

CLI 003
International Armaments Cooperation (IAC), Part 3

CLM 036 (CLI 007 in Future)
Technology Transfer and Export Control Fundamentals

LEVEL II REQUIREMENTS

PMT 202
Multinational Program Management (Resident)

PMT 203
International Security and Technology Transfer/ Control (Resident)

LEVEL III REQUIREMENTS

PMT 304
Advanced International Management Workshop (Resident)

CLI 001

International Armaments Cooperation (IAC), Part 1

First in a three-part series on the history and functions of IAC. Addresses Office of the Secretary of Defense and DoD Component reorganizations that streamline the development and execution of IAC. Also provides information on the multilateral and bilateral forums and bodies that promote IAC and contribute to DoD IAC activities.

CLI 002

International Armaments Cooperation (IAC), Part 2

Second in a three-part series on the history and functions of IAC. Addresses policies and processes for international agreements and the Foreign Comparative Testing Program; the Defense Research, Development, Test, and Evaluation Information Exchange Program; the Engineer and Scientists Exchange Program; the Administrative and Professional Exchange Program; and the Cooperative Programs/Projects Personnel program.

CLI 003

International Armaments Cooperation (IAC), Part 3

Third in a three-part series on the history and functions of IAC. Addresses defense cooperative trade and industrial logistics, and security and technology transfer requirements for IAC.

CLM 036 (CLI 007 in Future)

Technology Transfer and Export Control Fundamentals

Module provides awareness of the program manager's role in technology transfer and export control, and international security and program protection, as well as the planning process for both.

PMT 202

Multinational Program Management

- Course teaches the basics of international acquisition for members of the acquisition and international affairs workforces
  - — Emphasizes encouragement of armaments cooperation and interoperability with allies and coalition partners
  - — Covers DoD and military department policies and regulations concerning international cooperative research, development, test, evaluation, production, and logistics support, as well as security assistance
  - — Identifies roles and responsibilities of DoD organizations, foreign governments, and industry involved in cooperative acquisition and security assistance programs
- 5-day resident course
- Prerequisites: none

PMT 203

International Security and Technology Transfer/ Control

- Course teaches students to identify, analyze, and apply the laws, policies, and processes that govern International Security and Technology Transfer/Control
  - — Characterizes national security policy issues and export/import licensing constraints (as defined by the Departments of State, Commerce, and Treasury)
  - — Students learn procedures for the export and import of defense and dual-use equipment and services, for handling classified and controlled unclassified program information, and for foreign visit control
  - — Students also learn U.S. Government's ownership, usage, and transfer rights of intellectual property to foreign governments and contractors
- 5-day resident course
- Prerequisites: CLM 036 (CLI 007)

PMT 304

Advanced International Management Workshop

- Course prepares professionals to participate effectively in the development and negotiation of defense armaments cooperation agreements ranging from simple data exchange annexes to complex cooperative development, production, and support international agreements
  - — Students learn to synthesize, integrate, and apply U.S. policy on international cooperative defense acquisition, including policies of the Departments of Defense, State, Commerce, and Treasury
  - — Final outcome is formulating and practicing negotiation of international acquisition agreements in accordance with U.S. policies, statutes, and regulations
- 5-day resident course
- Prerequisites: PMT 202, PMT 203

PMT 313 (New Offering)

Advanced Technology Security/Control Workshop

- Course explores issues associated with the proper means of analyzing, synthesizing, and applying security principles and concepts resulting in effective technology transfer
  - — Specific topics include DoD policies and experiences, the role of executive departments and Congress, International Traffic in Arms Regulations (ITAR) exemptions, international security policy documentation, anti-tamper, NATO-EU-other international organizations' defense policies, and export control reform
  - — Upon course completion, students will be able to successfully navigate the technology security/control environment and effectively arrive at viable solutions through analyses of case studies and exercises
- 5-day resident course
- Prerequisites: PMT 202, PMT 203

Core Plus Training

CLI 004

Information Exchange Program (IEP), DoD Generic Research, Development, Test and Evaluation (RDT&E)

Module ensures that acquisition workforce members understand the IEP and why they should use it; and are able to execute IEP information exchanges with expertise, responsibility, and accountability. Addresses DoD component-wide requirements for developing, coordinating, negotiating, and executing IEP annexes.

CLI 005

Information Exchange Program (IEP), Army-Specific RDT&E

Module builds on CLI 004, DoD Generic RDT&E IEP and provides instruction for the Army acquisition workforce personnel on Army-specific IEP annex development, coordination, negotiation, and execution policy and procedures. It presents annex development, coordination and staffing procedures and the requirement for use of U.S. Army Acquisition Technology (AcqTech) International On-Line (IOL) (AcqTech-IOL) business management system for staffing and reporting functions.

CLI 006

Information Exchange Program (IEP), Navy-Specific RDT&E

Module builds on CLI 004, DoD Generic RDT&E IEP and provides instruction for the Navy acquisition workforce personnel on why they should participate in the IEP, the Navy-specific IEP annex development, coordination, and negotiation process, and how to execute IEP information exchanges.