



DEFENSE ACQUISITION UNIVERSITY

ACQ 230 - International Acquisition Integration

160303

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

1	Recognize international acquisition and technology security fundamentals within assigned small group
	Identify international acquisition fundamentals
	Identify technology security fundamentals
	Develop team dynamics through group problem solving
2	Describe international acquisition and technology security fundamental concepts, laws, policies, and procedures
	Describe the forms of Security Cooperation that involve international acquisition
	Identify international acquisition and technology security fundamentals
	Describe the major processes used on the different forms of international acquisition programs
3	Identify key DoD and interagency players in international acquisition and their roles
	Identify the roles of key DoD organizations
	Identify the roles of key State Department organizations
	Identify the roles of key Department of Commerce organizations
4	Explain the Joint Capabilities Integration Development System (JCIDS) documents, the Defense Acquisition System phases, and major international policies effecting each process
	Describe the timing and purpose of JCIDS documents
	Describe the purpose of and major activities in each Defense Acquisition System phase
	Describe the major international policies that the JCIDS manual and DoD directives and instructions place on sponsors and program managers
5	Discuss key International Acquisition and Exportability (IA&E) outcomes and tasks in the Materiel Solution Analysis (MSA) phase
	Describe key MSA phase IA&E outcomes
	Discuss the elements of a comprehensive IA&E assessment and its considerations in the Acquisition Strategy
	Describe the purpose of an Analysis of Alternatives (AoA), the Program Protection Plan (PPP), and their relationship to IA&E
	Describe the role of Systems Engineering in IA&E
6	Describe how requirements harmonization is accomplished in an International Cooperative Program (ICP)
	Interpret a partner/customer nations' unique characteristics to improve acquisition outcomes
	Recognize international defense trade major players and trends
	Explain how differences in political structures, bureaucratic organization, defense industrial base factors, and acquisition policies can effect international acquisition programs
	Discuss key IA&E outcomes and tasks in the Technology Maturation and Risk reduction (TMRR) phase
7	Describe key TMRR phase IA&E outcomes
	Discuss USG/DoD Technology Security and Foreign Disclosure (TSFD) processes
	Describe systems engineering IA&E considerations in the TMRR phase
	Discuss how exportability studies are conducted and the scope of the studies
	Describe the basic approaches to developing exportable weapons system configurations and guidelines for discussions with foreign partners
	Describe the different forms of cooperative activities conducted during the TMRR phase
	Explain practices that contribute to achieving allied and friendly nation interoperability
	Given an acquisition program scenario, conduct an IA&E assessment and planning efforts during the MSA-TMRR phases
8	Identify potential partner and customer nations for potential IA&E engagement leading to future ICP or foreign sales opportunities
	Describe coalition interoperability and RDT&E information exchange activities used to support MSA and TMRR phase IA&E efforts
	Describe efforts needed to prepare for international cooperative Science and Technology (S&T) project technical discussions and S&T Project Agreement (PA) negotiations with a partner nation
	Describe defense exportability planning activities that should be pursued during the MSA and TMRR phases
	Incorporate IA&E assessment and planning results into key MSA and TMRR phase DoD 5000 series documents
9	Contrast different stakeholder perspectives on international acquisition
	Analyze key DoD organization perspectives on international acquisition challenges and practices
	Analyze key interagency organization perspectives on international acquisition challenges and practices
	Compare and contrast industry perspectives on international acquisition trends and challenges with the views of U.S. government officials involved in similar programs
	Compare and contrast foreign partner/customer perspectives and challenges with the views of U.S. government officials involved in similar programs



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10	Relate partner nation's views on the importance of international acquisition programs and their perspectives on working with the U.S. Government
	Explain partner nation motivations in cooperating with the USG in defense acquisition
	Illustrate partner nation perspectives on dealing with the USG on international acquisition programs
11	Relate the importance of cultural considerations in international acquisition programs
	Describe how interpersonal relations are effected by cultural considerations
	Discuss cross-cultural awareness skills in dealing with different situations in an international acquisition program
12	Examine individual adaptability to working with foreign cultures
	Discuss key IA&E outcomes and tasks in the Engineering and Manufacturing Development (EMD) phase
	Describe the factors that need to be considered in developing an international business plan
	Describe FMS planning considerations during the EMD phase
	Describe management and funding considerations in the development of exportable configurations
	Discuss alternative forms of cooperation during the EMD phase and their management structure
	Discuss the purpose of MOU subordinate documents used on an ICP
13	Discuss TSFD considerations and actions in the EMD phase
	Given an acquisition program scenario, implement IA&E activities during the EMD phase
	Describe the factors that need to be considered in developing an International Business Plan
	Describe FMS planning considerations during the EMD phase
	Describe management and funding considerations in the development of exportable configurations
	Describe alternative forms of cooperation during the EMD phase and their management structure
	Discuss the logistics planning activities that should take place during the EMD phase
14	Discuss TSFD considerations, actions, and approvals that should be addressed during the EMD phase
	Relate industry views on the importance of IA&E, associated challenges, and best practices
	Illustrate the importance of international business to U.S. defense industry
	Describe challenges U.S. industry faces in dealing with the USG
15	Discuss the relationship between U.S. industry and the USG on international acquisition programs
	Describe unique ethical considerations pertaining to international acquisition programs
	Relate the principles of ethical conduct for government employees to international acquisition situations
	Apply U.S. law provisions on receipt and disposition of foreign gifts
16	Recognize and apply provisions of the U.S. Foreign Corrupt Practices Act
	Discuss key IA&E outcomes and tasks in the Production and Deployment (P&D) phase
	Describe alternative forms of cooperation during the P&D phase and their management structure
	Describe industrial structures used on cooperative programs
	Describe FMS program management considerations during the P&D phase
17	Describe hybrid programs and coordination requirements
	Discuss TSFD and export control considerations and actions in the P&D phase
	Given an acquisition program scenario, implement IA&E activities during the P&D phase
	Describe the organizational and cross-cultural challenges faced by a Program Management Office (PMO) in view of the diverse set of ICP, FMS, and DCS partner/customer nations
	Describe the breadth and depth of partner/customer nation participation in a PMO's P&D phase contracting efforts that support P&D MOU and FMS Letter of Offer and Acceptance (LOA) transactions
	Describe prime and subcontractor P&D MOU workshare and FMS LOA offset arrangements on a PMO's P&D phase activities
18	Describe a hybrid set of FMS/DCS P&D transactions in support of a USG Building Partner Capacity (BPC) initiative with a non-traditional customer nation
	Describe PMO arrangements for P&D phase MOU Cooperative Program Personnel (CPPs), FMS Foreign Liaison Officers (FLOs), and other foreign government/industry visitors to the PMO and its contractors
	Discuss key IA&E outcomes and tasks in the Operations and Support (O&S) phase
	Discuss how logistics support can be provided on an international acquisition program
	Describe alternative forms of cooperation during the O&S phase
	Identify life cycle support challenges on complex international acquisition programs



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19	Given an acquisition program scenario, implement IA&E activities during the O&S phase
	Describe the potential ethical challenges that a program could face in view of the diverse set of ICP, FMS, and DCS partner/customer nations and their industries
	Describe ICP MOU and FMS LOA logistics support arrangements in accordance with provisions that govern this area
	Describe DCS, Hybrid, and BPC transactions in support of USG BPC initiatives with additional allied and friendly nations
	Describe partner/customer nation participation in a PMO's Product Upgrade efforts consistent with provisions that govern this area
	Describe TSFD and export control challenges encountered during the O&S Phase by a PMO
20	Given an acquisition program scenario, propose solutions to resolve IA&E challenges often faced by program teams
	Propose potential solutions to resolve problems due to cost growth on an on-going International Cooperative Program (ICP)
	Address resource issues associated with design, development, and testing of exportable configurations needed to implement a program's international acquisition objectives
	Propose courses of action to resolve customer nation complaints about lack of participation and transparency in their dealings with the DoD
	Address international acquisition transaction problems caused by unpredictable USG/DoD TSFD "pipe" decisions
	Address program integration problems associated with inadequately planned and harmonized hybrid DCS – FMS transactions