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International Defense Acquisition Negotiations In-Residence Course

Naval Postgraduate School, Monterey, California

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← International Defense Acquisition Negotiations In-Residence Course

December 1, 2014

The International Defense Acquisition Resource Management (IDARM) program concluded its International Defense Acquisition Negotiations in-residence course on 26 November. This annual eight day course directly follows the Principles of Defense Procurement and Contracting course. The course focused on planning for and negotiating complex issues related to international armament contracts. Particular emphasis was placed upon the strategies, techniques, and characteristics of good negotiators. Participants were involved in a series of negotiation exercises that addressed the teaching concepts and gave students the opportunity to practice their negotiation skills. 18 civilian and military participants from Botswana, Brazil, Colombia, India, South Korea, Latvia, Lebanon, and Trinidad and Tobago were in attendance. Depending on availability, IDARM invites resident NPS students to participate in this course and/or the negotiation exercises to further enhance their studies. The next program offering is 16-25 November, 2015. To learn more about IDARM program offerings or contact the IDARM Program team please visit www.nps.edu/IDARM/

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