



**Calhoun: The NPS Institutional Archive**  
**DSpace Repository**

---

NPS Scholarship

Publications

---

2014-11-30

# International Defense Acquisition Negotiations In-Residence Course

Naval Postgraduate School, Monterey, California

---

<https://hdl.handle.net/10945/50717>

---

This publication is a work of the U.S. Government as defined in Title 17, United States Code, Section 101. Copyright protection is not available for this work in the United States.

*Downloaded from NPS Archive: Calhoun*



Calhoun is the Naval Postgraduate School's public access digital repository for research materials and institutional publications created by the NPS community. Calhoun is named for Professor of Mathematics Guy K. Calhoun, NPS's first appointed -- and published -- scholarly author.

**Dudley Knox Library / Naval Postgraduate School**  
**411 Dyer Road / 1 University Circle**  
**Monterey, California USA 93943**

<http://www.nps.edu/library>



NAVAL POSTGRADUATE SCHOOL



# Center for Civil-Military Relations

[Home](#) [About](#) [News](#) [Programs](#) [Students](#) [Courses](#) [Resources](#) [Contact Us](#)[Center for Civil-Military Relations / News / International Defense Acquisition Negotiations In-Residence Course](#)

## ← 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/](http://www.nps.edu/IDARM/)

[NPS Home](#) [Privacy Policy](#) [Copyright and Accessibility](#) [Contact Webmaster](#)