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**International Defense Acquisition Resource
Mangement Program, Naval Postgraduate
School / In-residence Course Brochure / 2017**

Wright, Elisabeth; Adame, Brooke Love; Schwellenbach, Samantha
Monterey, California: Naval Postgraduate School

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MASL # P179623

This course provides a practical examination of defense acquisition and contract management with an emphasis on acquisition planning, contract management, negotiation of defense contracts, and building and sustaining accountability in defense acquisition decision making. The course addresses the importance of managing risk throughout the defense acquisition life cycle with a focus on the pre- and the post-contract award phases. International best practices and global trends are discussed with a tailored focus on specific challenges and opportunities within the Latin American context. At the end of this course, participants will have developed a better understanding of the fundamental concepts and challenges associated with national and global defense acquisition and contract management.

Course topics include:

- Acquisition and procurement planning
- Risk Management
- Logistics
- Competition and source selection
- Transparency, fraud, and ethics
- Defense contract negotiations
- Post contract award management
- Cyber security and defense acquisition

Note: This course is taught in Spanish with simultaneous interpretation, and course materials will be provided in English and Spanish.

The next offering of Principles of Defense Acquisition and Contract Management (MASL P179623) is scheduled 4 - 15 December 2017 and the cost of tuition is \$8,960.

IDARM Program

Naval Postgraduate School
1635 Cunningham Road (Building 259), Room 119
Monterey, California, 93943 USA

Program Manager

Ms. Kathleen Pegggar
Telephone: + 1(831) 402-0903
E-mail: klpeggar@nps.edu

Faculty Associate

Ms. Samantha Schwellenbach
Telephone: + 1(831) 656-2049 or (831) 402-8411
E-mail: slschwel@nps.edu

Faculty Research Assistant and Financial Manager

Ms. Brooke Love Adame
Telephone: + 1(831) 656-2415 or (831) 915-2448
E-mail: badame@nps.edu

Upcoming Resident Course Dates

Principles of Defense Acquisition Management

MASL # P159200

16 - 27 October 2017 5 - 16 March 2018

15 - 26 October 2018 4 - 15 March 2019

Cost: \$6,500

Principles of Defense Procurement and Contracting

MASL # P159202

30 Oct - 10 Nov 2017 19 - 30 March 2018

29 Oct - 9 Nov 2018 18 - 29 March 2019

Cost: \$5,950

International Defense Acquisition Negotiations

MASL # P179069

13 - 22 November 2017 2 - 11 April 2018

12 - 21 November 2018 1 - 10 April 2019

Cost: \$4,010

Note: Course costs are estimates and are subject to change.

Resident courses and mobile courses are E-IMET certified.

INTERNATIONAL DEFENSE ACQUISITION RESOURCE MANAGEMENT PROGRAM

IDARM RESIDENT COURSE OFFERINGS

Defense Acquisition Management
Defense Procurement & Contracting
International Defense Acquisition Negotiations
Spanish Language Offering - Defense
Acquisition and Contract Management

School of International Graduate Studies
Naval Postgraduate School
Monterey, California



MASL # P159200

This course provides an understanding of the underlying concepts, fundamentals and philosophies of the defense acquisition management process and the practical application of program management methods within this process to achieve international security goals. The course addresses management characteristics and competencies, control policies and techniques, systems analysis methods, risk management, and functional area concerns.

Course topics include:

- Evolution and current state of defense acquisition policies and management practices in a defense environment characterized by civilian control of the military
- Program/project planning, organizing, staffing, directing and controlling
- Business and financial management
- Capabilities based requirements planning
- Risk management
- Logistics planning and implementation
- Supply chain management
- Life cycle cost management
- Strategies for building and sustaining accountability in defense acquisition decision making

Case studies are used throughout the course to analyze various acquisition issues and craft management solutions to a wide variety of defense policy and program execution issues.

MASL # P159202

This course provides an in-depth examination of policy, procedures and best practices applicable to all phases of the procurement and contracting process. During the course, international practices which include the U.S. and other models for procurement and contracting are examined. The goal is to enable course participants to understand and implement, to the extent possible, the principles of efficient and effective procurement and contracting systems.

Course topics include:

- Transparency, fraud, and ethics
- Procurement policies
- Contracting for services
- Procurement planning; market research
- Writing and reviewing work specifications
- Developing requests for tenders
- Source selection
- Evaluation techniques
- Analysis of technical and price proposals
- Contract interpretation
- Contract administration/management
- Contract closeout

Additionally, the course includes in-depth discussions of development and use of reporting systems and creation and sustainment of a professional procurement workforce.

The “back-to-back” scheduling of the resident courses affords participants the option of attending one, two or all three of the courses.

MASL # P179069

This course focuses on planning and preparing for negotiations with a special emphasis on negotiation of complex issues in international armament contracts. Course participants learn their negotiating style preference and how and when to adapt their negotiation styles. Key course objectives include developing an understanding of cross cultural negotiations and structured approaches to planning and preparing for negotiations. Participants will learn and apply various negotiation techniques and understand their situational use.

Course topics include:

- Fact finding techniques
- Selection of negotiators
- Use of teams in negotiations
- Strategies and tactics for effective negotiations
- Ethics
- Analytical methodologies
- Relationship building in negotiations
- Developing negotiation positions, arguments and counter arguments
- Timing and pace
- Cultural considerations
- Communication and language barriers
- Completing the negotiation
- Drafting, signing and enforcing negotiation agreements

Extensive negotiation exercises focus on the analysis of information, planning for negotiations, preparation of a formal negotiation plan, actual negotiations and completion of a negotiation agreement.