



## PRINCIPLES OF DEFENSE ACQUISITION AND CONTRACT MANAGEMENT

**RESIDENT: P179623 (SPANISH LANGUAGE)**  
**MOBILE: P319623**

**ELIGIBLE FUNDING: IMET, FMF/FMS**  
**CERTIFICATION: E-IMET, PME**

This International Defense Acquisition Resource Management (IDARM) 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 phase. International best practices and global trends are discussed with a tailored focus on specific challenges and opportunities within the Latin American context.

### OBJECTIVES

- ◆ Provide participants with an understanding of the fundamental concepts and challenges associated with defense acquisition and contract management decision making.
- ◆ Examine capabilities based requirements planning along with the relationship among national security and military strategies and the defense acquisition, procurement and contracting systems.
- ◆ Examine competition and sourcing methodologies with a focus on the characteristics of efficient and effective acquisition and contract management policies.
- ◆ Assist countries in their efforts to develop and institutionalize transparent, efficient and effective defense acquisition and contract management systems.

### TOPICS

- ◆ Defense Acquisition Planning
- ◆ Latin American Trends in Defense Acquisition
- ◆ Risk Management
- ◆ Performance Based Logistics
- ◆ Effective Acquisition and Procurement Policy
- ◆ Transparency, Fraud, and Ethics
- ◆ Pre-Award Contracting Considerations
- ◆ Contract Negotiations
- ◆ Post Award Contract Management
- ◆ Building and Sustaining Accountability in Defense Acquisition Decision Making

### PARTICIPANTS

This offering is designed specifically for Spanish speaking international military officers and civilian equivalents of grades O4-O6 who are engaged in a broad range of defense acquisition (e.g., policy development, strategic planning, requirements definition, logistics, program management) and/or contract management fields (e.g., materiel planners, requirements developers, end users, contract managers, analysts, tender evaluators, contract negotiators, and source selection decision makers).



## FACULTY

ISG employs a diverse faculty with strong professional, academic, military, and government backgrounds. This faculty core is augmented by other government experts (both civilian and military) and subject matter experts (SMEs) drawn from universities, think tanks, international organizations, and industry.

## ENROLLMENT

Courses are conducted for partner countries as part of the United States government's security assistance and security cooperation efforts. As such, participation in ISG courses is managed through the security cooperation office of the US Embassies in partner countries. Interested, non-US persons should contact the international cooperation section of their own government or the relevant US Embassy for selection processes and enrollment. ISG reserves limited space in courses for US citizens. Interested US citizens may contact ISG to discuss availability.

## FUNDING

ISG can accept most types of US government funding. Courses are typically funded by IMET, FMF, FMS, CTIWFP, PKO, and other DoD-wide O&M funds (333, MSI, etc) on a case-by case basis. Cost estimates can be obtained by contacting ISG.

## ABOUT ISG

---

The Institute for Security Governance (ISG) is a global security cooperation organization established to build partner capability and grow the field and practice of institutional capacity building (ICB). Located in Monterey, California, ISG serves as the Defense Security Cooperation Agency (DSCA)'s primary resource for ICB integration and implementation, project scoping and design, and education and advising expertise.

This course is a key component of ISG's 25-year-long effort to provide military and civilian officials with unique education and professional development programs. Designed to cultivate individual understanding of complex issues and foster peer-to-peer learning, this custom-tailored course offering brings theoretical and applied learning practices into a exciting and rich classroom environment.