



INTERNATIONAL DEFENSE ACQUISITION NEGOTIATIONS

RESIDENT: P179069
MOBILE: P309134

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

This International Defense Acquisition Resource Management (IDARM) course focuses on planning for and negotiating complex issues related to international defense contracts. Particular emphasis is placed on the strategies, techniques, and characteristics of good negotiators. Participants examine the protocols and processes inherent in the contract negotiation process and develop an understanding of opportunities to negotiate and situations which have non-negotiable elements. Participants examine their natural negotiating tendencies and how and when to adapt their negotiation styles given the behavior and goals of the parties involved. Participants take part in extensive negotiations which are designed to provide the opportunity to apply the concepts discussed in real world scenarios.

OBJECTIVES

- ◆ Examine analytical techniques and fact finding methodologies as aids to developing a negotiating position and best alternatives to a negotiating position
- ◆ Understand and apply various negotiation strategies and tactics and understand their situational use
- ◆ Develop an understanding of considerations during international and cross cultural negotiations
- ◆ Employ structured approaches to planning, conducting, and concluding contract negotiation agreements

TOPICS

- ◆ Elements/Phases of Contract Negotiations
- ◆ Negotiation Team: Roles and Responsibilities
- ◆ Negotiation Strategies and Tactics
- ◆ International and Cross-Cultural Negotiations
- ◆ Impact of Behavior and Ethics
- ◆ Use of Influence and Power in Negotiating Contracts
- ◆ Negotiating Contracts with U.S. Suppliers

PARTICIPANTS

This course is designed for international military officers and civilian equivalents of grades O4-O6, who directly or indirectly contribute to development of negotiation positions, conduct analysis of information or participate in contract negotiations.



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.