



INSTITUTE FOR SECURITY GOVERNANCE

Advancing Knowledge, Building Capacity, Strengthening Partners



INTERNATIONAL DEFENSE ACQUISITION NEGOTIATIONS

RESIDENT: P179069
MOBILE: P309134

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

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. Course content supports participants to both develop an understanding of opportunities to negotiate, and of situations that 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 parties involved. They also take part in extensive negotiations designed to apply the concepts discussed in real world scenarios.

OBJECTIVES

Upon completion of this course, participants will be able to:

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

TOPICS

Course topics may include:

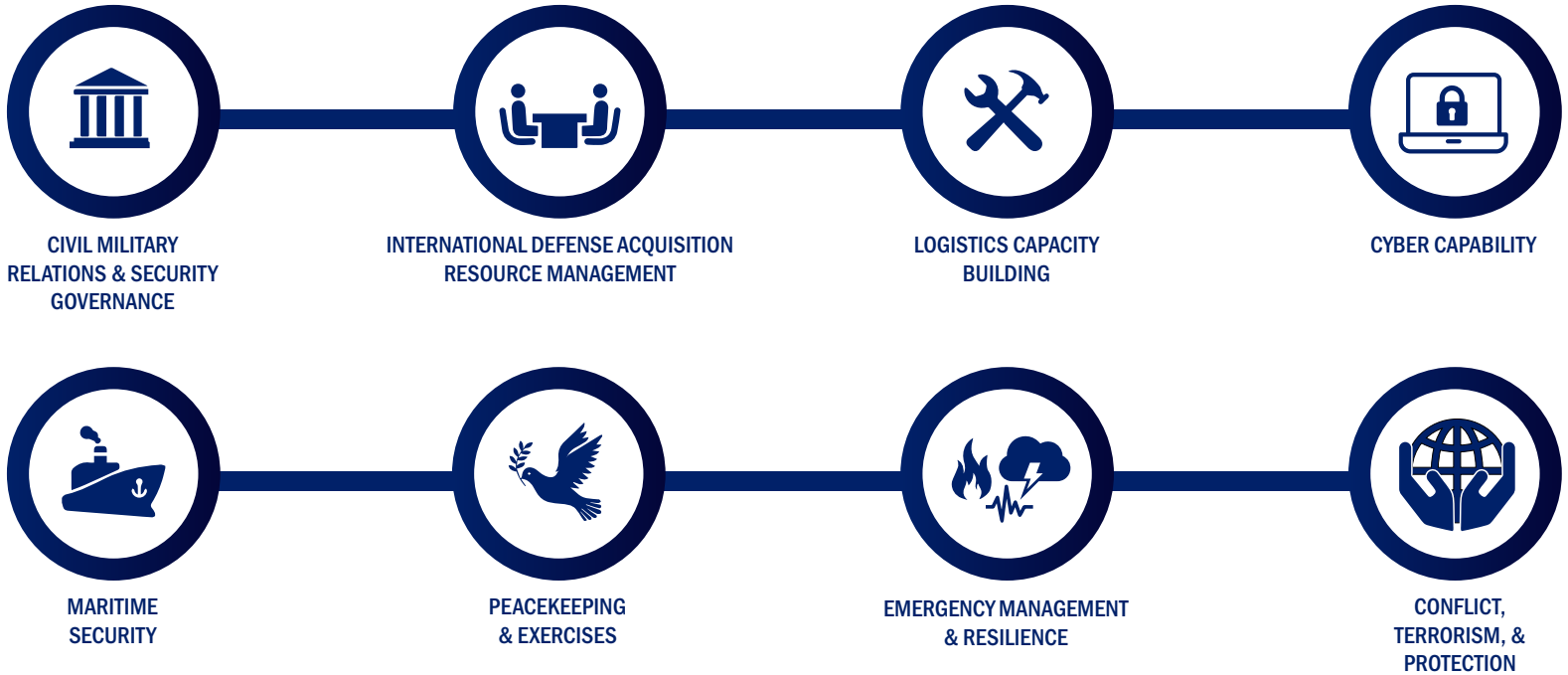
- ◆ Elements/phases of contract negotiations
- ◆ Negotiation teams: roles and responsibilities
- ◆ Negotiation strategies and tactics
- ◆ International and cross-cultural negotiations
- ◆ Impact of behavior and ethics
- ◆ Negotiating contracts with US suppliers

PARTICIPANTS

This course is designed for international military officers of grades O-4 to O-6 and civilian equivalents who directly or indirectly contribute to the development of negotiation positions, conduct information analysis, or participate in contract negotiations.

ISG PROGRAM AREAS

ISG programming has been developed over 25 years by providing military and civilian officials with unique education and professional development programs. Courses are designed to cultivate individual understanding of complex issues, foster peer-to-peer learning, and build connected networks of international peers through a professional learning environment.



FACULTY

ISG has a diverse faculty team grounded in professional experience from academic, military, government, and civil sectors. The core faculty are augmented by experts drawn from other parts of government, and American and international subject matter experts drawn from universities, industry, think tanks, international organizations, and non-governmental organizations.

ENROLLMENT

Courses are conducted as part of the US Government security cooperation efforts. Interested partner nation personnel should contact their government's international cooperation section, or the relevant US Embassy's security/military cooperation section for selection processes and enrollment. Interested US citizens may contact ISG to discuss availability.

FUNDING

Educational programs are primarily implemented through Title 22 authorized programs (International Military Education and Training, Foreign Military Sales, Peacekeeping Operations) and various Title 10 authorized programs such as the Maritime Security Initiative (MSI) and Regional Defense Combating Terrorism and Irregular Warfare Fellowship Program (RDFFP).

ABOUT ISG



The Institute for Security Governance – situated within the Defense Security Cooperation University's (DSCU) International School of Education and Advising (ISEA) – is the Department of Defense's Center of Excellence for Institutional Capacity Building (ICB). As a component of the Defense Security Cooperation Agency (DSCA), and one of its primary international Security Cooperation schoolhouses, ISG is charged with building partner institutional capacity and capability through tailored advising, education, and professional development programs grounded in American values and approaches.