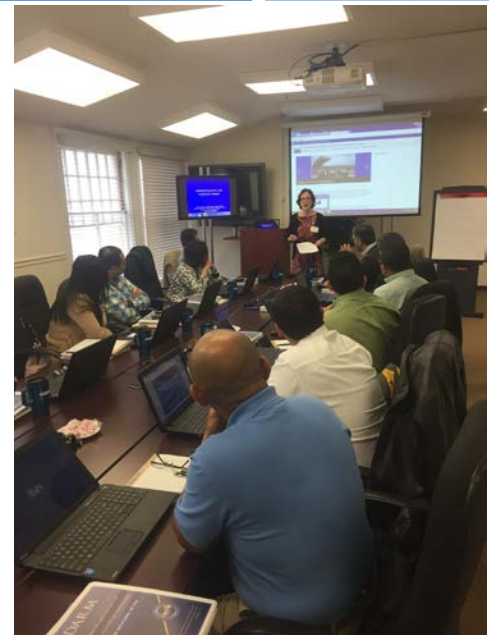


IDARM

INTERNATIONAL DEFENSE ACQUISITION RESOURCE MANAGEMENT PROGRAM
QUARTERLY NEWSLETTER

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IDARM CONDUCTS NEW SPANISH IN-RESIDENCE COURSE: PRINCIPLES OF DEFENSE ACQUISITION AND CONTRACT MANAGEMENT (PRINCIPIOS DE ADQUISICIÓN DE DEFENSA Y GESTIÓN DE CONTRATOS) MASL P179623

During 5-16 December, 2016, IDARM conducted its first annual “Principles of Defense Acquisition and Contract Management” in-residence course in Spanish. The course was designed and developed for partner nations within the U.S. Southern Command (SOUTHCOM) to extend defense acquisition and contract management education and training to participants unable to pass the English Comprehension Level (ECL) test required to attend IDARM in-residence courses (80 ECL required for all other in-residence courses). IDARM received feedback in recent years during annual engagement events with our SOUTHCOM partners that offering courses in Spanish would enable more countries to send qualified candidates to attend defense acquisition courses. For this inaugural event, IDARM welcomed 12 military officers and civilian equivalents from Chile, Guatemala, Honduras, Paraguay, Peru, and Uruguay and provided them with 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. Participants worked in small groups to complete lecture integrated exercises based upon a real world case study. Students attending the course greatly valued the opportunity to discuss this important subject matter in their native tongue, “The passion you have put into this course exceeded my expectations, not only did we get to learn about defense acquisition and contract management, we were able to freely express our ideas in our own language and for this and so much more, you made us feel at home,” “All of the instructors helped us understand that we are not alone with our challenges, that if we work together to exchange ideas and learn from one another we can surmount any barrier.” The NPS press release is available [here](#). IDARM will offer this course again during 4-15 December, 2017.



PRINCIPLES OF DEFENSE ACQUISITION MANAGEMENT (MASL P159200):

From 17 - 28 October 2016, IDARM conducted the first two week course in a three-course series. This foundational course provided participants with a theoretical and practical examination of defense acquisition and logistics, from a holistic perspective. Participants examined the defense acquisition cycle from capabilities based planning through the contract formation stage and worked in small groups to complete assignments by applying concepts learned throughout the course. Special emphasis was placed on giving the participants the opportunity to hear from an instructional body with a very broad and diverse background. International best practices and implementation challenges were discussed.



PRINCIPLES OF DEFENSE PROCUREMENT & CONTRACTING (MASL P159202):

IDARM conducted the “Principles of Defense Procurement and Contracting” in-residence course during 31 October- 11 November, 2016. The second course in the three-course series delves deeper into defense procurement and contracting topics. Participants examined the defense procurement cycle from acquisition planning through post award contract management. Course discussions addressed requirements definition and tendering and sourcing methodologies with a focus on the characteristics of efficient and effective contract and procurement systems. This course also utilized small working group exercises for students to apply classroom concepts to real world scenarios.



INTERNATIONAL DEFENSE ACQUISITION NEGOTIATIONS (MASL P179069)

The final course in the back to back three-course series of annual in-residences IDARM conducts at NPS every fall is “International Defense Acquisition Negotiations.” This course focused on the planning for and negotiation of complex issues related to international armament contracts. Specific emphasis was placed upon the negotiation strategies and techniques, and the characteristics of successful negotiators. Participants learned the protocols and processes inherent in the contracting process and developed an understanding of opportunities to negotiate and situations, which have non-negotiable elements. Participants completed individual self-assessments to better understand their natural negotiating style and negotiation skills required when negotiations with difficult or tough negotiators. Students also actively participated in one-on-one and small group negotiation exercises to practically apply the teaching concepts in real-world scenarios. IDARM will offer the first two courses in this three-course series in March 2017, and then all three courses will be offered again in the fall of 2017. Starting in March 2018, IDARM will offer all three courses back to back in the spring and the fall.



BEIRUT, LEBANON 7-11 NOVEMBER 2016

IDARM conducted a five-day “International Defense Acquisition Negotiations” Mobile Education Team (MET) course at the Fouad Shehab Command and Staff College in Beirut, Lebanon. The course provided 17 Lebanese Armed Forces mid-and senior level officers an enhanced understanding of the considerations and challenges associated with negotiating defense contracts, as well as methods to develop negotiating skills and strategies. The course focused on critical aspects of negotiating international armament contracts. Negotiation is an integral element of the defense material acquisition process and emphasis was placed on the role of contract negotiations in defense acquisition and the importance of developing a negotiation strategy to help guide a team through the negotiation process. During the negotiations, different issues and goals may force you to deviate from your plan and you want to do your best to plan for these alternatives in your negotiation planning. The importance of negotiation teams was discussed throughout the course. Negotiation teams enhance the negotiation by adding breadth and depth of knowledge as well as experiences to support the negotiation objectives, goals, and strategies. Participants took part in negotiation exercises which employed the strategies and techniques discussed in lectures to provide ample opportunity for applying concepts in real world scenarios. Participants course evaluations, coupled with participant comments during the week, indicated a high degree of satisfaction with the course as planned and delivered. Participants expressed the tools they learned will help them reshape the LAF acquisition environment. IDARM’s ongoing engagement with the LAF seeks to continue to provide high quality graduate level courses to professionally develop personnel.



LOGISTICS & SUPPLY CHAIN MANAGEMENT KIGALI, RWANDA

IDARM participated in discussions related to supply chain and logistics management education and training courses in support of the African Peacekeeping Rapid Response Partnership (APRRP) program and Rwanda Defense Forces (RDF). In a two-day information exchange during 8-9 December, 2016, representatives from the U.S. African Command (USAFRICOM), U.S. Army Africa (USARAF), U.S. Air Force Africa (USAFAF), and the U.S. Naval Postgraduate School (NPS) discussed requirements to support Rwanda’s Aviation, Engineering, Logistics and Medical Capabilities. IDARM offers graduate level Mobile Education Team (MET) courses in all areas of defense acquisition management and specializes in tailoring short-courses to the national context of partner nations. IDARM considers both short term and long term planning when initiating educational programs of instruction and places an emphasis on international trends and best practices. IDARM courses fulfill critical U.S. security cooperation and assistance objectives by partnering with the international community to improve defense resource management processes and practices.