

# INSTITUTE FOR SECURITY GOVERNANCE

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## INTERNATIONAL DEFENSE ACQUISITION NEGOTIATIONS

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**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 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 the parties involved. Participants take part in extensive negotiations that are designed to provide opportunities to apply the concepts discussed in real world scenarios.

### OBJECTIVES

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
- ◆ 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

Course topics may include:

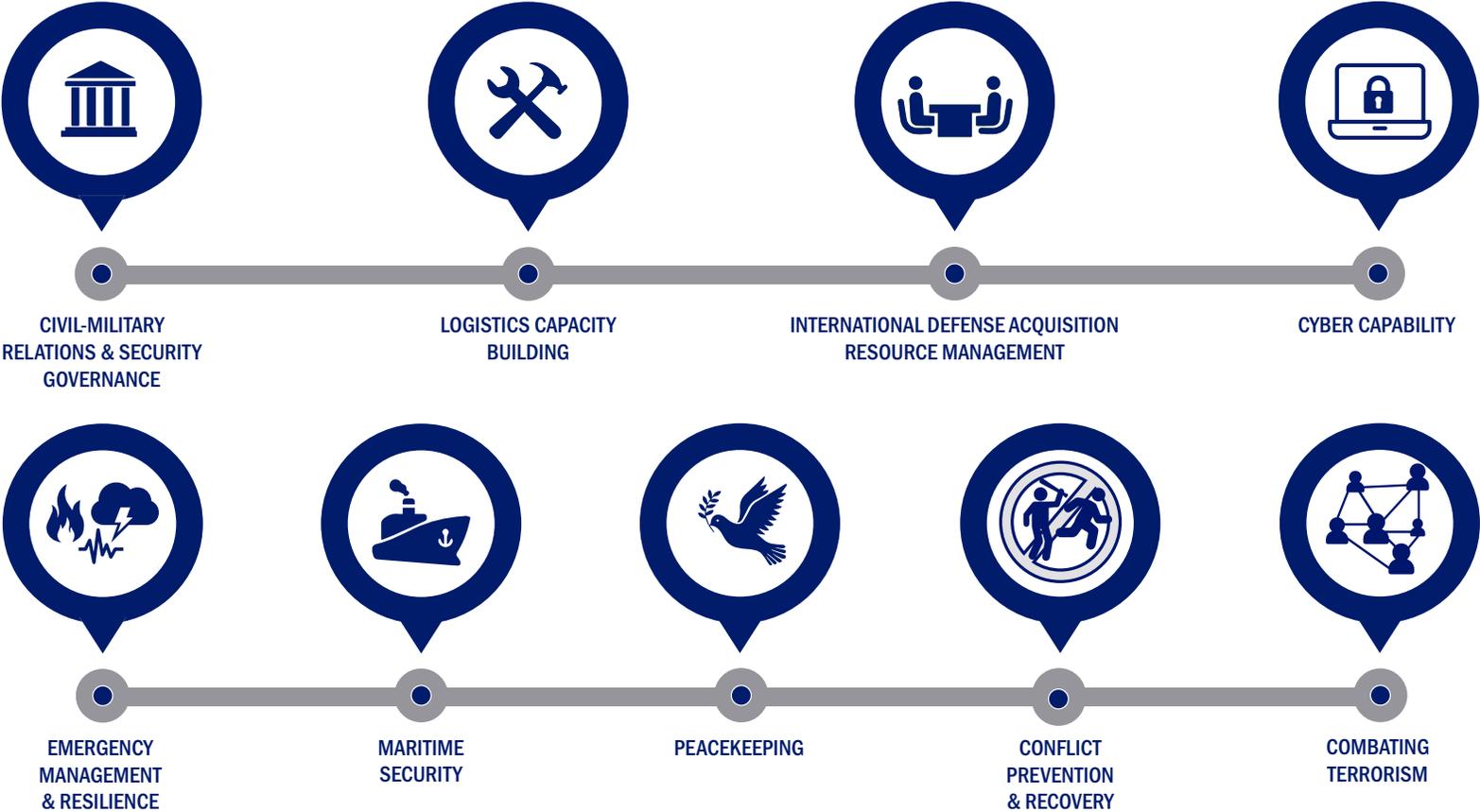
- ◆ Elements/phases of contract negotiations
- ◆ Negotiation teams: roles and responsibilities
- ◆ Negotiation strategies and tactics
- ◆ International and cross-cultural negotiations
- ◆ Impact of behavior and ethics
- ◆ Negotiating contracts with US suppliers

### 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 analysis of information, 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 with partner nations as part of the US Government security cooperation effort. Participation in ISG courses is managed through the Security Cooperation Office of the US Embassy in-country. Interested partner nation personnel should work through their government’s international cooperation section, or the relevant US Embassy’s security/military cooperation section for selection processes and enrollment. Where appropriate, 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, CTIWWP/RDFP, PKO, and other DoD-wide O&M funds (333, 332, MSI, etc.). Cost estimates can be obtained by contacting ISG or the applicable NETSAFA Country Program Manager.

## ABOUT ISG



The Institute for Security Governance (ISG) is a Defense Security Cooperation Agency (DSCA) schoolhouse, and leading Institutional Capacity Building (ICB) implementer, focused on helping partners build effective and accountable security institutions. ISG’s tailored ICB approach supports partners in developing, resourcing, and sustaining the institutional capabilities and professionalization necessary to pursue common security cooperation objectives.