



INSTITUTE FOR SECURITY GOVERNANCE

DEFENSE SECURITY COOPERATION UNIVERSITY

INTERNATIONAL DEFENSE ACQUISITION NEGOTIATIONS

RESIDENT: P179069

MOBILE: P309134

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 effective negotiators. Participants examine the protocols, processes, and challenges 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 documenting negotiation agreements.

TOPICS

IDARM courses use lecture, discussion, reading assignments, case studies, and working group exercises to maximize the objectives of each program offering. We find the practical application of participating in and observing negotiation exercises helps participants develop and refine negotiation skills. 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 U.S. 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. Each partner nation may request up to three quotas for each resident course iteration. Mobile courses are designed for approximately thirty (30) participants to facilitate effective classroom learning and discussion.

INSTITUTE FOR SECURITY GOVERNANCE (ISG) EDUCATION PORTFOLIOS

ISG's tailored education and professional development courses help build a comprehensive knowledge base and strengthen partner capacities to confront complex security and defense challenges. Courses are designed to cultivate individual understanding of complex issues; foster peer-to-peer learning; and build international communities of practice.



FACULTY

ISG's faculty team is 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 U.S. 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 U.S. Government's Security Cooperation efforts. Interested partner nation personnel should contact their government's international cooperation section, or the relevant U.S. Embassy's Security Cooperation organization for selection processes and enrollment. Interested U.S. citizens may contact ISG to discuss availability.

FUNDING

Educational programs are primarily implemented through Title 22 authorized programs, including International Military Education and Training (IMET), Foreign Military Sales (FMS), Peacekeeping Operations (PKO), and various Title 10 authorized programs, including the Maritime Security Initiative (MSI) and Regional Defense Fellowship Program (RDFFP).

ABOUT ISG



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