

CERTIFICATION PATHWAY FACT SHEET

Foreign Military Sales and Finance (FMS) - Expert



Defense Security Cooperation University

Defense Security Cooperation Agency

Example Positions/Jobs

- *Supervisors*
- *Directors*
- *Regional Managers*

Functional Area Description

This FA includes expertise in the group of programs authorized by the Foreign Assistance Act of 1961 (as amended), the Arms Export Control Act of 1976 (as amended), and other related statutes by which the United States provides defense articles, by grant, loan, credit, or cash sales, in furtherance of national policies and objectives. This includes the oversight, direction, and administration of security assistance programs that provide defense articles, military training, and other defense related services, by grant, credit, cash, sale, lease, or loan. This function covers programs that are executed by DSCA and the Implementing Agencies.

How will this better prepare you for your work?

FMS is a system of systems that demands teamwork to develop cases effectively and responsively. Fulfilling your roles and responsibilities will enable you to interpret legal and policy guidance, solve complex problems, and implement FMS cases effectively – an essential outcome in an era of strategic competition.

Expert Certification Program of Study

Core Education and Training

Complete these **FOUR** courses:

CD 301 Capability Development for Experts
TSFD 301 Technology Security, Foreign Disclosure, and End-use Controls for Experts
PMA 301 Political-Military Activity for Experts
REG 301 Working Across Cultures for Security Cooperation Experts

Primary Functional Area Training

Complete these courses:

FMS 351 Foreign Military Sales (FMS) Process Management and Mitigation Strategies
FMS 352 Foreign Military Sales (FMS) as Security Cooperation Program
FMS 353 Continuous Process Improvement of Foreign Military Sales (FMS)

Secondary Functional Area Training

Select **ONE** of the following per your supervisor's recommendation

PR 101 Foundational Policy and Resourcing
SCO 103 Foundations of Security Cooperation Organization (SCO)
INT 1110 International Acquisition/Security Cooperation Foundation
BPC 150 Building Partner Capacity Foundations
ATE 140 Foundations of Advising for Institutional Capacity Building (ICB)
SPP 101 Introduction to the State Partnership Program
AME 150 Foundations of Assessment, Monitoring, and Evaluation

Validate in myDSCU

Leadership Training

Military: Submit "Military - SC Leadership Exemption Request"
Civilians: Submit "Civilian - SC Leadership Exemption Request" *or*
Complete LEAD 301 Lead People/Projects

Experience/ Performance Requirement

One year in a Security Cooperation Expert billet or satisfactory performance rating

Continuous Learning Hours: Complete 80 hours every 2 years after achieving initial certification