



Example Positions/Jobs

- Case Writing Support
- Admin Support
- LOR/A Development
- Country Portfolio Directors
- Country Desk Officers
- Country Case Managers
- SAPM
- Supervisors
- Directors
- Regional Managers

Functional Area Description

The FMS functional area prepares the workforce member to understand how FMS cases advance national security objectives in support of U.S. foreign policy. Specifically, workforce members will be able to identify their role within the broad framework of FMS.

How will this prepare you better for your work?

FMS is a system of systems that demands teamwork to develop cases effectively and responsively, while also addressing TSFD requirements. Fulfilling your roles and responsibilities will enable you to identify legal and policy guidance, solve complex problems, and implement FMS cases effectively – an essential outcome in an era of strategic competition. Ultimately this certification will prepare you to be effective and efficient in executing FMS programs as a Security Cooperation Workforce member.

Practitioner Certification Program of Study

Core Education and Training

- **CD 201** Capability Development for Practitioners
- **TSFD 201** Technology Security, Foreign Disclosure, and End-use Compliance for Practitioners
- **PMA 201** Political-Military Activities for Practitioners
- **REG 201** Working Across Cultures for Security Cooperation Practitioners

Primary Functional Training

- **FMS 251** Foreign Military Sales (FMS) Process
 - **FMS 252** Foreign Military Sales (FMS) Capstone
- AND choose ONE of the following course options listed:*
- **FMS 253** Foreign Military Sales (FMS) Case Management
 - **FMS 265** Foreign Military Sales (FMS) Logistics
 - **FMS 291** Financial Management of Foreign Military Sales (FMS) Cases
 - **FMS 230** Multinational Foreign Military Sales (FMS)

Secondary Functional Training

- Complete one of the following per your supervisor:**
- **SCO 103** Foundations of Security Cooperation Organization (SCO)
 - **BPC 150** Foundational Building Partner Capacity (BPC)
 - **SPP 101** Foundational State Partnership Program
 - **PR 101** Foundational Policy and Resourcing
 - **ATE 140** Foundations of Defense Institutional Advising (ICB)

Leadership Training

- Lead Teams/Projects

Experience/Performance Requirement

One year in a Practitioner SC billet or satisfactory performance

Continuous Learning Hours: 60 hours every 2 years