



INSTITUTE FOR SECURITY GOVERNANCE

DEFENSE SECURITY COOPERATION UNIVERSITY

PRINCIPLES OF DEFENSE PROCUREMENT & CONTRACTING

RESIDENT: P159202

MOBILE: P309136

CERTIFICATION: PME, E-IMET

This International Defense Acquisition Resource Management (IDARM) course provides a theoretical and practical examination of fundamental concepts and challenges associated with national and global defense contracting. Participants examine methodologies that ensure needs-based requirements, work in groups to develop and issue requests for tender, and use reasoned decision-making in supplier selection. Critical post-award contract management considerations are also discussed. U.S. and international best practices are examined, as are challenges associated with institutionalizing efficient and effective procurement systems.

OBJECTIVES

Upon completion of this course, participants will be able to:

- ◆ Better understand fundamental concepts and challenges associated with national and global defense contracting and procurement.
- ◆ Critically examine requirements definition, and tendering and sourcing methodologies with a focus on characteristics of efficient and effective contract and procurement processes.
- ◆ Assist countries in their efforts to develop and institutionalize transparent, efficient, and effective contract and procurement systems.

TOPICS

IDARM courses use lecture, discussion, reading assignments, case studies, and working group exercises to maximize the objectives of each program offering. We have found the practical application of concepts through small working groups helps enforce the hands-on experience of working through defense acquisition scenarios. Course topics may include:

- ◆ Acquisition planning and market research
- ◆ Cost and price analysis
- ◆ Source selection
- ◆ Foreign military sales and direct commercial sales
- ◆ Contracting for services
- ◆ Post award contract management

PARTICIPANTS

This course is designed for international military officers of grades O-4 to O-6 and civilian equivalents who are engaged in a broad range of acquisition fields such as policy development, strategic planning, requirements definition, logistics, program management, procurement and contracting, budgeting and execution, and systems engineering. 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.