



## 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 interpret 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 and leading FMS programs as a Security Cooperation Workforce member.

## 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 Activities for Experts
- **REG 301** Working Across Cultures for Security Cooperation Experts

### Primary Functional Training

#### Complete these three courses:

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

### Secondary Functional Training

#### Complete ONE of the following courses 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

#### Complete this course:

- Lead People / Organizations

### Experience/Performance Requirement

One year in an Expert SC billet or satisfactory performance rating

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