



Objectives Sheet

ACQ 120 - Fundamentals of International Acquisition

Course Learning/Performance Objectives followed by enabling learning objectives

ACQ 120.U01.01	Describe Security Cooperation, major enabling legislation, and its relationship to international acquisition
ACQ 120.U01.01.01	Describe Security Cooperation elements which involve international acquisition
ACQ 120.U01.01.02	Describe Security Assistance programs, their purposes and scope
ACQ 120.U01.01.03	Describe Building Partner Capacity (BPC) programs administered by DoD
ACQ 120.U01.01.04	Identify the types of activities conducted under International Armaments Cooperation (IAC)
ACQ 120.U01.01.05	Describe the relationship of international activities to the Defense Acquisition System
ACQ 120.U01.01.06	Identify the major legislation which enables Security Assistance and Security Cooperation and the major players who shape and execute legislation
ACQ 120.U02.01	Describe key State Department and Commerce Department players in Security Cooperation and international acquisition and their roles
ACQ 120.U02.01.01	Recognize the role of the heads of U.S. diplomatic missions in international acquisition
ACQ 120.U02.01.02	Recognize the role of the Directorate of Defense Trade Controls (DDTC)
ACQ 120.U02.01.03	Recognize the role of the Regional Security and Arms Transfers (RSAT) office
ACQ 120.U02.01.04	Recognize the role of the Department of Commerce's Bureau of Industry and Security (BIS) in international acquisition activities
ACQ 120.U03.01	Describe key DoD players in Security Cooperation and international acquisition and their roles
ACQ 120.U03.01.01	Recognize the roles of key Deputy Under Secretary of Defense for Policy (USD [P]) organizations
ACQ 120.U03.01.02	Recognize the roles of key Under Secretary of Defense for Acquisition, and Sustainment (USD[A&S]) organizations
ACQ 120.U03.01.03	Recognize the roles of key Under Secretary of Defense for Research and Engineering (USD [R&E]) organizations.
ACQ 120.U03.01.04	Recognize the roles of the Under Secretary of Defense for Comptroller (OSD[C])
ACQ 120.U03.01.05	Recognize the roles of the Office of General Counsel (OGC)
ACQ 120.U03.01.06	Recognize the role of Geographic Combatant Commanders in Security Cooperation activities
ACQ 120.U03.01.07	Describe how the Military Departments (MILDEPs) are organized to support international acquisition
ACQ 120.U03.01.08	Describe how DoD organizations interact in planning Security Cooperation activities
ACQ 120.U04.01	Describe international considerations in defense capabilities and in initiating defense acquisition programs
ACQ 120.U04.01.01	Identify the three principal DoD decision support systems and the interaction between the requirements and acquisition processes.
ACQ 120.U04.01.02	Identify the preferred order of materiel solutions contained in the Defense Acquisition System
ACQ 120.U04.01.03	Recognize mechanisms to determine the military capability needs of potential foreign partners
ACQ 120.U04.01.04	Recognize the DoD position on allied interoperability
ACQ 120.U04.01.05	Describe the legal requirement for a cooperative opportunity analysis to include how this analysis is documented
ACQ 120.U04.01.06	Identify the factors considered in the decision to pursue an International Cooperative Program (ICP)
ACQ 120.U04.01.07	Identify program manager responsibilities for international acquisition and exportability when developing an Acquisition Strategy
ACQ 120.U05.01	Describe international considerations within the Defense Acquisition System
ACQ 120.U05.01.01	Describe international considerations in the Materiel Solution Analysis (MSA) phase
ACQ 120.U05.01.02	Describe international considerations in the Technology Maturation & Risk Reduction (TMRR) phase
ACQ 120.U05.01.03	Describe international considerations in the Engineering and Manufacturing Development (EMD) phase
ACQ 120.U05.01.04	Identify the forms of cooperation in production and their differences
ACQ 120.U06.01	Describe the objectives of International Armaments Cooperation (IAC) and the foundation and infrastructure upon which IAC is based
ACQ 120.U06.01.01	State the core objectives of International Armaments Cooperation (IAC)
ACQ 120.U06.01.02	Describe the IAC foundational elements
ACQ 120.U06.01.03	Identify the MILDEP organizations that support IAC objectives
ACQ 120.U06.01.04	Identify the multilateral forums which support IAC
ACQ 120.U06.01.05	Identify the multilateral forums which support standardization with allied and friendly nations
ACQ 120.U06.01.06	Recognize key USD(A&S) bilateral forums
ACQ 120.U07.01	Describe International Armaments Cooperation (IAC) agreements and enabling programs
ACQ 120.U07.01.01	Identify the characteristics of an international agreement



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ACQ 120.U07.01.02	Identify the two personnel exchange programs that support International Armaments Cooperation (IAC) engagement
ACQ 120.U07.01.03	Describe the role of Cooperative Program (or Project) Personnel (CPP) in an International Cooperative Program (ICP)
ACQ 120.U07.01.04	Identify the types and roles of Foreign Liaison Officers (FLOs)
ACQ 120.U07.01.05	Identify the objectives of the DoD RDT&E Information Exchange Program (IEP).
ACQ 120.U07.01.06	Describe Master IEP Agreements and the role of IEP annexes, limitations on exchanges, and the role of the Technical Project Officer (TPO).
ACQ 120.U07.01.07	Identify the purpose of the Foreign Comparative Testing (FCT) program.
ACQ 120.U07.01.08	Identify the purpose and management responsibilities for the International Cooperative R&D (ICR&D) program
ACQ 120.U07.01.09	Identify the purpose and management responsibilities for the Coalition Warfare Program (CWP).
ACQ 120.U08.01	Describe International Cooperative Programs, legal authorities, types of international agreements, and major considerations
ACQ 120.U08.01.01	Describe International Cooperative Programs
ACQ 120.U08.01.02	Identify the type of activities that can be conducted under Arms Export Control Act (AECA) Section 27 legal authority
ACQ 120.U08.01.03	Identify the type of activities that can be conducted under AECA Section 65 legal authority
ACQ 120.U08.01.04	Identify the limitations on cooperative programs conducted under 10 U.S.C. 2350 a legal authority rather than under AECA Section 27 legal authority
ACQ 120.U08.01.05	Identify the basic types of international agreements used for International Cooperative Programs
ACQ 120.U08.01.06	Describe the advantages of using master RDT&E MOUs and the relationship between the MOU and Project Arrangements or Project Agreements (PAs).stability
ACQ 120.U08.01.07	Describe the type of activities that can be conducted under Test and Evaluation Program (TEP) MOUs
ACQ 120.U08.01.08	Describe the type of activities that can be conducted under program-specific or framework MOUs
ACQ 120.U08.01.09	Describe the principle of financial equitability and how this is determined on a specific cooperative program
ACQ 120.U08.01.10	Identify the different forms of joint management structures used on cooperative programs
ACQ 120.U09.01	Describe the processes and documentation requirements that the DoD uses to manage the negotiation and signature of international agreements including coordination requirements
ACQ 120.U09.01.01	Identify standard DoD procedures and documentation requirements used in the review, coordination, and approval of routine DoD international agreements
ACQ 120.U09.01.02	Identify delegations provided to the Defense Security Cooperation Agency (DSCA) for authorizing Security Assistance-related international agreements
ACQ 120.U09.01.03	Identify delegations provided to USD (A&S for authorizing international agreements
ACQ 120.U09.01.04	Identify the steps in the USD (A&S streamlined process and the required documentation
ACQ 120.U09.01.05	Identify the difference between exploratory discussions and negotiations
ACQ 120.U09.01.06	Identify interagency coordination and Congressional notification requirements
ACQ 120.U09.01.07	Identify the purpose of the Financial Management Procedures Document (FMPD)
ACQ 120.U10.01	Describe the Foreign Military Sales (FMS) process and major considerations in each stage
ACQ 120.U10.01.01	Describe Foreign Military Sales (FMS) program eligibility and authorized uses of transferred articles and services
ACQ 120.U10.01.02	Identify the DoD infrastructure and organizations that support FMS
ACQ 120.U10.01.03	Describe activities in the preliminary stage of the FMS case development process
ACQ 120.U10.01.04	Identify the DoD position on FMS versus Direct Commercial Sales (DCS)
ACQ 120.U10.01.05	Identify the purpose of a Letter of Request (LOR)
ACQ 120.U10.01.06	Distinguish Price and Availability (P&A) data from a Letter of Offer and Acceptance (LOA)
ACQ 120.U10.01.07	Identify when Technology Security and Foreign Disclosure (TS&FD) considerations are addressed in the FMS case development process
ACQ 120.U10.01.08	Identify the basic types of FMS cases and their scope
ACQ 120.U10.01.09	Identify FMS case manager responsibilities
ACQ 120.U10.01.10	Describe program management considerations on FMS programs
ACQ 120.U10.01.11	Identify the sources of FMS/DCS hybrid programs
ACQ 120.U10.01.12	Describe how FMS cases are reconciled and closed
ACQ 120.U10.01.13	Identify the stages and documents in the Building Partner Capacity (BPC) case process
ACQ 120.U11.01	Describe the role of Security Cooperation Organizations (SCOs)
ACQ 120.U11.01.01	Identify SCO Security Assistance and Building Partner Capacity (BPC) functions



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ACQ 120.U11.01.02	Describe the SCO's role in International Armaments Cooperation (IAC).
ACQ 120.U11.01.03	Describe SCO's interaction with other organizations
ACQ 120.U11.01.04	Identify SCO's major contributions
ACQ 120.U12.01	Describe domestic preference legislation and contracting considerations on Foreign Military Sales (FMS) and International Cooperative Programs
ACQ 120.U12.01.01	Identify major U.S. domestic preference legislation that limit DoD's ability to contract with non-U.S. sources
ACQ 120.U12.01.02	Identify the purpose of Reciprocal Defense Procurement Agreements
ACQ 120.U12.01.03	Identify the purpose of Government Quality Assurance Agreements
ACQ 120.U12.01.04	Describe the role of the contracting officer in Foreign Military Sales (FMS) contracting
ACQ 120.U12.01.05	Describe the process to authorize sole source contracts for FMS
ACQ 120.U12.01.06	Describe FMS customer participation in FMS contracting.
ACQ 120.U12.01.07	Describe major contracting considerations on International Cooperative Programs
ACQ 120.U12.01.08	Distinguish offsets from workshare including DoD's position on each.
ACQ 120.U13.01	Describe international logistics considerations and forms of logistics cooperation
ACQ 120.U13.01.01	Recognize major international considerations in the acquisition logistics Integrated Product Support (IPS) elements and Performance-Based Logistics (PBL)
ACQ 120.U13.01.02	Describe the Total Package Approach (TPA) concept
ACQ 120.U13.01.03	Identify follow-on support methods available to the international customer
ACQ 120.U13.01.04	Identify benefits of Cooperative Logistics Supply Support Arrangements (CLSSAs)
ACQ 120.U13.01.05	Recognize the purposes of cooperative logistics support mechanisms
ACQ 120.U13.01.06	Describe differences between Acquisition and Cross Servicing Agreements (ACSAs) and support provided under Foreign Military Sales (FMS)
ACQ 120.U14.01	Discuss the role of systems engineering in protecting technology and facilitating interoperability with allied and friendly nations
ACQ 120.U14.01.01	Identify the role of Systems Engineering and System Security Engineering and how it is accomplished
ACQ 120.U14.01.02	Describe program protection planning including the type of information that is protected and how planning is documented
ACQ 120.U14.01.03	Identify program manager responsibilities for anti-tamper
ACQ 120.U14.01.04	Identify anti-tamper considerations on Foreign Military Sales (FMS) programs
ACQ 120.U14.01.05	Describe the purpose and scope of the Defense Exportability Features (DEF) program
ACQ 120.U14.01.06	Identify the aims and focus of the International Standardization Program and its relationship to defense acquisition
ACQ 120.U15.01	Discuss basic technology security principles, processes, documents, and planning
ACQ 120.U15.01.01	Identify the three general categories of information which require protection on DoD acquisition programs
ACQ 120.U15.01.02	Identify key considerations for release of controlled information to foreign personnel, including conditions imposed by the U.S. Government
ACQ 120.U15.01.03	Describe how disclosure authorizations are made
ACQ 120.U15.01.04	Describe export control processes, the key interagency and DoD players, and the governing laws and regulations
ACQ 120.U15.01.05	Describe how authorizations are provided for foreign visits to the United States and for overseas visits by U.S. personnel
ACQ 120.U15.01.06	Identify the purpose of each of the key Technology Security and Foreign Disclosure (TS&FD) documents.
ACQ 120.U15.01.07	Describe the role of the DoD Foreign Disclosure Officer (FDO)
ACQ 120.U15.01.08	Describe the importance of conducting early planning for TS&FD and export control in DoD acquisition programs