



# Objectives Sheet

## ACQ 230 - International Acquisition Integration

*Course Learning/Performance Objectives followed by enabling learning objectives*

<b>ACQ 230.U01.01</b>	<b>Recognize international acquisition and technology security fundamentals within assigned small group</b>
ACQ 230.U01.01.01	Identify international acquisition fundamentals
ACQ 230.U01.01.02	Identify technology security fundamentals
ACQ 230.U01.01.03	Develop team dynamics through group problem solving
<b>ACQ 230.U02.01</b>	<b>Describe international acquisition and technology security fundamental concepts, laws, policies, and procedures</b>
ACQ 230.U02.01.01	Describe the forms of Security Cooperation that involve international acquisition
ACQ 230.U02.01.02	Identify international acquisition and technology security fundamentals
ACQ 230.U02.01.03	Describe the major processes used on the different forms of international acquisition programs
ACQ 230.U02.01.04	Describe the major technology security processes and authorizations used on international acquisition programs
<b>ACQ 230.U03.01</b>	<b>Identify key DoD and interagency players in international acquisition and their roles</b>
ACQ 230.U03.01.01	Identify the roles of key DoD organizations
ACQ 230.U03.01.02	Identify the roles of key State Department organizations
ACQ 230.U03.01.03	Identify the roles of key Department of Commerce organizations
<b>ACQ 230.U04.01</b>	<b>Explain the Joint Capabilities Integration Development System (JCIDS) documents, the Defense Acquisition System phases, and major international policies effecting each process</b>
ACQ 230.U04.01.01	Describe the timing and purpose of JCIDS documents
ACQ 230.U04.01.02	Describe the purpose of and major activities in each Defense Acquisition System phase
ACQ 230.U04.01.03	Describe the major international policies that the JCIDS manual and DoD directives and instructions place on sponsors and program managers
<b>ACQ 230.U05.01</b>	<b>Discuss key International Acquisition and Exportability (IA&amp;E) outcomes and tasks in the Materiel Solution Analysis (MSA) phase</b>
ACQ 230.U05.01.01	Describe key MSA phase IA&E outcomes
ACQ 230.U05.01.02	Discuss the elements of a comprehensive IA&E assessment and its considerations in the Acquisition Strategy
ACQ 230.U05.01.03	Describe the purpose of an Analysis of Alternatives (AoA), the Program Protection Plan (PPP), and their relationship to IA&E
ACQ 230.U05.01.04	Describe the role of Systems Engineering in IA&E
ACQ 230.U05.01.05	Describe how requirements harmonization is accomplished in an International Cooperative Program (ICP)
<b>ACQ 230.U06.01</b>	<b>Interpret a partner/customer nations' unique characteristics to improve acquisition outcomes</b>
ACQ 230.U06.01.01	Recognize international defense trade major players and trends
ACQ 230.U06.01.02	Explain how differences in political structures, bureaucratic organization, defense industrial base factors, and acquisition policies can effect international acquisition programs
<b>ACQ 230.U08.01</b>	<b>Discuss key IA&amp;E outcomes and tasks in the Technology Maturation and Risk reduction (TMRR) phase</b>
ACQ 230.U08.01.01	Describe key TMRR phase IA&E outcomes
ACQ 230.U08.01.02	Discuss USG/DoD Technology Security and Foreign Disclosure (TSFD) processes
ACQ 230.U08.01.03	Describe systems engineering IA&E considerations in the TMRR phase
ACQ 230.U08.01.04	Discuss how exportability studies are conducted and the scope of the studies
ACQ 230.U08.01.05	Describe the basic approaches to developing exportable weapons system configurations and guidelines for discussions with foreign partners
ACQ 230.U08.01.06	Describe the different forms of cooperative activities conducted during the TMRR phase
ACQ 230.U08.01.07	Explain practices that contribute to achieving allied and friendly nation interoperability
<b>ACQ 230.U09.01</b>	<b>Given an acquisition program scenario, conduct an IA&amp;E assessment and planning efforts during the MSA-TMRR phases</b>
ACQ 230.U09.01.01	Identify potential partner and customer nations for potential IA&E engagement leading to future ICP or foreign sales opportunities
ACQ 230.U09.01.02	Describe coalition interoperability and RDT&E information exchange activities used to support MSA and TMRR phase IA&E efforts
ACQ 230.U09.01.03	Describe efforts needed to prepare for international cooperative Science and Technology (S&T) project technical discussions and S&T Project Agreement (PA) negotiations with a partner nation
ACQ 230.U09.01.04	Describe defense exportability planning activities that should be pursued during the MSA and TMRR phases
ACQ 230.U09.01.05	Incorporate IA&E assessment and planning results into key MSA and TMRR phase DoD 5000 series documents
<b>ACQ 230.U10.01</b>	<b>Contrast different stakeholder perspectives on international acquisition</b>
ACQ 230.U10.01.01	Analyze key DoD organization perspectives on international acquisition challenges and practices



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### *Course Learning/Performance Objectives followed by enabling learning objectives*

ACQ 230.U10.01.02	Analyze key interagency organization perspectives on international acquisition challenges and practices
ACQ 230.U10.01.03	Compare and contrast industry perspectives on international acquisition trends and challenges with the views of U.S. government officials involved in similar programs
ACQ 230.U10.01.04	Compare and contrast foreign partner/customer perspectives and challenges with the views of U.S. government officials involved in similar programs
<b>ACQ 230.U11.01</b>	<b>Relate partner nation's views on the importance of international acquisition programs and their perspectives on working with the U.S. Government</b>
ACQ 230.U11.01.01	Explain partner nation motivations in cooperating with the USG in defense acquisition
ACQ 230.U11.01.02	Illustrate partner nation perspectives on dealing with the USG on international acquisition programs
<b>ACQ 230.U12.01</b>	<b>Relate the importance of cultural considerations in international acquisition programs</b>
ACQ 230.U12.01.01	Describe how interpersonal relations are effected by cultural considerations
ACQ 230.U12.01.02	Discuss cross-cultural awareness skills in dealing with different situations in an international acquisition program
ACQ 230.U12.01.03	Examine individual adaptability to working with foreign cultures
<b>ACQ 230.U13.01</b>	<b>Discuss key IA&amp;E outcomes and tasks in the Engineering and Manufacturing Development (EMD) phase</b>
ACQ 230.U13.01.01	Describe the factors that need to be considered in developing an international business plan
ACQ 230.U13.01.02	Describe FMS planning considerations during the EMD phase
ACQ 230.U13.01.03	Describe management and funding considerations in the development of exportable configurations
ACQ 230.U13.01.04	Discuss alternative forms of cooperation during the EMD phase and their management structure
ACQ 230.U13.01.05	Discuss the purpose of MOU subordinate documents used on an ICP
ACQ 230.U13.01.06	Discuss TSFD considerations and actions in the EMD phase
<b>ACQ 230.U14.01</b>	<b>Given an acquisition program scenario, implement IA&amp;E activities during the EMD phase</b>
ACQ 230.U14.01.01	Describe the factors that need to be considered in developing an International Business Plan
ACQ 230.U14.01.02	Describe FMS planning considerations during the EMD phase
ACQ 230.U14.01.03	Describe management and funding considerations in the development of exportable configurations
ACQ 230.U14.01.04	Describe alternative forms of cooperation during the EMD phase and their management structure
ACQ 230.U14.01.05	Discuss the logistics planning activities that should take place during the EMD phase
ACQ 230.U14.01.06	Discuss TSFD considerations, actions, and approvals that should be addressed during the EMD phase
<b>ACQ 230.U15.01</b>	<b>Relate industry views on the importance of IA&amp;E, associated challenges, and best practices</b>
ACQ 230.U15.01.01	Illustrate the importance of international business to U.S. defense industry
ACQ 230.U15.01.02	Describe challenges U.S. industry faces in dealing with the USG
ACQ 230.U15.01.03	Discuss the relationship between U.S. industry and the USG on international acquisition programs
<b>ACQ 230.U16.01</b>	<b>Describe unique ethical considerations pertaining to international acquisition programs</b>
ACQ 230.U16.01.01	Relate the principles of ethical conduct for government employees to international acquisition situations
ACQ 230.U16.01.02	Apply U.S. law provisions on receipt and disposition of foreign gifts
ACQ 230.U16.01.03	Recognize and apply provisions of the U.S. Foreign Corrupt Practices Act
<b>ACQ 230.U17.01</b>	<b>Discuss key IA&amp;E outcomes and tasks in the Production and Deployment (P&amp;D) phase</b>
ACQ 230.U17.01.01	Describe alternative forms of cooperation during the P&D phase and their management structure
ACQ 230.U17.01.02	Describe industrial structures used on cooperative programs
ACQ 230.U17.01.03	Describe FMS program management considerations during the P&D phase
ACQ 230.U17.01.04	Describe hybrid programs and coordination requirements
ACQ 230.U17.01.05	Discuss TSFD and export control considerations and actions in the P&D phase
<b>ACQ 230.U18.01</b>	<b>Given an acquisition program scenario, implement IA&amp;E activities during the P&amp;D phase</b>
ACQ 230.U18.01.01	Describe the organizational and cross-cultural challenges faced by a Program Management Office (PMO) in view of the diverse set of ICP, FMS, and DCS partner/customer nations
ACQ 230.U18.01.02	Describe the breadth and depth of partner/customer nation participation in a PMO's P&D phase contracting efforts that support P&D MOU and FMS Letter of Offer and Acceptance (LOA) transactions
ACQ 230.U18.01.03	Describe prime and subcontractor P&D MOU workshare and FMS LOA offset arrangements on a PMO's P&D phase activities
ACQ 230.U18.01.04	Describe a hybrid set of FMS/DCS P&D transactions in support of a USG Building Partner Capacity (BPC) initiative with a non-traditional customer nation



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### ACQ 230 - International Acquisition Integration

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ACQ 230.U18.01.05	Describe PMO arrangements for P&D phase MOU Cooperative Program Personnel (CPPs), FMS Foreign Liaison Officers (FLOs), and other foreign government/industry visitors to the PMO and its contractors
<b>ACQ 230.U19.01</b>	<b>Discuss key IA&amp;E outcomes and tasks in the Operations and Support (O&amp;S) phase</b>
ACQ 230.U19.01.01	Discuss how logistics support can be provided on an international acquisition program
ACQ 230.U19.01.02	Describe alternative forms of cooperation during the O&S phase
ACQ 230.U19.01.03	Identify life cycle support challenges on complex international acquisition programs
<b>ACQ 230.U20.01</b>	<b>Given an acquisition program scenario, implement IA&amp;E activities during the O&amp;S phase</b>
ACQ 230.U20.01.01	Describe the potential ethical challenges that a program could face in view of the diverse set of ICP, FMS, and DCS partner/customer nations and their industries
ACQ 230.U20.01.02	Describe ICP MOU and FMS LOA logistics support arrangements in accordance with provisions that govern this area
ACQ 230.U20.01.03	Describe DCS, Hybrid, and BPC transactions in support of USG BPC initiatives with additional allied and friendly nations
ACQ 230.U20.01.04	Describe partner/customer nation participation in a PMO's Product Upgrade efforts consistent with provisions that govern this area
ACQ 230.U20.01.05	Describe TSFD and export control challenges encountered during the O&S Phase by a PMO
<b>ACQ 230.U21.01</b>	<b>Given an acquisition program scenario, propose solutions to resolve IA&amp;E challenges often faced by program teams</b>
ACQ 230.U21.01.01	Propose potential solutions to resolve problems due to cost growth on an on-going International Cooperative Program (ICP)
ACQ 230.U21.01.02	Address resource issues associated with design, development, and testing of exportable configurations needed to implement a program's international acquisition objectives
ACQ 230.U21.01.03	Propose courses of action to resolve customer nation complaints about lack of participation and transparency in their dealings with the DoD
ACQ 230.U21.01.04	Address international acquisition transaction problems caused by unpredictable USG/DoD TSFD "pipe" decisions
ACQ 230.U21.01.05	Address program integration problems associated with inadequately planned and harmonized hybrid DCS – FMS transactions