



## Objectives Sheet

### ACQ 340 - Advanced International Management Workshop

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

<b>ACQ 340.U01.01</b>	<b>The student will be able to integrate statutory, regulatory, and policy requirements into international armaments cooperation (IAC) activities.</b>
ACQ 340.U01.01.01	Assess briefings and discussions on relevant Presidential, Congressional, Department of Defense, Departments of State, Commerce, and Treasury, and MILDEP guidance for IAC, and apply the guidance to develop an international partnership strategy.
ACQ 340.U01.01.02	Formulate Technology Development and Acquisition Strategies based on DoD 5000 series directives and instructions consistent with the international partnership strategy.
ACQ 340.U01.01.03	Employ knowledge of the policies and strategies by drafting and justifying a Summary Statement of Intent (SSOI) for an IAC project.
ACQ 340.U01.01.04	Draft an IAC International Agreement that conforms to policy guidance.
<b>ACQ 340.U02.01</b>	<b>The student will be able to organize and blend stakeholder needs and requirements from both domestic and international programs and use the result to formulate a viable international strategy.</b>
ACQ 340.U02.01.01	Describe the perspectives of stakeholders in a domestic defense acquisition program.
ACQ 340.U02.01.02	Describe the perspectives of stakeholders in an IAC defense acquisition program.
ACQ 340.U02.01.03	Develop and defend a U.S. Department of Defense (DoD) position for an IAC program that becomes the basis for international negotiation.
<b>ACQ 340.U03.01</b>	<b>The student will be able to integrate political-military principles into domestic and international customer/partner relationships.</b>
ACQ 340.U03.01.01	Prioritize the capabilities of potential international partners from briefings and discussions of economic circumstances, national priorities, technical abilities, defense needs and business approaches found in the global workplace.
ACQ 340.U03.01.02	Contrast different cultural styles to enable compromise so all participants are pleased with the outcome.
ACQ 340.U03.01.03	Propose creative solutions based on awareness of the fundamental differences between potential international partners.
<b>ACQ 340.U04.01</b>	<b>The student will be able to manage the Office of the Secretary of Defense (OSD) IAC business process leading to measureable benefit in a defense acquisition program.</b>
ACQ 340.U04.01.01	Prepare appropriate documentation to gain approval to negotiate and conclude an International Agreement that defines an IAC program.
ACQ 340.U04.01.02	Assess and evaluate the technical capabilities of prospective international partners to enable the development of a sound business case for an IAC program.
ACQ 340.U04.01.03	Draft a cohesive International Agreement that specifies objectives, scope of work, management structure, financial and contracting provisions, information disclosure and use rights, third party sales and transfer procedures using current DoD-approved software tools.
ACQ 340.U04.01.04	Formulate a negotiation strategy and apply it to a simulated international defense acquisition program.
<b>ACQ 340.U05.01</b>	<b>The student will be able to conduct an International Agreement negotiation.</b>
ACQ 340.U05.01.01	Prepare a U.S. DoD team for taking part in an IAC agreement negotiation by defining roles and missions for all team members.
ACQ 340.U05.01.02	Formulate a distinct national position in accordance with U.S. policy on a range of contentious issues commonly encountered in IAC agreement negotiations.
ACQ 340.U05.01.03	Articulate appropriate national positions during a formal negotiation session with a view toward acceptable compromise in a negotiated International Agreement text.