



Objectives Sheet

ACQ 380 - International Acquisition Management

Course Learning/Performance Objectives followed by enabling learning objectives

ACQ 380.U01.01	Given DoD International Acquisition and Exportability (IA&E) reference materials and related online resources, demonstrate familiarity with primary source DoD IA&E policy guidance directives and instructions
ACQ 380.U01.01.01	Locate primary DoD IA&E policy documents
ACQ 380.U01.01.02	Recognize major DoD IA&E policy elements
ACQ 380.U02.01	Given course materials, critical thinking recourses, and related references, analyze an organization or program to identify IA&E improvement opportunities and write a proposal for making relevant improvements incorporating best practices
ACQ 380.U02.01.01	Examine how an organization or program deals with IA&E activities
ACQ 380.U02.01.02	Select an appropriate IA&E improvement opportunity
ACQ 380.U02.01.03	Formulate a project proposal for IA&E improvements in a specific organization or program
ACQ 380.U03.01	Given Critical Thinking (CT) videos and other relevant resources, examine critical thinking with regard to IA&E activities and enhanced DoD decision-making
ACQ 380.U03.01.01	Recognize the definition of CT and related tools/models with regard to effective decision-making in the workplace
ACQ 380.U03.01.02	Demonstrate the value of applying CT knowledge, skills, and abilities in the workplace
ACQ 380.U03.01.03	Examine how people think, and how this influences their ability to assess problems and develop solutions
ACQ 380.U03.01.04	Examine circumstances that require use of applied CT to improve decision making
ACQ 380.U03.01.05	Analyze typical and complex IA&E workplace situations
ACQ 380.U03.01.06	Choose appropriate CT tools across the spectrum of workplace situations to achieve optimal IA&E related outcomes
ACQ 380.U04.01	Given pre-course reading materials, recognize new IA&E related laws, policies, and guidance that affect planning and executing acquisition programs
ACQ 380.U04.01.01	Recognize recent changes to IA&E laws and policies
ACQ 380.U04.01.02	Identify applicable DAU job aids
ACQ 380.U05.01	Given an IA&E practical exercise, related lessons, and job support tools, examine program characteristics and conduct an IA&E Assessment for an acquisition program under development in accordance with DoD policy guidance and best practices
ACQ 380.U05.01.01	Analyze allied and friendly nation interoperability requirements
ACQ 380.U05.01.02	Analyze program protection issues
ACQ 380.U05.01.03	Analyze international cooperative opportunities
ACQ 380.U05.01.04	Analyze potential international markets
ACQ 380.U06.01	Given an Acquisition Strategy lesson and related tools/materials, examine DoD laws, policies, and IA&E considerations needed to develop a program's Acquisition Strategy that fully considers IA&E opportunities and constraints in accordance with DoD policy guidance directives and instructions
ACQ 380.U06.01.01	Analyze benefits of and constraints on foreign industry participation in DoD acquisition
ACQ 380.U06.01.02	Analyze forms of international cooperative programs for applicability
ACQ 380.U06.01.03	Analyze a program's potential for foreign sales to assist in determining how exportability should be addressed.
ACQ 380.U06.01.04	Examine IA&E considerations in a program's business strategy
ACQ 380.U06.01.05	Analyze the content of the International Involvement section of an Acquisition Strategy
ACQ 380.U07.01	Given a case study, job support tools, critical thinking resources, and related lessons/materials, evaluate a case study scenario involving a dilemma associated with international aspects of a program's acquisition strategy and synthesize relevant IA&E knowledge and critical thinking constructs to propose a preferred course of action with rationale in accordance with DoD policy guidance directives and instructions
ACQ 380.U07.01.01	Analyze an international-related Acquisition Strategy dilemma (who, what, why, when) with regard to the fundamental issues
ACQ 380.U07.01.02	Evaluate alternatives to address the Acquisition Strategy dilemma
ACQ 380.U07.01.03	Select a preferred course of action (with rationale)
ACQ 380.U08.01	Given a Defense Exportability lesson, and related tools/materials, examine DoD laws, policies and IA&E considerations, plan and synchronize technology security and exportability efforts to enhance international acquisition outcomes at the Program Management Office (PMO) level in accordance with DoD policy guidance directives and instructions
ACQ 380.U08.01.01	Examine the IA&E aspects of system security engineering and program protection
ACQ 380.U08.01.02	Evaluate Technology Security and Foreign Disclosure (TSFD) "pipe" impacts on program exportability
ACQ 380.U08.01.03	Analyze Defense Exportability Features (DEF) design and development alternatives
ACQ 380.U08.01.04	Examine appropriate international security measures and how USG export control measures affect international acquisition efforts



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ACQ 380.U08.01.05	Examine how U.S. Government export control measures affect international acquisition efforts
ACQ 380.U08.01.06	Examine typical exportability challenges and develop effective solutions
ACQ 380.U09.01	Given a Working with Industry lesson and related support tools/materials, analyze industry motivations, examine USG and industry IA&E cooperation, and assess the importance of the relationship in accordance with DoD policy guidance directives and instructions
ACQ 380.U09.01.01	Examine defense industry perspectives and motivations on IA&E activities
ACQ 380.U09.01.02	Examine United States Government (USG) engagement and cooperation with industry on their international business development activities
ACQ 380.U09.01.03	Examine the IA&E opportunities and challenges encountered by USG and industry during program planning and execution
ACQ 380.U09.01.04	Characterize effective USG and industry cooperation on key IA&E efforts
ACQ 380.U10.01	Given an industry-related guest speaker and related resources, examine IA&E issues and outcomes from the DoD-Industry perspective and its impact on DoD decision-making
ACQ 380.U10.01.01	Question industry-related perspectives with regard to current DoD defense sales issues and related outcomes
ACQ 380.U10.01.02	Question industry-related perspectives with regard to current TSFD and Export Control issues and related outcomes
ACQ 380.U11.01	Given an International Cooperative Program (ICP) lesson, related tools/related materials, examine ICPs in accordance with DoD policy guidance directives and instructions
ACQ 380.U11.01.01	Examine ICP benefits and challenges
ACQ 380.U11.01.02	Examine how cooperative opportunities are identified and assessed
ACQ 380.U11.01.03	Compare ICP and DoD acquisition processes and describe key synchronization and alignment aspects
ACQ 380.U11.01.04	Examine the PMO role in the International Agreements process
ACQ 380.U11.01.05	Examine the similarities and differences in executing an ICP as compared to domestic acquisition and FMS programs
ACQ 380.U12.01	Given an IA&E scenario involving international business planning with divergent USG and industry views, effectively use negotiations among stakeholders to reach agreement in accordance with DoD policy guidance directives and instructions
ACQ 380.U12.01.01	Write proposed Courses of Action (COAs)
ACQ 380.U12.01.02	Appraise proposed COAs
ACQ 380.U12.01.03	Defend rationale for the recommended COA(s)
ACQ 380.U12.01.04	Reconcile divergent USG and industry stakeholders' perspectives and reach agreement on a proposed COA
ACQ 380.U13.01	Given a case study, job support tools, critical thinking resources, and related lessons/materials, evaluate a defense exportability dilemma and synthesize relevant IA&E knowledge and critical thinking constructs to propose a preferred course of action with rationale in accordance with DoD policy guidance directives and instructions
ACQ 380.U13.01.01	Analyze a defense exportability situation (who, what, why, when) with regard to the fundamental issues
ACQ 380.U13.01.02	Evaluate alternatives to address the defense exportability dilemma
ACQ 380.U13.01.03	Select a preferred course of action (with rationale)
ACQ 380.U14.01	Given a Foreign Military Sales (FMS) lesson, related tools/materials, analyze and synthesize acquisition best practices on a DoD weapon system sale to improve outcomes for the FMS customer in accordance with DoD policy guidance directives and instructions
ACQ 380.U14.01.01	Recognize FMS customer concerns with the FMS process
ACQ 380.U14.01.02	Examine acquisition management best practices in each phase of the FMS program acquisition cycle
ACQ 380.U14.01.03	Synchronize Technology Security and Foreign Disclosure (TSFD) approvals with program requirements
ACQ 380.U14.01.04	Examine how challenges on complex and high risk FMS programs can be addressed
ACQ 380.U14.01.05	Examine recent DSCA and Congressional initiatives
ACQ 380.U15.01	Given a case study, job support tools, critical thinking resources, and related lessons/materials, evaluate an ICP dilemma, synthesize relevant IA&E knowledge and critical thinking constructs to propose a preferred course of action with rationale in accordance with DoD policy guidance directives and instructions
ACQ 380.U15.01.01	Analyze an ICP situation (who, what, why, when) with regard to the fundamental issues
ACQ 380.U15.01.02	Evaluate alternatives to address the ICP dilemma
ACQ 380.U15.01.03	Select a preferred course of action (with rationale)
ACQ 380.U16.01	Given an International Business Plan lesson and related support tools/materials, plan and synchronize IA&E activities to enhance acquisition outcomes and contribute to Security Cooperation objectives
ACQ 380.U16.01.01	Examine the benefits of the PMO taking a lead role in planning IA&E activities
ACQ 380.U16.01.02	Examine the key IA&E aspects that should be addressed in International Business Plan development



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ACQ 380.U16.01.03	Examine the benefits of establishing a "set" of exportable configurations for the program
ACQ 380.U16.01.04	Examine how different international acquisition program mechanisms can be leveraged in the program's P &D and O&S acquisition phases
ACQ 380.U16.01.05	Examine the relationship between the PMO and U.S. industry in IA&E planning and execution
ACQ 380.U17.01	Given a case study, job support tools, critical thinking resources, and related lessons/materials, evaluate an FMS program dilemma, synthesize relevant IA&E knowledge and critical thinking constructs to propose a preferred course of action with rationale in accordance with DoD policy guidance directives and instructions
ACQ 380.U17.01.01	Analyze a FMS situation (who, what, why, when) with regard to the fundamental issues
ACQ 380.U17.01.02	Evaluate alternatives to address the FMS dilemma
ACQ 380.U17.01.03	Select a preferred course of action (with rationale)
ACQ 380.U18.01	Given a panel discussion between OSD senior leaders, examine IA&E issues and outcomes and their impact on international program planning and execution
ACQ 380.U18.01.01	Question OSD perspectives with regard to current DoD defense sales issues and related outcomes
ACQ 380.U18.01.02	Question OSD perspectives with regard to current DoD international cooperation issues and related outcomes
ACQ 380.U19.01	Given a series of IA&E questions and job support tools, select key IA&E best practices at the PMO-level to enhance DoD acquisition outcomes and contribute to Security Cooperation objectives
ACQ 380.U19.01.01	Examine key best practices that PMOs should use to establish and implement an integrated approach to domestic and IA&E program management activities
ACQ 380.U19.01.02	Select IA&E best practices throughout the acquisition life-cycle to achieve effective and efficient program results
ACQ 380.U19.01.03	Examine the key characteristics of PMOs that successfully lead and manage the IA&E aspects of their programs