



## Why International Acquisition

U.S. National Security and Defense Strategic guidance, and acquisition policy, emphasize the importance of developing and fielding DOD systems and equipment that are interoperable with and exportable to allied and friendly nations.

A trained defense acquisition workforce performs an essential role in enhancing allied and partner nation capabilities and interoperability.

Benefits of considering International Programs:

- Operational effectiveness in coalitions with partners
- Political-military relationships
- Access to new/improved global technology
- Economic benefits for USG and industry
- Stronger U.S. and allied industrial base

*"...The Department <of Defense> will prioritize interoperability and enable coalitions with enhanced capabilities, new operating concepts, and combined, collaborative force planning. " –NDS, Oct 2022*

*"Sustaining the force globally, as it relates back to acquisition, and doing this with partners – its just going to keep going. <It is> more important than ever."*

*- Dr. William LaPlante, USD (A&S)*

**International Acquisition/ Security Cooperation (IA/SC)** refers to the entire spectrum of activities that the defense acquisition workforce engages in with allied and friendly nations and other foreign entities.

IA/SC is a cross - functional knowledge area that helps Program Managers and other functional areas navigate the intricacies of international acquisition within the Defense Acquisition System.

### **Knowledge Area Competencies:**

- International Program Planning
- Sales and Transfers
- International Cooperative Programs
- Technology Security and Foreign Disclosure
- Defense Exportability Integration

<https://www.dau.edu/knowledge-areas/international-acquisition-security-cooperation>



# DAU

International Acquisition Center



### **Contact Us**

InternationalHelp@dau.edu

**Follow us @DAUNow**



**YOUR PARTNER in  
INTERNATIONAL  
ACQUISITION and  
SECURITY  
COOPERATION**



## International Acquisition Courses

- Fundamentals of Tech Security/Transfer  
\*ACQ 1300 (Online Training Course (OLT))
- International Acquisition Planning  
INT 2300V (Virtual Instructor-led Training (VILT))
- Managing International Defense Acquisition  
INT 3800V (VILT)
- International Acquisition/Security Cooperation  
Foundation, INT 1110 (OLT)
- Summary Statement of Intent (SSOI), INT 1140 (OLT)
- International Acquisition/Security Cooperation Prgm  
Mgmt, INT 2110 (OLT)

**\*DAU is transitioning “ACQ” series courses to “INT” for all content related to International Acquisition**

### JOB SUPPORT TOOLS:

- International Acquisition & Exportability (IA&E) Assessment
- Acquisition Strategy
- Defense Exportability Integration
- International Cooperative Program
- Foreign Military Sales
- International Business Planning

## International Mission Assistance

### DAU Consulting and Workshops are:

- Tailored to your needs
- Zero cost (virtual delivery) for DOD offices
- Travel reimbursable (on-site) for DOD offices

### International Acquisition Topics:

- Acquisition Strategy – International Considerations
- International Cooperative Programs
- Technology Security & Foreign Disclosure
- Complex FMS Programs
- Defense Exportability

Start your DAU workshop or consulting journey here:

<https://www.dau.edu/courses/wsm-021>



### Visit our Community of Practice:

- Comprehensive Resources
- Interactive Forums
- Community Events
- Community Announcements
- Expert Guidance

Visit the International Acquisition Mgmt Community of Practice:

<https://www.dau.edu/cop/iam>



**DAU partners with the Defense Security Cooperation University (DSCU) to provide training to the Security Cooperation Workforce on acquisition related competencies.**



## International Credential

The **International Acquisition/Security Cooperation (IA/SC) Program Manager Credential (CACQ-012)** enhances Program Manager’s ability to plan and execute IA/SC activities for improved DOD acquisition outcomes that help build foreign partner capabilities.

Provides foundational knowledge in the following areas:

- International Acquisition and Exportability Overarching Policies
- Analyzing and Planning International Activities
- Planning and Executing International Transactions
- Challenges and Opportunities Across the Acquisition Life cycle
- Program Management Organization Best Practices