The International Defense Acquisition Resource Management (IDARM) program at the Naval Postgraduate School in Monterey, California, offers a wide range of defense acquisition resource management offerings to our partner nations.

IDARM program activities are designed to strengthen defense acquisition processes and decision making. IDARM offers a wide range of program offerings in the acquisition and resource management field, including:

- Defense Acquisition Management
- Logistics and Life Cycle Management
- Procurement and Contracting
- Project Management
- Negotiations

Developed and taught by NPS faculty and subject-matter experts, program offerings are tailored to conform to the governmental structure and national acquisition processes in use in the host nation. Specific consideration is always given to how defense acquisition processes must support the national security strategy.

IDARM program offerings are delivered via Mobile Education Teams (METs) and resident courses conducted on campus at the Naval Postgraduate School in Monterey.

Program offerings can cover a combination of interrelated subjects or provide a more in-depth examination on a specific area of interest. Models combine lecture and working group exercises. The case studies are designed to emphasize targeted learning objectives.

Resident courses and mobile courses are E-IMET certified.

Note: Course costs are estimates and are subject to change.
MASL # P159200
This course provides an understanding of the underlying concepts, fundamentals and philosophies of the defense acquisition management process and the practical application of program management methods within this process to achieve international security goals. The course addresses management characteristics and competencies, control policies and techniques, systems analysis methods, risk management, and functional area concerns.

Course topics include:

- Evolution and current state of defense acquisition policies and management practices in a defense environment characterized by civilian control of the military
- Program/project planning, organizing, staffing, directing and controlling
- Business and financial management
- Capabilities based requirements planning
- Risk management
- Logistics planning and implementation
- Supply chain management
- Life cycle cost management
- Strategies for building and sustaining accountability in defense acquisition decision making

Case studies are used throughout the course to analyze various acquisition issues and craft management solutions to a wide variety of defense policy and program execution issues.

MASL # P159202
The course provides an in-depth examination of policy, procedures and best practices applicable to all phases of the procurement and contracting process. During the course, international practices which include the U.S. and other models for procurement and contracting are examined. The goal is to enable course participants to understand and implement, to the extent possible, the principles of efficient and effective procurement and contracting systems.

Course topics include:

- Transparency, fraud, and ethics
- Procurement policies
- Contracting for services
- Procurement planning; market research
- Writing and reviewing work specifications
- Developing requests for tenders
- Source selection
- Evaluation techniques
- Analysis of technical and price proposals
- Contract interpretation
- Contract administration/management
- Contract closeout

Additionally, the course includes in-depth discussions of development and use of reporting systems and creation and sustainment of a professional procurement workforce.

The “back-to-back” scheduling of the resident courses affords participants the option of attending one, two or all three of the courses.

MASL # P179069
The course focuses on planning and preparing for negotiations with a special emphasis on negotiation of complex issues in international armament contracts. Course participants learn their negotiating style preference and how and when to adapt their negotiation styles. Key course objectives include developing an understanding of cross cultural negotiations and structured approaches to planning and preparing for negotiations. Participants will learn and apply various negotiation techniques and understand their situational use.

Course topics include:

- Fact finding techniques
- Selection of negotiators
- Use of teams in negotiations
- Strategies and tactics for effective negotiations
- Ethics
- Analytical methodologies
- Relationship building in negotiations
- Developing negotiation positions, arguments and counter arguments
- Timing and pace
- Cultural considerations
- Communication and language barriers
- Completing the negotiation
- Drafting, signing and enforcing negotiation agreements

Extensive negotiation exercises focus on the analysis of information, planning for negotiations, preparation of a formal negotiation plan, actual negotiations and completion of a negotiation agreement.