

# International Defense Acquisition Negotiations, In Residence Course

(MASL #P179069)

The International Defense Acquisition Resource Management Program (IDARM) offers a two-week Expanded International Military Education and Training (EIMET) approved course entitled “International Defense Acquisition Negotiations,” at the Naval Postgraduate School, Monterey, California twice yearly. The key objectives of this course are to: develop an understanding of cross-cultural negotiations; familiarize course participants with a structured approach to planning and preparing for negotiations; examine analytical techniques and fact finding methodologies as aids to developing a negotiation position and best alternatives to a negotiation position; learn and apply various negotiation strategies and tactics and understand their situational use; and provide an opportunity to prepare a negotiation plan and to actually negotiate complex issues in difficult negotiation situations.

The course is taught by resident faculty from the School of International Graduate Studies and Graduate School of Business and Public Policy. Faculty lectures are augmented by presentations from distinguished practitioners who are negotiation experts. The course focuses on planning and preparing for negotiations with a special emphasis on negotiation of complex issues in a multi-cultural environment. Extensive in class negotiations are conducted. Course participants learn their negotiating style preference and how and when to adapt their negotiation styles given the behavior and goals of the parties. Topics include fact finding techniques, gathering and use of information, selection of negotiators, characteristics of good negotiators, use of teams in negotiations, strategies and tactics for effective negotiations, ethics, types of power bases, analytical methodologies, relationship building in negotiations, developing negotiation arguments and counterarguments, developing negotiation positions, timing and pace, cultural considerations, communication and language barriers, identifying best alternatives to a negotiation position, completing the negotiation, drafting and signing negotiations agreements and enforcing negotiation agreements. A capstone multi-cultural negotiation exercise focuses on the analysis of information, preparation of a formal negotiation plan, planning for negotiations, actual negotiations and completion of a negotiation agreement.

## **Participants**

This course is designed for U.S. and international military officers and civilian equivalents of grades 04-06, who directly or indirectly contribute to development of negotiation positions, conduct analysis of information or participate in negotiations. Countries are encouraged to nominate more than one participant.

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