

# Principles of Defense Procurement and Contracting, In Residence Course

(MASL #P159202)

The International Defense Acquisition Resource Management Program (IDARM) offers a two-week Expanded International Military Education and Training (EIMET) approved course entitled “Principles of Defense Procurement and Contracting,” at the Naval Postgraduate School, Monterey, California twice yearly. The key objectives of this course are to: provide course participants with an understanding of the fundamental concepts and challenges associated with national and global defense contracting and procurement; examine requirements definition and tendering and sourcing methodologies with a focus on the characteristics of efficient and effective contract and procurement systems; and assist countries in their efforts to develop and institutionalize transparent, efficient and effective contract and procurement systems. 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 subject matter experts in various topics within procurement and contracting. The course provides a practical examination of defense procurement and contracting issues. It includes a comparative analysis of the United States, European Union and NATO models of contracting. Participants examine the methodologies that ensure needs based requirements, work in groups to develop and issue requests for tender and apply reasoned decision making in supplier selection. Post award contract management is also discussed during the course. Additionally, international best practices are examined along with the challenges associated with institutionalizing efficient and effective procurement systems. Topics include transparency, ethics, procurement planning, defining requirements, tendering methods, payment considerations, intellectual property rights, performance and delivery issues, source selection methods, receipt, evaluation and control of tenders, contract administration, negotiations, workforce professionalization and contract reporting considerations.

## **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 procurement and contracting from a policy or operational perspective (materiel planners, requirements developers, end users, contract managers, analysts, tender evaluators, contract negotiators and source selection decision makers). Countries are encouraged to nominate more than one participant.

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