



INTERNATIONAL DEFENSE ACQUISITION NEGOTIATIONS IN-RESIDENCE COURSE MASL P179069

Overview: The International Defense Acquisition Resource Management Program (IDARM) offers an eight day in-residence course entitled “International Defense Acquisition Negotiations,” at the Naval Postgraduate School, Monterey, California. This course focuses on planning and preparing for negotiations with a special emphasis on negotiation of complex issues in international armament contracts. Extensive in class negotiations are conducted. Participants learn their negotiating style preference and how and when to adapt their negotiation styles given the behavior and goals of the parties.

Objectives:

1. Develop an understanding of cross cultural negotiations.
2. Examine analytical techniques and fact finding methodologies as aids to developing a negotiating position and best alternatives to a negotiating position.
3. Understand and apply various negotiation strategies and tactics and understand their situational use.

Topics: Topics include fact finding techniques, selection of negotiators, strategies and tactics for effective negotiations, ethics, 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 negotiating position, completing the negotiation, drafting and signing negotiations agreements and enforcing negotiation agreements.

Faculty: 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 defense acquisition negotiation.

Participants: This course is designed for international military officers and civilian equivalents of grades O4-O6, 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. Early programming is encouraged as course quotas are limited to 25 participants.

Course Dates: The course is offered in April and November (fifth quarter event) of each year. Participants shall plan to arrive at the Monterey Regional Airport (MRY) on the Saturday prior to the course start date and depart on the Thursday after the course end date. This eight day course can be exported and customized given a country’s specific requirements. In-country MASL is P309131.

Contact Information:

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