
Defense Institute of Security Assistance Management Training Initiatives for International Customers

By

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DISAM has been conducting courses for our international partners for over twenty years. The material presented in these courses range from broad, introductory topics to focused, advanced information. Traditionally, DISAM has offered three options for introductory training to our international partners:

- Resident training at DISAM, Wright-Patterson Air Force Base, Ohio which have focused on an introductory cradle-to-grave review of all security assistance programs with an emphasis on foreign military sales (FMS).
- Mobile education teams (METs) training at a customer's location which have offered a curriculum similar to the resident course with flexibility to focusing training on specific security assistance subjects of interest to the students.
- To review U.S. programs in a specific U.S. military regional Unified Command.

Advanced security assistance training, however, has been limited to mobile education team (MET) training on specific subjects of interest. These METs typically are taught to 30-40 students from one interested nation. Occasionally, a group of geographically neighboring nations with similar training needs would request a regional MET on advanced topics of interest. DISAM has never regularly scheduled such advanced training as part of our normally offered courses.

Last spring, the Foreign Procurement Group (FPG) visited DISAM. (The Foreign Procurement Group is a Washington, D.C. based organization consisting of foreign procurement personnel responsible for managing their nation's security assistance programs.) While applauding DISAM's current introductory course (SAM-F), they had three specific requests for additional training to foreign customers.

First, the FPG asked that DISAM consider offering a regionally focused one week security assistance overview course. Such a course would not offer the detailed information presented in SAM-F, but would add background on U.S. security cooperation efforts in a specific region. Attendance would be focused on mid to senior level procurement personnel with an interest in a short course covering the basic processes of the FMS system.

The second FPG request concerned a need for advanced FMS training. A number of FPG members had previously received advanced training METs. These countries had a continuing need for a small number of students to continue to receive such training, but could not regularly amass the thirty students required for a DISAM MET. Other FPG members had interest in such training, but never would need more than 2-3 students trained in a given year

The final request was for on-line training to introduce new personnel to the security assistance process.

Based upon these requests, DISAM is testing the curriculum changes discussed in the remainder of this article.

DISAM International Courses to Be Offered in Germany during July 2004 Security Assistance Management - Foreign Purchaser Orientation (SAM-OF, MASL D262706, 80 ECL required)

The course is designed to meet the educational requirements of mid to senior level security assistance partners who do not need the in-depth coverage of the SAM-F course.

This course has three objectives:

- To provide a brief overview of the entire security assistance management system to include legislation, policy, planning and programming, finance, transportation, logistics, and training management.
- To provide an understanding of the FMS process in comparison to direct commercial sales with the U.S. defense industry.
- To review U.S. programs in a specific U.S. military regional unified command.

The overview will prove very beneficial to managers of personnel who perform the technical and administrative details associated with security assistance.

SAM-OF is intended to be offered only once each year. The course will be held regionally, to increase the possibility that nearby senior officials will be able to attend. Course costs will vary due to changing class size and location, but should be approximately \$500-\$1000 (or \$1000-\$2000 if including lodging).

Security Assistance Management – Advanced International Logistics (SAM-IL, MASL D251302, 80 ECL required)

This course is designed to provide overseas personnel who are directly involved in or concerned with foreign military sales (FMS) requisitions and materiel movement with a comprehensive understanding and application of the policies, procedures, systems and actions necessary to move FMS materiel from its initial requisition to its shipment to the customer's final destination. The objective is to understand the functions of key organizations involved in materiel distribution, to include the International Logistics Control Organizations (ILCOs), Defense Logistics Agency (DLA), contractors and freight forwarders. Students will understand the proper procedures for submitting requisitions, how to read delivery documents, and other important FMS logistical documents.

Previous attendance at SAM-F and at least six months of security assistance experience is highly encouraged. Previous completion of SAM-F, SAM-OF, or SAM-OC is required.

SAM-IL is intended to be offered only once each year. The course will be held regionally following SAM-OF and concurrent with SAM-IF and SAM-IT. Course costs will vary due to changing class size and location, but should be approximately \$500-\$1000 (or \$1000-\$2000 if including lodging).

Security Assistance Management – Advanced International Finance (SAM-IF, MASL D256013, 80 ECL required)

The international financial management course is designed to provide overseas personnel who are directly involved in or concerned with foreign military sales a comprehensive understanding of pricing, funds management, and billing. The course will also cover the

application of the policies, methods, systems, and actions necessary for the effective overseas financial management of foreign military sales (FMS) cases – emphasizing the understanding of critical financial documents.

Previous attendance at SAM-F and at least six months of security assistance experience is highly encouraged. Previous completion of SAM-F, SAM-OF, or SAM-OC is required.

SAM-IF is intended to be offered only once each year. The course will be held regionally following SAM-OF and concurrent with SAM-IL and SAM-IT. Course costs will vary due to changing class size and location, but should be approximately \$500-\$1000 (or \$1000-\$2000 if including lodging).

Security Assistance Management Course - International Training Management (SAM-IT, MASL D262707, 80 ECL required).

This course is designed for international training managers representing international purchaser/recipient countries and international organizations. It provides students an opportunity to study the currently available automated systems that support the security assistance training program. The course provides an overview of management of the U.S. international training program and a functional use of the International Security Assistance Network, the International Training Management System, and the various internet web sites that provide management information for international training managers. General course objectives are threefold:

- To increase student understanding of the overall management of training acquired through the U.S. security assistance program
- To improve student knowledge of the automated training management systems to enhance communications between purchaser/recipient country training managers and their U.S. supporting agencies, thereby enhancing the overall efficiency of security assistance training program management.

SAM-IT is also taught in residence at DISAM four times each year following each SAM-F residence course

Previous attendance at SAM-F and at least six months of security assistance experience is highly encouraged. Previous completion of SAM-F, SAM-OF, or SAM-OC is required.

The course will be held regionally following SAM-OF and concurrent with SAM-IL and SAM-IF. Course costs will vary due to changing class size and location, but should be approximately \$500-\$1000 (or \$1000-\$2000 if including lodging).

Summer 2003 Course Details

These courses will be prototyped in summer 2003 near Garmisch, Germany:

Orientation Course (SAM-OF)

30-40 students 14-18 July 2003 (arrive 13 July, depart 19 July)

Advanced Logistics (SAM-IL)

10-20 students 21-24 July 2003 (arrive 20 July, depart 25 July)

Advanced Finance (SAM-IF)

10-20 students 21-24 July 2003 (arrive 20 July, depart 25 July)

Advanced Training (SAM-IT)

5-10 students 21-23 July 2003 (arrive 20 July, depart 24 July)

The SAM-IL, SAM-IF, and SAM-IT courses are intended for graduates of SAM-F residence or MET courses. Students may, however, enroll in SAM-OF 14-18 July 2003 and remain for the follow-on logistics, finance, or training management course.

Quotas for these courses are scheduled through the country managers at AFSAT. A request should be directed to the Air Force Security Assistance Training (AFSAT/TO), 315 J Street West, Randolph Air Force Base, Texas 78150-4354. The following information should be included: number of students for each course as applicable (SAM-OF, SAM-IL, SAM-IF, and SAM-IT), funding method (IMET or specific FMS/FMF Case), and waiver requests if needed (IMET, ECL, etc).

Lodging will be reserved by DISAM for each student at the training location (Eibsee Hotel: <http://www.eibsee-hotel.de>). Lodging costs and working lunches will be included in the tuition for these courses.

Although these courses will be emphasizing security assistance in the EUCOM region, attendance is open to interested participants as appropriate from any security assistance customer. DISAM plans to offer these same courses in the PACOM region (tentatively in Honolulu, Hawaii) during July 2004.

Limited seats are available to U.S. security assistance personnel who wish to accompany their host nation students to the SAM-IF, SAM-IL, SAM-IT course. Contact DISAM and your Unified Command Training Manager for SAO (including FSN) approval to attend this training.

DISAM On-Line Training Now Available to Foreign Purchasers

The final FPG request, offering of DISAM's internet based Orientation Course to foreign customers, has now been approved.

DISAM introduced an on-line course, first offered to U.S. government personnel only, in January of 2002. (Please see the *DISAM Journal* Winter 2001-2002 article "Security Assistance Training Now On-Line", by Gary Taphorn and Richard Rempes. http://disam.osd.mil/journals/Journal_Index/v.24_2/taphorn.pdf). With the graduation of our 100th student in January, the DISAM Commandant has decided that the course is now ready to share with our foreign partners.

Security Assistance Management Course - Orientation (SAM-OC, MASLID D178258, 80 ECL required. Offered as Computer Based Training On-Line; 30 hours estimated).

SAM-OC is an entry-level course in security assistance, designed primarily for personnel who are new to the security assistance field, or who perform security assistance duties on a part-time basis. It provides an overview of the full range of security assistance activities, to include legislation, policy, foreign military sales process, logistics, finance, and training management. As computer based training, it offers the advantage of immediate training for employees as soon as they are assigned to a security assistance position, rather than waiting for the next scheduled DISAM resident course. Graduates of SAM-OC who require more training in the course of their security assistance duties should be scheduled for the two-week SAM-F course, or other follow-on instruction. This course is also ideal as a refresher for personnel who are returning to security assistance. For most personnel, it should not be considered a suitable substitute for initial DISAM security assistance education, but can always be used as a precursor to SAM-F. The familiarization with basic terms and concepts of security assistance and cooperation will ultimately be very beneficial to the student when subsequently attending the resident course.

Foreign purchasers may request participation via the Air Force Security Assistance Training Squadron (AFSAT/TO), 315 J Street West, Randolph Air Force Base, TX 78150-4354. The following information should be included: number of students for SAM-CO, funding method (IMET or specific FMS/FMF Case), and waiver requests if needed (IMET, ECL, etc). Once funding is approved, DISAM will contact the requesting organization and provide login/password instructions. Final pricing is not available, but will be approximately \$400-\$800.

Conclusion

DISAM would like to thank the FPG, in particular Dr Jennifer Stewart (current chairperson) and Werner Kaelin (past chairperson) for their efforts to work with DISAM on curriculum improvements. Based on initial reaction, these courses will be very well attended and should promote increased knowledge and efficiency in both the U.S. and our partner's security assistance workforce.

About the Author

Dr. Mark T. Ahles is the Director of the Directorate of International Studies for the Defense Institute of Security Assistance Management. He has previously worked at the National Security Agency, Air Force Logistics Command, and the Air Force Security Assistance Center. Dr. Ahles holds a Ph.D. in Computer and Information Science/Political Science from the Union Institute and University of Cincinnati, Ohio. He holds a reserve commission of Lieutenant Colonel in the Ohio Army National Guard where he serves as State Chemical Officer.