UNDER SECRETARY OF DEFENSE
3010 DEFENSE PENTAGON
WASHINGTON, DC 20301-3010

ACQUISITION,
TECHNOLOGY,
AND LOGISTICS

MEMORANDUM FOR: SEE DISTRIBUTION

SEP 02 2014

SUBJECT: Expansion of International Acquisition Career Path

International cooperation, foreign sale/transfer, and exportability integration activities have been given renewed emphasis in the Department of Defense (DoD) Instruction 5000.02, the Joint Capabilities Integration and Development System instruction, Defense Acquisition University course updates, and with the Defense Exportability Features Pilot Program. The role international acquisition plays as an integral part of DoD's overall acquisition efforts has never been more critical. Increasingly, acquisition professionals in many fields are involved in and have major responsibilities for international acquisition. The identification of all International Acquisition (Intl Acq) positions will ensure that acquisition workforce personnel – regardless of position category – will receive priority for training for successful performance. I hereby authorize the coding of Intl Acq Specialty positions in any functional areas.

Accordingly, based on efforts previously accomplished in identifying Intl Acq positions in the program management career field, acquisition positions in any functional areas with international acquisition duties should be designated using established coding. These duties include implementing or providing support to international cooperative research, development, engineering, test and evaluation, acquisition, life-cycle logistics, foreign military sales, direct commercial sales, building partner capacity transfers, and exportability integration. The revised Intl Acq Specialty Position Category Description is attached. The Functional Leader for the Intl Acq Specialty will, in coordination with affected Functional Integrated Product Teams and the Workforce Management Group, issue Implementing Instructions and Guidance including coding and other implementation requirements.

Please direct questions to Col Gary Salmans, Deputy Director, Coalition Warfare Program, at 571-372-5260 or Gary.L.Salmans2.mil@mail.mil.

Frank Kendall

Attachment:
As stated

DISTRIBUTION:
SERVICE ACQUISITION EXECUTIVES
FUNCTIONAL LEADER, ACQUISITION MANAGEMENT
FUNCTIONAL LEADER, AUDITING
FUNCTIONAL LEADER, BUSINESS, COST ESTIMATING, AND FINANCIAL MANAGEMENT
FUNCTIONAL LEADER, CONTRACTING, PURCHASING, AND PROPERTY
FUNCTIONAL LEADER, ENGINEERING
FUNCTIONAL LEADER, FACILITIES ENGINEERING
FUNCTIONAL LEADER, LIFE CYCLE LOGISTICS
FUNCTIONAL LEADER, INFORMATION TECHNOLOGY
FUNCTIONAL LEADER, SCIENCE AND TECHNOLOGY
FUNCTIONAL LEADER, TECHNICAL MANAGEMENT
FUNCTIONAL LEADER, TEST AND EVALUATION
DIRECTOR, HUMAN CAPITAL INITIATIVES
DIRECTOR, ACQUISITION CAREER MANAGEMENT,
DIRECTOR, COMPONENT ACQUISITION CAREER MANAGEMENT

ATTACHMENT: Position Category Description (PCD) for International Acquisition

Acquisition Workforce Position Category Description (PCD)

Career Field:	Various	
Career Path:	International Acquisition	
Short Title:	INTL	**REF:**
Category Code:	Any	(a) DoDD 5000.52 dtd 12 Jan 2005
Job Specialty 1:	I	(b) DoDI 5000.66 dtd 21 Dec 2005
Date Approved:	TBD	(c) DoD Desk Guide for AT&L Workforce Career
Last Reviewed:	TBD	Management dtd 10 Jan 2006

Notes:

1. This PCD is intended to assist components in designating whether Acquisition designated positions should also be coded with the International Acquisition career path. If the acquisition related duties and responsibilities of the position are specialized and described by the "Career Path Specific Duties" below, the position should be coded.
2. All positions, regardless of career field, designated with this career path are subject to the career path education, training and experience requirements established by the International Acquisition Functional Leader and published in the DAU catalog.

Defense Acquisition Workforce Cross Functional Career Path Specific Duties:

Duties that involve implementing or providing support to international cooperative: research; development; test and evaluation; acquisition and logistical support of programs/projects. More specifically they involve:

- Managing an international defense acquisition program/project or a significant portion or support an international defense acquisition program/project (e.g. life cycle logistics, contracting, systems engineering, business – financial management, test & evaluation, information technology, production, quality & manufacturing) Responsibilities may be broad (e.g., PM, DPM, PSM, PEO, or Deputy Assistant Secretary (International Programs)) or focused (e.g., Assistant PM, contracting officer, or test engineer for a particular function), and may be operational or staff in nature.
- Executing duties guided by DoDD 5000.01, DoDI 5000.02, DoD Issuances governing acquisition programs in the DoD Components, and other acquisition policies addressed in DoD 2000, 5000 and 8000 series. Not covered in this category are basic research programs.

International programs or projects are characterized by one or more of the following criteria.

- Associated with an Acquisition Strategy with an international system or cooperative opportunity identified.
- Associated with an existing AT&L cooperative international agreement as defined in DoD Directive 5530.3, "International Agreements", or upon submission or approval of a Summary Statement of Intent using the USD(AT&L)-issued streamlined procedures in the Defense Acquisition Guidebook as authorized by DoD Instruction 5000.02, Enclosure E10.5.b., for a potential AT&L international agreement.
- Associated with an approved FMS Letter of Offer and Acceptance as defined in the DoD 5105.38-M, "Security Assistance Management Manual" for purposes of International sale, lease, or logistics support of U.S. major defense equipment.
- Designated an international program/project or high-potential future foreign sales program (Foreign Military Sales (FMS) or Direct Commercial Sales) by the USD (AT&L) or Component Acquisition Executive, or as further delegated.

Typical Line and Staff Position Titles: PEO/Deputy, Program Director/Deputy, Program Manager/Deputy, Product Support Manager, Acquisition Manager, Project Officer, Senior Materiel Leader, Material Leader, Systems Sustainment Manager and Project Manager, Program Analyst, Program Integrator/Representative, IPT Lead, Lead Engineer, Test Engineer, International Project Engineer, Test Director/Manager, Contracting Officer, Support Engineer, Country Program Directors, International Program Strategic Planners, and International Agreement Negotiators.

Typical Position Locations: Acquisition organizations within the service components (i.e., Systems Commands, Materiel Commands, DRPMs, PEOs, as well as organizations/field activities directly supporting such

organizations). Other DoD Components, Agencies and OSD/Service/HQ staff elements performing/supporting acquisition related functions, such as: DCMA, DLA, MDA, DTRA.
Recommended Changes/Updates: Forward to: Director, Learning Capabilities Integration Center (Attn: Dir., Academic Programs), Defense Acquisition University, 9820 Belvoir Road, Suite 3, Fort Belvoir, VA 22060-5565 or call 703-805-4090.