

# THE MANAGEMENT OF SECURITY COOPERATION

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## PREFACE

Welcome to the 30th edition of this textbook, the first volume to feature the updated title: *The Management of Security Cooperation*. Since its initial publication in the spring of 1980, this book has been a labor of love and a team effort; from writers and editors to proofreaders and graphic artists – nearly every member of our faculty and staff have contributed to improving “Greenbook” year by year. We have featured the work of 108 different contributing authors. Mr. Michael Layton holds the record for most written appearances; his work has graced every edition since the 2nd; Mr. Frank Campanell holds a close second with 25 editions. Just behind them, Mr. Robert Hanseman and Mr. Charlie Collins are tied with appearances in 23 volumes. Not to be outdone, our graphic artist Mr. Danny Palmer has literally been here since the start—handling illustrations in every edition since the very first printing! Apart from our contributors, we have also seen the work of seven named editors, a rotating editorial staff of over thirty members, and regular suggestions and clarifications from the security cooperation community at large. As we assembled the 30th edition, this year’s team strived to live up to the legacy of the past and the bright future of security cooperation in years to come.

Like *The Management of Security Assistance* before it, this textbook incorporates the most current information available to the Defense Institute of Security Assistance Management (DISAM) regarding U.S. international security programs. To that end, the 30th edition updates and adds to the material on Pseudo Letters of Offer and Acceptance begun in the 29th. It also provides an extended discussion of recommended Foreign Military Sales contract structure. Just moments after printing the 29th, it seemed, the landmark revision of Executive Order 12958 to E.O. 13526 appeared, dramatically changing the rules on declassification. Despite these additions, attentive readers may notice that the 30th edition is slimmer than last year’s. The sample case documents have become a separate volume, *Bandarian Security Cooperation Program Sample Documents*; the table of contents and index have been compacted as well.

Readers should be aware that this is an academic document. It does not set policy, precedent or procedures; it merely describes them as an aid to understanding. The source materials can and do change (e.g. E.O. 13526). The views, opinions, and conclusions expressed or implied herein are those of the authors or editors only and are not to be construed as representing official policies of the U.S. government or any of its departments and agencies. In every case, the reader is advised to check the listed references rather than rely upon this text for operational or administrative guidance. For the most recent updates to the Greenbook, readers are encouraged to view the online edition provided in the publications section of <http://www.disam.dsca.mil>.

Although *The Management of Security Cooperation* was produced specifically for use in DISAM’s educational programs, it is in the public domain. Appropriately cited quotes and other credited uses of this material are encouraged.

Finally, the editorial staff are responsible for any errors of form or substance found within. We ask that any such errors detected by the reader be reported to DISAM/DR, Building 52, 2475 K Street, Wright-Patterson AFB, Ohio 45433-7641.

January 2011  
EDITORIAL STAFF



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