

THEME OF THE QUARTER

a closer look at . . .



THE DISAM FOREIGN STUDENT STUDIES PROGRAM

With the growth of the Foreign Military Sales program vis-a-vis the Military Assistance Program (Grant Aid), the Executive and Legislative branches have continually stressed the concept of "self-sufficiency" for recipients of the defense articles and services from the United States. The "self-sufficiency" concept involves not only financial aspects but, importantly, administrative capability as well. The U.S. desires, in fact requires, that purchasing countries/international organizations be able to interface as directly as possible with DOD components responsible for providing requested items or services. For example, we encourage the establishment of "purchasing missions" located in the United States when practical. Our system also requires an intimate recipient country understanding of DOD logistics policies and practices and many other related areas (to prepare requisitions, read reports, etc.).

To become familiar with how the U.S. conducts its Security Assistance business is a noteworthy task. An investment of time is required to master our rules and procedures. The DISAM Foreign Student studies program is tailored to provide as much understanding of the U.S. Security Assistance program as possible within a reasonable period of time.

SEPARATE PROGRAM MANAGER

When DISAM was chartered, the input of foreign students was considered a major part of its mission. We in DISAM recognized the importance of conducting a truly professional program. To provide for the appropriate management of this effort a position was created titled "Program Manager, Foreign Student Studies." This individual serves at the same level as other Program Managers in DISAM such as Research and Consulation, Overseas Studies, and so forth. He has responsibilities for total program direction in all aspects to include but not limited to curriculum development and management of the Informational Program, sponsorship and other related activities.

PROGRAM ASPECTS

The Foreign Studies program presently includes areas as follows:

Resident Course of Study - A fourteen (14) class day course offered three times per year at the DISAM.

Mobile Training Teams - A tailored course of study conducted on-site in a purchasing country. DISAM conducted two such ten class day courses in Fiscal Year 1979.

Security Assistance Management Seminar - A two day seminar conducted in Washington D.C. designed for purchasing country representatives involved in the day-to-day management of existing security assistance programs.

Foreign Representative Guest Speakers - In our resident courses of study for United States Government personnel, DISAM provides students with the opportunity to gain an insight into the purchaser's view of U.S. security assistance through a guest appearance of a foreign purchasing country representative.

The following will describe each aspect of the program in more detail.

RESIDENT COURSE OF STUDY

Known officially as the Defense Security Assistance Management - Foreign Student/Purchaser course (SAM-F), it has been given MASL number D178088 under generic code NIG.

By the end of fiscal year 1979, DISAM will have graduated approximately 160 foreign students in five different class offerings. By June 1979, 30 countries had been represented at the different courses.

Course Structure

The course is divided into five different phases using a simulation/practical exercise as a primary instructional tool. The course material ranges from introductory concepts to rather detailed aspects as can be seen in the list of topics as follows:

- Communications in the U.S.
- Introduction to Security Assistance
- Governmental Processes
- Legislative Basis for Security Assistance
- Executive Branch Policy for Security Assistance
- United States Government Organization for Security Assistance
- FMS Case Process

- Simulation/Practical Exercise (Introductory)
- Types of Foreign Military Sales Cases
- Foreign Military Sales Planning
- Export Controls and Disclosure Policy in Security Assistance
- Contractual Aspects of Foreign Military Sales
- Acceptance of the Offer
- Simulation/Practical Exercise (Planning/Initiation)
- Acquisition (Procurement) Process
- Foreign Military Sales Pricing Policies
- Amendments/Notices
- FMS Financial Aspects
- Simulation/Practical Exercise (Acquisition, Pricing, and Financial)
- Introduction to DOD Logistics Systems
- Provisioning
- FMS Requisition Processing
- Special Logistics Considerations
- Air Force Logistics Command/International Logistics Center (Student Field Visit)
- Follow-on Support
- Industrial Tour
- FMS Transportation Policy
- Military Assistance Program Address Directory
- Simulation/Practical Exercise (Program Execution)
- FMS Billing Process
- Contemporary Issues Panel
- Security Assistance Training

- Discrepancy Reporting
- Country Program Reviews
- Management Documentation
- Simulation/Practical Exercise (Program Management & Documentation)
- Student Group Presentations

The key to the success of the course is involvement of the student in the learning process. DISAM requires outside work in preparing for classes. Further, the student is continuously involved in the classroom through practical exercises and student presentations.

Student Processing

Several recurring problems regarding in-processing of foreign students have detracted from the effectiveness of the established program:

Arrival Information - In each class, we have had students arrive at DISAM for whom we had no advance arrival information. We strive to meet each student upon arrival - particularly those flying into Dayton. We plead with all overseas security assistance management activities that have students attending the SAM-F course to please notify DISAM/DIF of the student's itinerary prior to his arrival. We cannot overemphasize this important aspect of our sponsor program.

Invitational Travel Order (ITO) - We continue to have a number of students arriving without an ITO. If a delay is encountered in receiving authorization to issue an ITO, we recommend that overseas activities dispatch a message citing the authority for the course and that an ITO will follow. Most importantly, the student has no authorization for the VOQ and other base facilities. Please get these ITO's to us early. If the ITO is delayed for some reason, send DISAM/DIF a message.

Biographical Data - Most students arrive without a biographical sketch. We need and use these sketches to complete student files and to assist the DISAM faculty members sponsoring the students. Please complete the biographical sketches as soon as possible and forward to DISAM/DA.

Last But Not Least - In the absence of an ITO, Biographical Sketch, or arrival information, we are left with no information regarding an incoming foreign student. As soon as you know the name, rank, etc. of personnel selected to attend the SAM-F course, please let us know so we can plan for his/her arrival.

MOBILE TRAINING TEAMS

During Fiscal Year 1979, the DISAM Policy Guidance Council authorized the conduct of two on-site courses. The first was completed in December 1978 (in Canberra, Australia), while the other program was conducted in April 1979 (in Seoul, Korea). Both courses were judged to be successes by the customers and the country teams/unified command. Each were ten class days using the same educational techniques as the resident program. Topics generally followed those included in the resident course, however, in both instances, emphasis was placed on areas as requested by the Australian Government and the Republic of Korea (for other information about the Korean MTT, see "DISAM Happenings" in this Newsletter).

Method of Financing - Both courses were funded through FMS training cases administered by the Department of the Air Force (USAF/PAI).

Future Courses - As noted elsewhere in the Newsletter, the DISAM Policy Guidance Council has approved the continuation of MTT's on a limited basis.

Application - Requests for Planning and Budgetary Data/Price and Availability leading to a Letter of Offer and Acceptance should be submitted through appropriate channels to Headquarters, United States Air Force/PAIX, Washington D.C. 20330.

SECURITY ASSISTANCE MANAGEMENT SEMINAR

On 27 and 28 September 1978, DISAM sponsored the first Security Assistance Management Seminar designed for Purchaser representatives assigned to embassy staffs and purchasing missions in the United States. A number of topics of interest were presented by officials of the Department of State, Department of Defense and Military Departments. Over 150 personnel representing more than 30 countries participated in the very successful program. The purpose of this program is to facilitate a beneficial exchange of information between authoritative United States Government and Foreign Government personnel who are engaged in security assistance management.

1979 Seminar - The second seminar is scheduled for 10 and 11 October 1979 at the National Defense University, Ft. McNair, Washington D.C. These are the same outstanding facilities as used in 1978.

DISAM has queried foreign purchaser representatives regarding suggested topics for this year's program. A meeting will be held in July 1979 with various DOD and Military Department representatives to determine the final agenda of the program. We expect greater participation at the 1979 program.

Future - The frequency and structure of future seminars will be assessed following the October 1979 program. We expect that the seminar

will be conducted at least annually for the foreseeable future.

FOREIGN REPRESENTATIVE GUEST SPEAKERS

A very beneficial period of time has been invested in the resident courses of study (for United States Government personnel) which provides for a block of instruction titled, "Foreign Purchasers View of Security Assistance". Overall, these periods of instruction have been successful.

It is interesting to note that while many guest speakers have outlined specific problems, most have expressed their overall satisfaction with the support received through the various Security Assistance programs. Too often we tend to focus on the negative aspects or problem areas. While we should make every attempt to resolve these difficulties, we can and should be proud of the vital support provided routinely and without fanfare on a day-to-day basis.

FOREIGN STUDENT AREAS OF INTEREST

As can be seen, DISAM has contact with foreign representatives within a number of forums. As a result, a number of recurring issues or areas of interest have been noted. While the following list of topics is not comprehensive, it does represent many of the frequent concerns outlined by foreign representatives.

- long processing times for obtaining a Letter of Offer and Acceptance
- delay in the implementation of accepted FMS cases
- price increases
- price increases without notification
- accuracy of payment schedules
- understanding the DD Form 1513 entries and Annex A (General Conditions)
- understanding the FMS Billing statement (DD Form 645) and attachments thereto
- lack of flexibility in "countering" a Letter of Offer and Acceptance
- less than 60 days (or 90 days if authorized) to accept a DD Form 1513
- understanding the channels of submission for planning and budgeting/price and availability/Letter of Request leading to a DD Form 1513
- long production lead times
- changes to rules and procedures without notification

- lack of standardization in some military department implementation procedures
- failure to notify when delays in delivery of major items is experienced
- lack of knowledge regarding the type of contract used by the USG to acquire the articles/services ordered.
- extensive delays in closing FMS cases.

CONCLUSION

As noted above, DISAM educates students from a number of countries involved with the U.S. Security Assistance Program.

As a country/case manager, program manager, action officer, member of an overseas security assistance management activity, or other similar capacity, have you encountered an area involving U.S. policy or procedures which seems to be frequently misunderstood by foreign representatives?

If so, this is your opportunity to be heard! If you tell us of your problem or concern, we can (without attribution) make sure that we address that area in our foreign student/purchaser course. By letting us know of these interests, you may make a significant contribution, not only to the programs in which you are personally involved, but to the security assistance program as a whole.

You are encouraged to write, TWX, or phone your problem or concern to Major William (Bill) McGovern, USAF, DISAM/DIF, WPAFB, OH 45433, Autovon 785-5635/5850. Please let us hear from you!