
Security Assistance Management Course Executive and Industry (SAM-E) Course

By

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Defense Institute of Security Assistance Management**

The Security Assistance Management Executive and Industry (SAM-E) course is designed to meet the dual educational requirements of U.S. government senior-level security assistance executives and U.S. defense industry personnel involved in international sales. The objective of the course is to increase the student's understanding of U.S. governmental policies and procedures for the transfer of defense articles and services, and to provide an appreciation of the international environment in which they function.

This class creates the ideal opportunity for both senior defense leaders and defense contract executives to study, learn and exchange ideas about U.S. defense policy with regard to security assistance. An equal amount of learning occurs during informal discussion as well as during formal presentations. Student knowledge, classroom interaction, and sharing of information and management practices provide for a dynamic class environment.

During the early eighties the SAM-E was actually developed from two separate courses, one for U.S. government executives and the other for U.S. defense industry personnel. The executive course evolved into a formal course about 1984 to accommodate those individuals who were assigned to security assistance billets but who did not need the subject matter detail provided in other DISAM offerings. About the same time, a course for defense contractors conducting security assistance business was first offered. During the years that followed, there were suggestions about the synergy which could be achieved by combining the two courses. This resulted in the early nineties in a merging of the executive and industry into a single SAM-E curriculum.

The curriculum provides an overview of the entire security assistance management process and addresses the many facets of security assistance policy, planning, and programming. Also covered are topics related to security assistance legislation, financial management, transportation, logistics, and training management. Where possible, guest speakers who are recognized authorities in their fields will be used to enhance the learning experience in the course.

The course is intended for U.S. personnel who now occupy (or are selected to occupy) executive management positions in program offices, functional offices supporting program offices, or high echelon offices supervising security assistance management within DoD. It is also intended for defense industry personnel who are currently occupying positions in international sales or related positions in financial management, international logistics, operations, or customer support. Persons in related positions in other federal agencies, such as the Department of State, may also attend this course. Class composition is approximately half each of government and industry personnel.

Who may attend the SAM-E course?

United States Government Personnel: Grades O-6/GS-15 and above, programmed for or assigned to security assistance activities, or in related positions in international logistics, financial management, and training activities. Requests for the waiver of these criteria, properly supported, will be considered individually. Address waiver requests to DISAM/DAS, Building 125, 2335 Seventh Street, Wright-Patterson AFB OH 45433-7803.

Selected SAO chiefs and section chiefs at the O-6 grade level, based on their country of assignment and prior experience, may, with the recommendation of the unified command and the approval of DSCA, attend this course in lieu of the longer SAM-O Course.

U.S. Defense Industry Personnel: U.S. citizens representing the U.S. defense industry companies are admitted on a first come, first served basis upon receipt of a request for admission. The cost for U.S. industry personnel is \$1,520 (subject to change).

What does the course curriculum look like?

During the five day course the following subject areas are discussed.

- **The Role of Security Assistance in Strategy.** Examines how security assistance programs play a major role in supporting U.S. National Security, National Military, Unified Command and Department of State strategic objectives. Discusses the use of the military as an element of national power and a political-military tool in the implementation of security assistance programs.
- **Security Assistance Programs, Legislation, and Policy.** Defines the general nature and scope of currently authorized security assistance programs. Discusses major legislative provisions and executive branch policies that shape and regulate security assistance programs and processes.
- **Security Assistance Operations Overseas.** Examines the organization, responsibilities, and working relationships of the U.S. embassies, unified commands, defense attachés, and U.S. industry representatives.
- **Technology Transfer and Export Controls.** Outlines government policy on the export of U.S. technology and licensing considerations for defense-related items involving the Departments of State, Commerce, and Defense.
- **International Defense Sales Process.** Provides an overview of the entire foreign military sales process from the initial receipt of a purchaser's request to the completion of the purchase agreement. Defines the government policy on direct commercial sales. Identifies the key military department organizations and personnel that are involved in an FMS or direct commercial purchase.
- **International Armaments Cooperation Programs.** Provides students with an overview of joint venture/cooperative program opportunities associated with a rapidly changing global environment. Discussion includes topics such as coproduction, co-development, U.S. procurement of non-U.S. equipment, technology transfer, and offsets.

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- **Current Issues in Security Assistance.** A guest speaker from the State Department discusses areas of current significance in security assistance and provides insights into State Department management of security assistance programs.
 - **International Sales Agreements.** Describes the sequential actions involved in effecting a binding agreement, reviews the various agreements used in arms transfer programs, and examines the terms and conditions used in those various agreements.
 - **U.S. Government Security Assistance Automation Initiatives.** Provides an overview of specialized information systems currently in use or being developed to support Security Assistance programs.
 - **Current Issues in Security Assistance.** A guest speaker from the Defense Department discusses current areas of significance in security assistance and presents an overview of DoD involvement in security assistance.
 - **Security Assistance Training.** Provides an overview of security assistance training to include the Training Management System, the organizations that manage the training programs, IMET and FMS training, pricing of training, and the Department of Defense Informational Program.
 - **Logistics Support of International Sales.** Provides an overview of the various international logistics systems. Describes the concepts and methods of follow-on logistics support. Examines transportation, reports of discrepancies, and the role of training in total logistics support.
 - **Financial Management of International Sales.** Studies the financial aspects of military sales. including DoD policy and procedures for pricing, billing, and overall financial management.
 - **A Comparison of Direct Commercial and Foreign Military Sales.** Identifies decision making factors and policies that dictate the use of direct commercial sales or foreign military sales channels in the export of defense articles or services.

Are there prerequisite courses I must attend?

- **No.** There are no prerequisite courses required for attendance in the SAM-E. However, the applicant must meet the requirements mentioned in the above paragraph. Here are some helpful hints to better prepare yourself before attending the course. View the DISAM website at disam.osd.mil. This site will enable you to review important information about DISAM, course outline and maps to Wright-Patterson AFB and DISAM. Additionally, you will find a link to the DISAM textbook, *The Management of Security Assistance*, our premier instruction book, and other important security assistance documents and regulations used during the instruction. Also view the Defense Security Cooperation Agency website at dsca.osd.mil to review such areas as reinvention white papers and policy memorandums.

How do I register for the resident SAM-E Course?

Government Personnel: Interested individuals in the military departments and DoD should request admission using the training or educational procedures of their respective departments/agencies. Personnel from other federal government organizations should coordinate their applications through their respective training offices and submit their applications directly to DISAM/DAS, Building 125, 2335 Seventh Street, Wright-Patterson AFB OH 45433-7803.

An overseas student must have at least one year remaining in his/her current assignment to be eligible for DISAM training. Exceptions to this one-year minimum retention standard require the approval of the DISAM Commandant who, in turn, will coordinate such approval with the Director of Plans, Defense Security Cooperation Agency.

U.S. Defense Industry Personnel: Industry personnel should submit their request using the on-line registration form on the DISAM website at <http://disam.osd.mil>.

When are the course offerings for FY2001?

FY2001	
SAM-E-1-2001	13 Nov - 17 Nov 2000
SAM-E-2-2001	26 Mar - 30 Mar 2001
SAM-E-3-2001	21 May - 25 May 2001
SAM-E-4-2001	27 Aug - 31 Aug 2001

Who should I address further questions to about this course?

Contact Frank Campanell at (937) 255-5639 or DSN 785-5639. Or you can e-mail a message to him at fcampanell@disam.wpafb.af.mil. However, if you have a specific question about registration, please contact our registrar, Barbara Kitchen, at (937) 255-4144 or DSN 785-4144 or via e-mail at bkitchen@disam.wpafb.af.mil.

About the Author

Major Mark Bourgeois is an Army Quartermaster Officer and a DISAM Assistant Professor. He holds a Bachelor of Science degree from the University of Wisconsin-Platteville, a Masters of Science degree from the University of LaVerne, California, and he is a graduate of the Army Command and Staff college. His recent assignments include Executive Officer, 2d Forward Support battalion, 2d ID; Logistics Plans Officer, I Corps; and Operations Officer, Regimental Support Squadron, 11 ACR.