

TRAINING OPPORTUNITY FOR CP-14 CAREERISTS

U.S. Army Advanced Program in Acquisition Excellence

Dates: December 9-14, 2007

Please note that this may be the only offering of this course during FY08.

Application deadline: November 6, 2007

Location: Darden Graduate School of Business Administration, University of Virginia, Executive Education, 100 Darden Boulevard, Charlottesville, VA 22903

Tuition/TDY Costs: The Army Civilian Training, Education and Development System (ACTEDS) Competitive Professional Development (CPD) Program will fund the tuition and travel costs (subject to the availability of funds) for CP-14 careerists to attend this training opportunity. The tuition cost (\$4,400.00) includes lodging and **all** meals while at the school in Charlottesville. The travel and incidental expenses will also be funded under the CPD Program. The following expenses are not authorized under the CPD Program: rental car, limousine, excess baggage, and in and around mileage at the TDY site. The Defense Travel System (DTS) cannot be used for CPD Program funded opportunities.

Course Description: This executive level training course is designed for Army contracting and acquisition professionals who have completed the two week Darden Commercial Business Environment course or who are senior level contracting professionals. The recommended student is a manager or contracting and acquisition professional in the grade of GS-13 or higher and equivalent broad/pay bands. This course requires some weekend and evening group discussions and meetings.

Previous course topics included:

Strategic Sourcing Principles and Skills: Balanced Sourcing: Philosophy and Capabilities; Iraq Conflict Sourcing; Acquisition Transformation; Spend Analysis and Category Prioritization; Industry Economics; Cost Modeling; Total Cost and Generic Strategies; Game Theory; and DHS Strategic Sourcing Commodity Councils

Leading Strategic Sourcing Change: Transformational Change in a Government Organization; Learning, Leading and Change; Knowing/Doing Gap; and Committing to Change

Case/Material Topics - Examples of the cases or materials that have been included in the course:

New Zealand Post - Transformational Change in a Government Business

DoD Contract Labor Strategy - overview of contract labor strategic sourcing process

Sourcing Stakeholders - Terminal High Altitude Area Defense (THAAD) Missile Defense System: Five Failures and Counting - innovative contract approaches to turn around a project with very high visibility

Achieving Radical Performance Improvement - Ernst & Young, in the United Kingdom

Industry Economics - Michael Porter "How Competitive Forces Shape Strategy" - apply Porter Five Forces Model to the fact situation in the New Zealand Post case

Total Cost of Ownership and Generic Strategies - Eagle Industries: Office Products Sourcing - importance of total cost of ownership

Some quotes from recent program participants:

"This was a great experience. I will be able to apply the techniques learned in class at work and my personal life."

"This course really gave me a broader view of what is current in acquisition initiatives that I can be a more informed participant and initiator in these processes."

"Great class – enjoyable, comfortable, entertaining, educational and motivational."

"This is a course that everyone in the acquisition community, especially senior managers should attend."

"This course expanded my way of thinking versus just doing things the same old way!"

How to Apply: Interested candidates must first annotate the course on their CAPP MIS IDP via CAMP at: <https://rda.altess.army.mil/camp/>. **Once approved by your supervisor, please proceed to AAPDS in a tab in CAPP MIS. Once in the application module, click on the link next to this course title and follow the instructions to submit your application.** This is a competitive selection process and candidates may be screened based on their grade level, education, training, experience, and level of DAWIA certification annotated on their ACRB. Please ensure your ACRB is up-to-date.

You will be notified of your acceptance into the program no later than November 9, 2007.

For further information, please contact Christine.Rimestad@us.army.mil at (703) 805-1246/DSN 655-1246 or Allie.DeLegge@us.army.mil at (703) 805-1253/DSN 655-1253.