



DEPARTMENT OF THE ARMY  
OFFICE OF THE ASSISTANT SECRETARY OF THE ARMY  
ACQUISITION LOGISTICS AND TECHNOLOGY  
103 ARMY PENTAGON  
WASHINGTON DC 20310-0103



REPLY TO  
ATTENTION OF

01 July 2002

SAAL-PM

MEMORANDUM FOR SEE DISTRIBUTION

SUBJECT: FY 2003 Competitive Professional Development (CPD)  
Announcement for Contracting and Acquisition Career Program 14

I am pleased to announce the CPD executive training opportunities for the Contracting and Acquisition Career Program (CP-14) for Fiscal Year 2003. The CPD training program is our primary tool to educate the Army contracting workforce in the latest business analysis and management techniques. As our role in contracting has expanded to encompass that of contracting business manager and principal advisor to local commanders in the business aspects of acquisition, we must ensure that our workforce is equipped with the knowledge-based tools necessary to fulfill this responsibility.

A list of recommended executive programs, as well as more focused executive training, is enclosed. The list is not all-inclusive and students may request funding for programs other than those listed. In some cases, the course offerings are listed for the entire fiscal year; however, many academic institutions have not yet established course dates beyond December 2002. Interested careerists should check the websites of those institutions frequently for updates. If you are viewing a paper copy of this memorandum, an electronic copy containing links to each of the colleges and universities is available at the [CP-14 website \(http://acqnet.saalt.army.mil/profdev/default.htm\)](http://acqnet.saalt.army.mil/profdev/default.htm).

The target audience for this training is CP-14 professionals who have completed their Level III certification, are GS-12 or equivalent pay band and above, and could benefit from advanced professional training in business related subjects. Funds for executive education are limited and selection will be made competitively.

For short-term training (less than four weeks), applicants are required to submit a DD Form 1556 and a copy of their Acquisition Civilian Record Brief (ACRB) in order to receive consideration. For executive programs longer than four weeks, follow the application instructions at [ACTEDS FY2002 Training Catalog - Appendix D \(http://www.cpol.army.mil/train/catalog/form\\_ndx.html\)](http://www.cpol.army.mil/train/catalog/form_ndx.html). The application package utilization plan must address return on investment.

Forward applications through the MACOM in accordance with local procedures to the following address:

Headquarters, Department of the Army  
ATTN: SAAL-PM (CP-14)  
5109 Leesburg Pike, Suite 302  
Falls Church, VA 22041-3201  
Fax: (703) 681-1121 or DSN 761-1121

Applications received without MACOM endorsement will not receive consideration and will not be returned to the applicant. Applications for individuals that are GS-11 or equivalent pay band and below must follow the same procedures and include a request for waiver that clearly describes the benefits to the individual and the government.


Applications for programs/training in FY 2003 should be submitted as early in the fiscal year as possible to ensure availability of funds. However, it is recognized that course offerings at many of the colleges and universities are unavailable at this time; therefore the following cut-off dates are provided:

1<sup>st</sup> Quarter – 31 July  
2<sup>nd</sup> Quarter – 31 Oct  
3<sup>rd</sup> Quarter – 31 Jan  
4<sup>th</sup> Quarter – 30 Apr

In addition to CP-14 boarding and selection procedures, some programs require application and acceptance by the university. Information on each program and the university's application or registration procedures may be found at the appropriate link in the enclosure. Prior to release of funds, employees must provide a copy of the university's acceptance letter to the office listed above. Upon course completion, a copy of the student's academic record, which includes the grade(s) received, must be provided to the office indicated above in order to receive funding for follow-on courses in a long-term training program and /or to be considered for future training opportunities.

Please make the widest distribution of this announcement. It may also be found on the CP-14 website at [CP-14 Career Portal](#).

The point of contact for this action is Ms. Betty Wucher, DSN 761-1044, COM (703) 681-1044, email [betty.wucher@saalt.army.mil](mailto:betty.wucher@saalt.army.mil).

  
Thomas W. Colangelo  
Director, Contracting Career  
Program Office

Enclosure

**DISTRIBUTION:**

**PRINCIPAL ASSISTANTS RESPONSIBLE FOR CONTRACTING**  
HQ, U.S. Army Materiel Command, ATTN: AMCRDA-AC (PARC),  
5001 Eisenhower Avenue, Alexandria, VA 22333-0001  
U.S. Army Aviation and Missile Command, ATTN: AMSAM-AC,  
Building 4488, Redstone Arsenal, AL 35898-5000  
U.S. Army Robert Morris Acquisition Center, ATTN: AMSSB-AC,  
4118 Susquehanna Avenue, Aberdeen Proving Ground, MD 21005-5002  
U.S. Army Communications-Electronics Command, ATTN: AMSEL-AC,  
Building 1208E, Fort Monmouth, NJ 07703-5000  
U.S. Army Operations Support Command, ATTN: AMSOS-CC, Building 350,  
5<sup>th</sup> Floor, NW Wing, Rock Island, IL 61299-6000  
U.S. Army Tank-automotive and Armaments Command, ATTN: AMSTA-AQ,  
Building 231, Warren, MI 48397-5000  
Defense Contracting Command-Washington, 5200 Army Pentagon,  
Washington, DC 20310-5200  
Headquarters Forces Command, ATTN: AFLG-PR, 1777 Hardee Avenue  
S.W., Fort McPherson, GA 30330-1062  
Third United States Army/U.S. Army Forces Central Command, 1881 Hardee  
Avenue, S.W., Fort McPherson, GA 30330-1064  
U.S. Army Medical Command, ATTN: MCAA, Building 2792, Suite 32,  
2050 Worth Road, Fort Sam Houston, TX 78234-5069  
U.S. Army Intelligence and Security Command, ATTN: IAPC, 8825 Beulah  
Street, Fort Belvoir, VA 22060-5246

DISTRIBUTION: (CONT)

PRINCIPAL ASSISTANTS RESPONSIBLE FOR CONTRACTING

U.S. Army Medical Research and Materiel Command, ATTN: MCMR-AAZ-A,  
820 Chandler Street, Fort Detrick, MD 21702-5014

U.S. Army Military District of Washington, Fort Lesley J. McNair, ATTN:  
ANPC, 103 Third Avenue SW, Building 39, Room 5B, Fort Lesley J.  
McNair, DC 20319-5058

Military Traffic Management Command, ATTN: MTAQ, Hoffman Building II,  
200 Stovall Street, Alexandria, VA 22332-5000

U.S. Army Space and Missile Defense Command, ATTN: SMDC-CM (PARC),  
P.O. Box 1500, Huntsville, AL 35807-3801

U.S. Army Training and Doctrine Command, DCSBOS, ATTN: ATBO-A,  
5 North Gate Road, Building 5F, Room 306, Fort Monroe, VA 23651-1048

U.S. Army Contracting Command, Europe, ATTN: AEAPR-PA (PARC),  
Unit 29331, APO AE 09266

Headquarters, Eighth United States Army, ATTN: FKAQ/EAAQ, Unit 15237,  
APO AP 96205-0010

U.S. Army, Pacific, ATTN: APAM, B Street, building T-115, Fort Shafter,  
HI 96858-5100

U.S. Army South, ATTN: PARC, Post Office Box 34000, Building 223,  
Fort Buchanan, PR 00934

U.S. Army Corps of Engineers, ATTN: CEPR-ZA, 441 G Street, NW,  
Washington, DC 20314-1000

National Guard Bureau, ATTN: NGB-AQ, Suite 8300, Jefferson Plaza 1,  
1411 Jefferson Davis Highway, Arlington, VA 22202-3231

CF:

Assistant Deputy Chief of Staff for Research, Development and Acquisition  
(Acquisition, Contracting and Program Management), HQ, U.S. Army  
Materiel Command, ATTN: AMCRDA-A, 5001 Eisenhower Avenue,  
Alexandria, VA 22333-0001

Chief, Contract Policy Team, Headquarters, U.S. Army Materiel Command,  
ATTN: AMCRDA-AP, 5001 Eisenhower Avenue, Alexandria,  
VA 22333-0001

Chief, Program Management and Acquisition Support Office, Headquarters,  
U.S. Army Materiel Command, ATTN: AMCRDA-AM, 5001 Eisenhower  
Avenue, Alexandria, VA 22333-0001

**Executives Programs and Training for CP-14  
(Fiscal Year 2003)**

**General Management**

**Carlson School of Management, University of Minnesota**

Advanced Leadership Program

29 – 31 Oct 02

[Carlson School of Management - Executive Education](http://www.csom.umn.edu/ExecutiveProfessional/ExecutiveDevelopmentCenter/Programs/Programs.cfm) at  
<http://www.csom.umn.edu/ExecutiveProfessional/ExecutiveDevelopmentCenter/Programs/Programs.cfm>

**Chicago GSB**

***Executive Development Program – The Transition from Functional to General Management***

3 – 15 Nov 02

[University of Chicago GSB Executive Education](http://www.chicagoexec.net/uchicago.nsf) at  
<http://www.chicagoexec.net/uchicago.nsf>

**Columbia University Graduate School of Business**

***The Columbia Senior Executive Program***

6 Oct - 1 Nov 02  
29 Jun - 25 Jul 03  
5 – 31 Oct 03

***Executive Development Program: The Transition to General Management***

3 – 15 Nov 02

***Emerging Leader Development Program***

17 – 22 Nov 02

***Fundamentals of Management: Highlights of an MBA***  
[Columbia Business School](http://www.gsb.columbia.edu/execed/Open/index.html)  
<http://www.gsb.columbia.edu/execed/Open/index.html>

**Darden Graduate School of Business Administration**

***The Executive Program: Leading the Global Enterprise***

June 1-27, 2003 -- \$25,000

***Managing Critical Resources: Developing Strategic Business Leaders***

July 15-26, 2002 -- \$12,700

October 7-18, 2002 -- \$12,700

April 7-18, 2003 -- \$12,700

July 14-25, 2003 -- \$12,700

October 6-17, 2003 -- \$12,700

***Developing Managerial Excellence: A Program for High-Potential Managers***

November 3-22, 2002 -- \$17,500

April 27-May 16, 2003 -- \$17,500

November 2-21, 2003 -- \$17,500

[Darden Graduate School of Business Administration - Programs](http://exed.darden.virginia.edu/exec_general.htm)  
[http://exed.darden.virginia.edu/exec\\_general.htm](http://exed.darden.virginia.edu/exec_general.htm)

**Duke University, Fuqua School of Business**

***Advanced Management Program***

03 -- 15 Nov 02

16 -- 28 Mar 03

27 Apr -- 9 May 03

14 -- 26 Sep 03

09 -- 21 Nov 03

***Creative Leadership Program***

13 -- 22 Oct 02

***Program for Manager Development***

29 Sep -- 11 Oct 02

[Duke Executive Education](#)

<http://ee.fuqua.duke.edu/ApplicationFiles/web/WebFrame.cfm>

**Harvard Business School**

***Advanced Management Program; Harvard Business School***

(This program requires a minimum of 14 hours per day 6 days per week)

3 Sep – 1 Nov 02

1 Apr – 29 May 03

***Program for Management Development***

8 Sep - 15 Nov 02

[Executive Education](#)

<http://www.exed.hbs.edu/programs/genmgt.html>

**Harvard University's John F. Kennedy School of Government**

***Senior Executive Fellows Program***

28 Oct – 22 Nov 02; 30 Mar - 25 Apr 03; 15 Jun – 11 Jul 03;

12 Oct – 7 Nov 03

[Executive Programs](#)

<http://www.execprog.com/programs.asp>

**Keenan Flagler Business School, University of North Carolina at Chapel Hill**

***Program for Manager Development***

6 - 18 Oct 02

**Senior Executives Institute**  
(formerly Advanced Management Program)

25 – 30 Aug 02  
22 – 27 Sep 02  
27 Oct – 1 Nov 02  
1 – 6 Dec 02

[Kenan-Flager Executive Programs: Home Page](http://www.bschool.unc.edu/execprograms/index.html)  
<http://www.bschool.unc.edu/execprograms/index.html>

**New York University, Leonard N. Stern School of Business**

***Management Essentials for the High Potential Executive***

2 – 13 Dec 02; 2 – 13 Jun 03  
[New York University Leonard N. Stern School of Business](http://www.stern.nyu.edu/executive/programs/programs_open_MEEP.html)  
[http://www.stern.nyu.edu/executive/programs/programs\\_open\\_MEEP.html](http://www.stern.nyu.edu/executive/programs/programs_open_MEEP.html)

**Penn State, SMEAL College of Business**

***Developing Managerial Effectiveness***

20 - 25 Oct 02  
6 – 11 Apr 03  
26 – 31 Oct 03

***Managing Effective Supply Chains***

19 – 23 May 03  
25 – 29 Aug 03

[Penn State Executive Programs: Custom Programs](http://www.smeal.psu.edu/psep/)  
<http://www.smeal.psu.edu/psep/>

**Tuck School of Business at Dartmouth**

***Gateway to Business Management***

3 - 8 Nov 02

[Executive Education Tuck](http://www.dartmouth.edu/tuck/exec_ed/calendar.html)  
[http://www.dartmouth.edu/tuck/exec\\_ed/calendar.html](http://www.dartmouth.edu/tuck/exec_ed/calendar.html)

**Southern Methodist University, Cox School of Business**

***Management of Managers: Leadership, Change and Renewal***

11 – 27 Sep 02

6 - 11 Apr 02

[Executive Development - Cox School of Business](#)

<http://execdev.cox.smu.edu/>

**Wharton Graduate School of Business**

***Advanced Management Program***

22 Sep -25 Oct 02

2 Feb - 7 Mar 03

***Executive Development Program***

1 Sep – 13 Sep 02

10 – 22 Nov 02

19 – 31 Jan 03

4 – 16 May 03

[Wharton Executive Education](#)

[http://aresty-direct.wharton.upenn.edu/execed/course\\_listing.cfm](http://aresty-direct.wharton.upenn.edu/execed/course_listing.cfm)

**Leadership**

**Anderson School at UCLA**

***Strategic Leadership Institute***

28 Jul – 23 Aug 02

27 Jul – 22 Aug 02

[Strategic Leadership Institute](#)

[http://www.uclaexeced.com/open\\_programs.cgi](http://www.uclaexeced.com/open_programs.cgi)

## **Brookings Institution**

### ***Preparing to Lead: A Program for Emerging Public Leaders***

16 Sep – 20 Sep 02

9 – 13 Dec 02

21 – 25 Apr 03

23 – 27 Jun 03

29 Sep - 2 Oct 03

1 Dec – 5 Dec 03

### ***Leadership and Organizational Renewal Workshop***

17 – 18 Sep 02

22 – 23 Apr 03

30 Sep – 1 Oct 03

[Brookings Executive Education - Courses](http://www.brook.edu/dybdocroot/execed/programs_title.htm)

[http://www.brook.edu/dybdocroot/execed/programs\\_title.htm](http://www.brook.edu/dybdocroot/execed/programs_title.htm)

## **Chicago Graduate School of Business**

### ***Leading Change and Innovation***

11- 15 Nov 02

### ***Enhancing Leadership Performance: The Leader as Teacher***

21 – 25 Oct 02

### ***Negotiation and Decision Making Strategies for Managers***

30 Sep – 4 Oct 02

### ***Strategic Leadership: Creating and Delivering Value***

18 – 22 Nov 02

[University of Chicago GSB Executive Education](http://www.chicagosexec.net/uchicago.nsf)

<http://www.chicagosexec.net/uchicago.nsf>

Columbia GSB

***Leading and Managing People***

15 - 20 Sep 02

15 - 20 Dec 02

***Leading Strategic Growth and Change***

10 – 15 Nov 02

***Managing Interpersonal and Group Dynamics***

15 – 17 Dec 02

***Negotiation and Decision Making Strategies***

16 – 17 Dec 02

[Open Enrollment Programs](#)

<http://www.gsb.columbia.edu/execed/Open/index.html>

**Darden Graduate School of Business Administration, University of Virginia**

***Creating the Future: The Challenge of Transformational Leadership***

October 21-25, 2002 (\$6,400)

March 31-April 4, 2003 (\$6,400)

October 20-24, 2003 (\$6,400)

***Implementing Change From the Middle***

October 29-November 1, 2002 (\$4,300)

October 28-31, 2003 (\$4,300)

***Leadership for Extraordinary Performance***

September 23-27, 2002 (\$6,400)

December 9-13, 2002 (\$6,400)

February 3-7, 2003 (\$6,400)

May 5-9, 2003 (\$6,400)

September 22-26, 2003 (\$6,400)

December 8-12, 2003 (\$6,400)

[Darden Graduate School of Business Administration - Programs  
http://exed.darden.virginia.edu/exec\\_change.htm](http://exed.darden.virginia.edu/exec_change.htm)

### **Stanford Business School**

***Leading Change and Organizational Renewal***

3 – 8 Nov 02

***Managing Teams for Innovation and Success***

2 – 7 Feb 03

[Stanford GSB: Executive Education  
http://www.gsb.stanford.edu/exed/programs.html](http://www.gsb.stanford.edu/exed/programs.html)

### **Keenan Flagler Business School, University of North Carolina at Chapel Hill**

***Leadership Effectiveness Workshop***

9 - 11 Oct 02

[Kenan-Flagler Executive Programs: Home Page  
http://www.bschool.unc.edu/execprograms/programs.html](http://www.bschool.unc.edu/execprograms/programs.html)

### **Wharton GSB**

***The Leadership Journey: Creating and Developing Leaders***

18 – 23 May 03

***Critical Thinking: Real-World, Real-Time Decisions***

24 – 27 Nov 02

13 – 16 Apr 03

[Wharton Executive Education  
http://aresty-direct.wharton.upenn.edu/execed/course\\_listing.cfm](http://aresty-direct.wharton.upenn.edu/execed/course_listing.cfm)