

COURSE TITLE:	CASE FINANCIAL MANAGEMENT	
VENDOR:	NAVAIR (AIR – 1.4)	
LOCATION:	Patuxent River, Maryland	
SCHEDULE:	DATE: 10 – 11 December 2003 17 – 18 MAR 2004 15 – 16 JUN 2004 14 – 15 SEP 2004	NOMINATION DEADLINE: 10 NOV 2003 17 FEB 2004 14 MAY 2004 13 AUG 2004
LENGTH:	2 ½ Days	
TIME:	0800 –1530 hrs	
PREREQUISITE	None	
DESCRIPTION:	This course focuses on FMS Financial processes: implementation, execution, MISIL, CRRs / FMRs WPS, funding documents and case closure.	
OBJECTIVE:	At the completion of this course students should : <ul style="list-style-type: none"> • Develop a comprehensive understanding of the current policies, procedures and available management systems necessary for executing assigned FMS programs. • Understand how to resolve problem areas associated with implemented FMS cases. 	
AUDIENCE:	FMS Analyst	
MATERIALS NEEDED	Participants should bring calculator to class.	
NOMINATIONS:	NAVAIR TEAM employees should request training via EMPLOYEE Self Service at https://ess.navair1.navy.mil . Government contractors supporting Foreign Military Sales MAY register by faxing the completed Contractor Initial Training Request Form directly the FMS Course Coordinator to (301) 342-4523.	
COST:	None	
POC:	(301) 757 – 4126 or LengJD@navair.navy.mil	

COURSE TITLE:	CROSS CULTURAL COMMUNICATIONS CCC (On-Site)	
VENDOR	United States Air Force Special Operations School	
LOCATION:	Patuxent River, Maryland	
SCHEDULE:	09 – 12 FEB 2004	09 JAN 2004
LENGTH:	04 Days	
TIME:	0800-1530 hrs	
DESCRIPTION:	This course provides the student with an excellent understanding of the Central Asian and Eastern European cultures. A lecture on terrorism and threat awareness is also provided.	
OBJECTIVE:	<p>At the completion of this course, students will:</p> <ul style="list-style-type: none"> • Understand and appreciate how their native country's culture has shaped their own values and communication patterns. • Transfer their knowledge to a new appreciation for the culture, values and communication patterns of other countries. • Understand and apply communication techniques of other countries: Central Asia and Eastern Europe. 	
AUDIENCE:	FMS personnel	
MATERIALS NEEDED:	None	
NOMINATIONS:	NAVAIR TEAM employees should request training via EMPLOYEE Self Service at https://ess.navair1.navy.mil . Government contractors supporting Foreign Military Sales MAY register by faxing the completed Contractor Initial Training Request Form directly to the FMS Course Coordinator to (301) 342-4523.	
COST:	None	
POC:	(301) 757 – 4126 or LengJD@navair.navy.mil	

COURSE TITLE:	DISAM ON - SITE	
VENDOR:	DISAM	
LOCATION:	Patuxent River, Maryland	
SCHEDULE	DATE: 22 – 24 JUN 2004	NOMINATION DEADLINE: 21 MAY 2004
LENGTH:	3 Days	
TIME:	0800-1530 Hours	
DESCRIPTION:	This course is an abbreviated version of the DISAM CONUS at Wright-Patterson AFB. It provides an overview of SA for personnel with less than full time SA involvement.	
OBJECTIVE:	The course provides a comprehensive overview of security assistance programs and their legislative requirements; a familiarity with the FMS process; contractual and acquisition aspects, financial management, and logistics systems policies and procedures which apply to Foreign Military Sales.	
AUDIENCE:	FMS personnel	
MATERIALS NEEDED:	None	
NOMINATIONS:	NAVAIR TEAM employees should request training via EMPLOYEE Self Service at https://ess.navair1.navy.mil . Government contractors supporting Foreign Military Sales MAY register by faxing the completed Contractor Initial Training Request Form directly the FMS Course Coordinator to (301) 342-4523.	
COST:	None	
POC:	(301) 757 – 4126 or LengJD@navair.navy.mil	

COURSE TITLE:	DSAMS NEW USERS TRAINING	
VENDOR:	NAVAIR (AIR-1.4)	
LOCATION:	Patuxent River, Maryland	
SCHEDULE	DATE: 28 – 29 OCT 2003 28 – 29 APR 2004 28 – 29 JUL 2004	NOMINATION DEADLINE: 26 SEP 2003 26 MAR 2004 28 JUN 2004
LENGTH:	2 Days	
TIME:	0800-1530	
PREREQUISITE:	None	
DESCRIPTION:	This class is for DSAMS users who need to be reacquainted to building a pricing package in the Defense Security Assistance Management System (DSAMS)	
AUDIENCE:	FMS Analyst	
NOMINATIONS:	NAVAIR TEAM employees should request training via EMPLOYEE Self Service at https://ess.navair1.navy.mil . Government contractors supporting Foreign Military Sales MAY register by faxing the completed Contractor Initial Training Request Form directly the FMS Course Coordinator to (301) 342-4523.	
COST:	None	
POC:	(301) 757 – 4126 or LengJD@navair.navy.mil	

COURSE TITLE	FMS OVERVIEW	
VENDOR:	NAVAIR (AIR – 1.4)	
LOCATION:	Patuxent River, Maryland	
SCHEDULE	DATE: 18 NOV 2003 19 FEB 2004 26 APR 2004 19 AUG 2004	NOMINATION DEADLINE: 17 OCT 2003 16 JAN 2004 30 MAR 2004 19 JUL 2004
LENGTH:	½ Day	
TIME:	0800-1500	
DESCRIPTION:	FMS 101. This course provides FMS employees with a detail review of the Security Assistance programs and the LOA process and introduces them to the basic fmS financial systems e.g. DSAMS, CEPT, MISIL, etc.	
MATERIALS NEEDED	Participants can bring a 3 ring binder (optional) to insert handouts.	
AUDIENCE:	FMS Analyst	
NOMINATIONS:	NAVAIR TEAM employees should request training via EMPLOYEE Self Service at https://ess.navair1.navy.mil . Government contractors supporting Foreign Military Sales MAY register by faxing the completed Contractor Initial Training Request Form directly the FMS Course Coordinator to (301) 342-4523.	
COST:	None	
POC:	(301) 757 – 4126 or LengJD@navair.navy.mil	

COURSE TITLE:	INTRODUCTION TO MANAGEMENT INFORMATION SYSTEM FOR INTERNATIONAL LOGISTICS (MISIL)	
VENDOR:	NAVAIR (AIR – 1.4)	
LOCATION:	Patuxent River, Maryland	
SCHEDULE	DATE: CANCELLED 21 APR 2004 23 JUN 2004 CANCELLED	NOMINATION DEADLINE: 23 JAN 2004 19 MAR 2004 21 MAY 2004 20 AUG 2004
TIME:	0800-1200 hrs	
PREREQUISITE:	User ID password to MISIL is required. A basic working knowledge of the MISIL database is strongly recommended.	
DESCRIPTION:	This course provides an introduction to MISIL with the emphasis on Pre-Contract Accounting. The significant queries and report used in the daily management of a FMS case are presented.	
OBJECTIVE:	At the completion of the course participants should have: <ul style="list-style-type: none"> • A basic understanding of MISIL. • Be aware of the differences between Pre-Contract Accounting and Contract Accounting. 	
AUDIENCE:	FMS Analysts	
MATERIALS NEEDED:	Participants can bring a 3 ring binder (optional) to insert handouts.	
NOMINATIONS:	NAVAIR TEAM employees should request training via EMPLOYEE Self Service at https://ess.navair1.navy.mil . Government contractors supporting Foreign Military Sales MAY register by faxing the completed Contractor Initial Training Request Form directly the FMS Course Coordinator to (301) 342-4523.	
COST:	None	
POC:	(301) 757-4126	

COURSE TITLE:	INTERNATIONAL PROGRAMS SECURITY REQUIREMENTS (IPSR)	
VENDOR:	NAVAIR (AIR – 1.4)	
LOCATION:	Patuxent River, Maryland	
SCHEDULE	DATE: 18 - 19 AUG 2004	NOMINATION DEADLINE: 16 JUL 2004
LENGTH;	2 Day	
TIME:	0800 – 1500 hrs	
PREREQUISITE:	None.	
DESCRIPTION:	The Deputy Secretary of Defense has directed that every DOD employee involved in International Programs receive this training. DOD employees involvrd in areas such as; negotiating, managing, executing or otherwise directly participating in international government of commercial programs (FMS), cooperative R&D, commercial sales, license application review, systems acquisition, foreign contracting, foreign disclosure, international visits and personnel exchanges, program protection and industrial security.	
AUDIENCE:	Security Specialist/ Managers and FMS Program Managers. Other FMS employees are welcome on a space available basis. NOTE: The two day course was designed for management level personnel and other government and contractor personnel who do not require the depth of instruction of the five day course.	
MATERIALS NEEDED:	Participants can bring a 3 ring binder (optional) to insert handouts.	
NOMINATIONS:	NAVAIR TEAM employees should request training via EMPLOYEE Self Service at https://ess.navair1.navy.mil . Government contractors supporting Foreign Military Sales MAY register by faxing the completed Contractor Initial Training Request Form directly the FMS Course Coordinator to (301) 342-4523.	
COST:	None	
POC:	(301) 757-4126 or LengJD@navair.navy.mil	

COURSE TITLE:	TO CONDUCT BUSINESS IN THE MIDDLE EAST	
VENDOR:	NAVAIR (AIR – 1.4)	
LOCATION:	Patuxent River, Maryland	
SCHEDULE	DATE: 05 MAY 2004	NOMINATION DEADLINE: 05 APR 2004
LENGTH;	1 Day	
TIME:	0800 – 1500 hrs	
PREREQUISITE:	Government employees and their contractor associates primarily (i.e. case and financial managers, logistician, etc.) engaged in or programmed for an assignment requiring business exchanges with foreign nationals, during the accomplishment of their duties while on travel in – country.	
DESCRIPTION:	This course is designed to improve the skills and awareness of DOD personnel engaged in conducting business abroad. The course covers Arab culture and how to do business in the Arab world. Specifically, the course provides understanding of how the culture impacts the normal elements of project set-up, implementation. efficient conduct and final close-out, with focus on program and contract management.	
OBJECTIVE:	(Presented from a topical perspective): This is a one day course that elevates the student awareness of how culture influence business practices and principles in the Middle East.	
AUDIENCE:	FMS Analyst.	
NOMINATIONS:	NAVAIR TEAM employees should request training via EMPLOYEE Self Service at https://ess.navair1.navy.mil . Government contractors supporting Foreign Military Sales MAY register by faxing the completed Contractor Initial Training Request Form directly the FMS Course Coordinator to (301) 342-4523.	
COST:	None	
POC:	(301) 757-4126 or LengJD@navair.navy.mil	