



## DEPARTMENT OF DEFENSE

DEFENSE ACQUISITION UNIVERSITY  
OFFICE OF THE PRESIDENT  
9820 BELVOIR ROAD  
FORT BELVOIR, VA 22060-5565



### MEMORANDUM OF UNDERSTANDING BETWEEN DEFENSE ACQUISITION UNIVERSITY AND AMERICAN GRADUATE UNIVERSITY

1. We, the undersigned, hereby agree and affirm the establishment of the cooperative graduate degree and professional certificate programs between the Defense Acquisition University (DAU) and the American Graduate University (AGU), leading to a graduate degree in the following two areas: Acquisition Management and Program/Project Management and four Professional Certification areas: Acquisition, Project/Program Management, Financial Management and Pricing, and General Management. The graduate degree and certificate programs will be subject to the following terms and conditions:
  - a. The cooperative graduate degree and professional certificate programs will utilize the education, training, and experiences of the members of the Defense Acquisition, Technology, and Logistics (AT&L) workforce received in pursuit of DAU level of certification in at least one of the Defense Acquisition Workforce Improvement Act (DAWIA) career fields in conjunction with graduate courses offered by AGU.
  - b. The Graduate Degree Program and Professional Certificate Program will be available to any member of the Defense AT&L workforce. A Bachelor's degree from a regionally accredited university is required for admissions for the Graduate Degree Program. A minimum of Level I Certification in at least one DAU career field is required for admission to the Professional Certification Program.
  - c. Graduate Degree and Certificate Completion Requirements: Each Defense AT&L workforce member must complete the required number units of credit for the graduate degrees or six courses for a professional certificate program. The program of study is outlined in the current AGU catalog, which is available on the World Wide Web at <http://www.agu.edu>.
    - (1) Depending on the career field, level of certification and choice of graduate program or professional certificate, the AT&L workforce member will receive up to 6 units of general graduate level credit toward the specified graduate degree or professional certificate. The AT&L workforce member will be able to challenge for an additional 9 units based on transcript evaluation for the graduate degree programs. This credit will be designated as "advance standing" on the transcript for up the six units. The Professional Certification Programs (Attachment 1) and the Graduate Degree Programs (Attachment 2)

*Inspired by the Past...United for the Future*

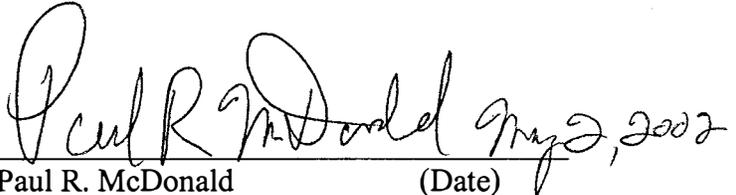
Degree Programs (Attachment 2) will identify the course in the respective programs that DAU course will be accepted for credit.

- (2) The remaining graduate degree or professional certificate requirements must be completed by either distant education or by resident courses offered by AGU. A cumulative GPA of 3.0 must be obtained in order to be awarded the graduate degree or professional certificate.
- d. Students are responsible for tuition funding of the cost per unit, which will be no more than that charged for resident courses.
- e. Under this Memorandum of Understanding (MOU), the AGU will:
  - (1) Provide administrative support services to include advising and assisting students desiring to enter the program, and promoting and advertising of the programs throughout the Defense AT&L workforce.
  - (2) Provide DAU with information as required for planning, conducting, and reporting of DAU's operation.
  - (3) Conduct resident courses when there is a minimum of ten students enrolled for a course. Courses will normally be split when there are 30 or more students.
  - (4) Provide qualified and experienced instructors to conduct the courses.
  - (5) Award credit to any student registered with AGU for that purpose who successfully completes all requirements for the course.
  - (6) Render a report showing the final grade assigned, at no charge, to each student enrolled in a course.
- f. Under this MOU, the DAU will:
  - (1) Assist with outreach and communications promoting the graduate degree and professional certification programs and provide suggestions for adjusting content of academic courses to meet the changing needs of the programs and Defense AT&L workforce requirements.
  - (2) Provide student transcripts for DAU courses for students applying for the graduate degree and professional certificate programs.
  - (3) Students will arrange official proof of DAWIA certification status.
2. Both parties to this MOU intend to conduct the cooperative graduate degree and/or professional certificate programs on a continuing basis, subject to at least an annual review of

academic matters, and subject to sufficient student participation, the nonconcurrence of which will result in no liability to the Government. All academic policies and regulations of the AGU are understood to apply to these programs.

3. Either party reserves the right to terminate, without liability, the cooperative graduate degree and/or professional certificate programs when the interest of that party so dictates. Every effort will be made by either party to give 60-days notice prior to effective date of termination and to complete the then-current programs year. Credits awarded to the point immediately preceding termination will be considered AGU units. AGU understands that the DAU support described in paragraph 1.f. of this MOU is provided with no guarantee of continuation of that support.
4. The parties hereto agree, understand, and acknowledge that this cooperative graduate degree and/or professional certificate programs shall be without cost or liability to the United States Government.

  
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Frank J. Anderson, Jr. (Date)  
President  
Defense Acquisition University

  
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Paul R. McDonald (Date)  
Vice President  
American Graduate University

Attachments  
As stated

# ATTACHMENT 1

## DAU COURSES ACCEPTED BY AGU FOR CERTIFICATE PROGRAMS

### Program/Project Management Certificate Program

<u>AGU Courses</u>	<u>DAU Courses</u>
- Program Management (Course 525/625)	- ACQ 201/PMT 352
- or -	
- Government Program Management (Course 526)	- ACQ 201/PMT 352
- or -	
- Managing Projects (Course 527/627)	- ACQ 201/PMT 352
- Technical Program Management (Course 529/629)	- SYS 201/301
- Building Project Teams (Course 571/671)	- None
- Project Scope, Cost and Schedule Management (Course 589)	- None
- Project Scheduling Techniques (Course 567)	- PMT 250
- Earned Value Management Systems (Course 547/647)	- BCF 102/201/203
- Risk Analysis and Management (Course 579/679)	- None
- Contracting and Procurement (Course 532/632)	- CON 101/202
- Project Quality Management (Course 687)	- None

### Acquisition And Contracting Certificate Program

- Contracting With the Federal Government (Course 501/601)	- CON 101/202
- Government Contract Law (Course 503/603)	- CON 210
- Subcontract Management (Course 539)	- CON 101/201
- Business Development and Proposal Preparation (Course 513/613)	- None
- Pricing and Negotiation (Course 519/619)	- CON 104/BCF 204/CON 235
- Program Management (Course 525/625)	- ACQ 201/PMT 352
- or -	
- Managing Projects (Course 527/627)	- ACQ 201/PMT 352
- Contract Management and Administration (Course 531/631)	- CON 201
- Negotiation - Principles and Practices (Course 535/635)	- None
- Risk Analysis and Management (Course 579/679)	- None
- Managing Service Contracts (Course 534)	- CON 202

## ATTACHMENT 1 (Continued)

### DAU COURSES ACCEPTED BY AGU FOR CERTIFICATE PROGRAMS

#### Financial Management And Pricing Certificate Program

<u>AGU Courses</u>	<u>DAU Courses</u>
- Pricing and Negotiation (Course 519/619)	- CON 104/BCF 204/CON 235
- Managing Service Contracts (Course 534)	- CON 202
- Subcontract Management (Course 539)	- CON 101/201
- Negotiation - Principles and Practices (Course 535/635)	- None
- Financial Management (Course 661)	- None
- Management Accounting and Control (Course 657)	- None
- Contracting With the Federal Government (501/601)	- CON 101/202
- Management Economics (Course 663)	- None
- Price and Cost Analysis (Course 520)	- BCF 101/BCF 204
- Risk Analysis and Management (Course 579/679)	- None

#### Management Certificate Program

- Essentials of Management (Course 602)	- None
- Management Accounting and Control (Course 657)	- None
- Financial Management (Course 661)	- None
- Information Systems Management (Course 695)	- None
- Organizational Behavior and Human Resources (Course 659)	- None
- Business Research Methods (Course 653)	- None
- Management Economics (Course 663)	- None

## ATTACHMENT 2

### DAU COURSES ACCEPTED BY AGU FOR DEGREE PROGRAMS

#### Master Of Project Management Degree Program

<u>AGU Courses</u>	<u>DAU Courses</u>
- Managing Projects (Course 527/627)	- ACQ 201/PMT 352
- or -	
- Program Management (Course 525/625)	- ACQ 201/PMT 352
- or -	
- Government Program Management (Course 526)	- ACQ 201/PMT 352
- Technical Program Management (Course 529/629)	- SYS 201/301
- Building Project Teams (Course 571/671)	- None
- Contracting and Procurement (Course 532/632)	- CON 101/201
- Project Scope, Cost and Schedule Management (Course 589)	- None
- Earned Value Management Systems (Course 547/647)	- BCF 102/201/203
- Risk Analysis and Management (Course 579/679)	- None
- Project Scheduling Techniques (Course 567)	- PMT 250
- Project Quality Management (Course 687)	- None
- Negotiation - Principles and Practices (535/635)	- None
- Essentials of Management (Course 602)	- None
- Management Accounting and Control (Course 657)	- None
- Business Research Methods (Course 653)	- None
- Organizational Behavior and Human Resources (Course 659)	- None
- Financial Management (Course 661)	- None
- or -	
- Information Systems Management (Course 695)	- None

## ATTACHMENT 2 (Continued)

### DAU COURSES ACCEPTED BY AGU FOR DEGREE PROGRAMS

#### Master Of Acquisition Management Degree Program

<u>AGU Courses</u>	<u>DAU Courses</u>
- Contracting With the Federal Government (Course 501/601)	- CON 101/201
- or -	
- Subcontract Management (Course 539)	- CON 101/201
- Government Contract Law (Course 503/603)	- CON 210
- Business Development and Proposal Preparation (Course 513/613)	- None
- Pricing and Negotiation (Course 519/619)	- CON 104/BCF 204/CON 235
- Contract Management and Administration (Course 531/631)	- CON 201
- Program Management (Course 525/625)	- ACQ 201/PMT 352
- or -	
- Managing Projects (Course 527/627)	- ACQ 201/PMT 352
- Negotiation - Principles and Practices (Course 535/635)	- None
- Essentials of Management (Course 602)	- None
- Management Accounting and Control (Course 657)	- None
- Business Research Methods (Course 653)	- None
- Organizational Behavior and Human Resources (Course 659)	- None
- Management Economics (Course 663)	- None