



Defense Acquisition University

www.dau.mil

MISSION ASSISTANCE



The Defense Acquisition University (DAU) is the primary training organization for the Defense Acquisition Workforce. We are committed to providing the training—both formal and informal—to develop qualified acquisition professionals by engaging our students both in the classroom and on the job. Our formal classroom and online certification training is augmented with face-to-face mission assistance engagements plus a virtual, continuous presence with the workforce



MISSION

Provide a global learning environment to develop qualified acquisition, requirements, and contingency professionals who deliver and sustain effective and affordable warfighting capabilities

VISION

Enable the Defense Acquisition Workforce to achieve better acquisition outcomes

through our online continuous learning center and knowledge sharing Web sites. These products and services enhance workplace performance, promote mission effectiveness, and help reshape the workforce to meet future challenges—ultimately developing fully qualified acquisition professionals who provide cost-effective systems, equipment, and services to meet warfighter requirements.



MISSION ASSISTANCE

Today's acquisition environment is complex and presents many challenges in the business, technical, and management areas. Shrinking DoD budgets are creating extraordinary pressures on acquisition organizations and their teams. DAU Mission Assistance provides direct support, often in the workplace, to acquisition organizations and teams in meeting these challenges.

The collective acquisition experience and knowledge of our faculty across DoD acquisition disciplines is available to help with your programs. They bring this experience and knowledge into acquisition organizations to help resolve program, technical, and business issues. They can work one-on-one with Program Managers, Program Executive Officers, and other senior leaders to help them better meet the challenges of today's acquisition environment. This assistance is offered through consulting services, acquisition workshops, customized team-training events, and leadership development programs. We also offer rapid deployment training to provide immediate training resources on new acquisition policies.

These services can be provided at critical points in the life cycle of your program and can address your program's unique needs, such as:

- Assessment of the health of an acquisition program
- Dialogue on proven practices and lessons learned that can benefit a program by creating more efficiencies
- Outside, objective look at various aspects of a program such as acquisition strategy, source selection plan, competitive strategies, and systems engineering plan
- Review and analysis of an organization's climate to provide insights and recommendations for improvement
- Specialized and focused acquisition team training to guide the team through a critical program event

DAU has Associate Deans for Outreach and Mission Assistance (ADOMA) at each region and the Defense Systems Management College (DSMC). Their contact information is on the back cover.



Consulting Services

Our seasoned faculty and staff can consult with government acquisition organizations and their teams on either a long- or short-term basis. Consulting and facilitation services are offered in many areas including strategic planning, acquisition strategy, milestone preparation, collaborative problem solving, and organizational assessments.



"When I requested assistance in pulling together a command climate survey, DAU was ready and able to jump in and make it happen. From developing the right questions for my command climate survey, to administering the online survey, through the detailed analysis of the results, DAU was there to provide their expertise and guidance."

CAPT Rick Muldoon, USN (Ret.)
Program Manager
PMA-261, CH-53 Heavy Lift Helicopters

Collaborative Problem Solving

DAU facilitators assist acquisition teams with collaborative group deliberation and decision making. The university's facilitated decision-making services use Think Tank collaboration software. Teams use networked computers to share information, brainstorm, develop plans, examine alternatives, and address complex problems. Think Tank and other facilitation services are provided at all DAU campuses. Think Tank often is used in conjunction with the survey tool, Opinio.

MDAP/MAIS Mission Assistance

Major Defense Acquisition Programs (MDAPs) and Major Automated Information Systems (MAISs) face many challenges throughout their life cycle. Having an experienced "thinking partner" available to help reconcile a wide range of challenges, from leadership to programmatic, has proven invaluable for many PMs and PMOs. We have appointed MDAP/MAIS directors as part of the senior leadership team at each region and DSMC to help meet your needs.

...practical business solutions at both
individual and team levels...

Workshops and Training

Service Acquisition Workshops

More than half of DoD acquisition expenditures reside in acquisition of services. "Improve Tradecraft in Acquisition of Services," a major Better Buying Power area, is a high priority. DAU developed the Service Acquisition Workshops to educate those workforce members engaged in service acquisition to more effectively execute this critical area. These workshops are a just-in-time event to facilitate a specific requirement. Using a 7-step process, DAU faculty teach the teams, through hands-on training, how to develop and execute performance-based service requirements in their specific domains.

Program Workshops

DAU offers several types of program transition workshops to help program office teams navigate through critical stages of the program's life cycle. **New Program Start-up Workshops** address the importance of quickly establishing effective working relationships and task priorities between government and industry program offices following contract award. These workshops assist government and industry program managers and staffs in aligning program expectations, organizations, processes, and functional lines of communication.

Milestone Transition Workshops help acquisition teams smoothly transition from one acquisition lifecycle phase to the next one via a well-executed milestone preparation and review process. **Program Shutdown Workshops** ensure that government and industry collaborate to smoothly and efficiently end an acquisition program selected for termination.

"As a new Program Manager leading the start-up of an ACAT 1D program Joint Precision Automated Landing Systems (JPALS), I turned to DAU to guide and facilitate a program start-up workshop. The team spent 4 days together establishing ground rules, drumbeats, working relationships and aligning the government and contractor organizations to work in the most efficient manner."

RDML C.J. Jaynes, USN
Program Manager
PMA-213, Naval Air Traffic Management

Targeted/Tailored Team Training

DAU targeted training courses are offered on an on-demand basis. Our faculty will meet with leadership from an acquisition organization to gain understanding of specific training requirements. We have courses focused on particular acquisition-related topics or we can tailor a course to an organization's unique needs. Our faculty then goes to the acquisition organization's location and delivers the training to the acquisition team. A description of targeted training courses can be found online at catalog.dau.mil.

Leadership Development

Defense Acquisition Executive Overview Workshop

DAU works with DoD senior acquisition leaders to develop approaches that apply proven practices and processes within their programs or organizations. The *Defense Acquisition Executive Overview Workshops* provide general/flag officers and members of the Senior Executive Service an executive-level understanding of the defense acquisition system and supporting processes. Workshop content is tailored to the needs of the executive, conducted on demand, and delivered in a one-on-one, desk-side session.

Executive Coaching

DAU has an award-winning *executive coaching practice* that provides one-on-one support for acquisition executives via an experienced executive coach who serves as a mentor and sounding board on current activities and future objectives.

"My DAU coach collaborated with me on articulating the future vision, identifying the necessary actions, and developing an actionable plan to achieve a lasting goal. Through this executive coaching program, Air Force Space Command now has an approved investment strategy for providing our warfighters with improved and affordable satellite communications capability."

Col Charles Cynamon
Air Force Space Command/Space & Missile Center
MILSATCOM Program Office

Leadership Development Courses

DAU also offers three *Executive Leadership Development courses*: Leading in the Acquisition Environment, Integrated Acquisition for Decision Makers, and Forging Stakeholder Relationships. Descriptions can be found online at icatalog.dau.mil.



Rapid Deployment Training

Rapid Deployment Training

DAU's Rapid Deployment Training Initiative was established to more rapidly train the Defense Acquisition Workforce in initiatives and policy changes. This approach includes quick notification and training to the acquisition community by posting new policy training materials online within hours following policy release and sending DAU training teams to major DoD AT&L field organizations. Rapid Deployment Training has included: DoD 5000-series changes, life cycle support policy including creation of the program support manager, and Better Buying Power initiatives.



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then mouse over the "Star" for your geographic area to get the phone number of your regional representative.

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