

# DAU Guidebooks Available At No Cost to Government Employees

## COMPARISON OF THE DEFENSE ACQUISITION SYSTEMS OF AUSTRALIA, JAPAN, SOUTH KOREA, SINGAPORE, AND THE UNITED STATES

This guidebook describes the national armament systems of Australia, Japan, South Korea, Singapore, and the United States. Beginning with an introduction to the political environment, the acquisition organizations, systems, and processes involved, Kausal and Markowski describe the effects of differences in national culture and traditions, time zones, currencies, fiscal year schedules, and language barriers. Tying these differences to each nation's national armament system, the authors make the case that international armaments cooperation is a difficult but rewarding challenge.

**Author:** Stefan Markowski

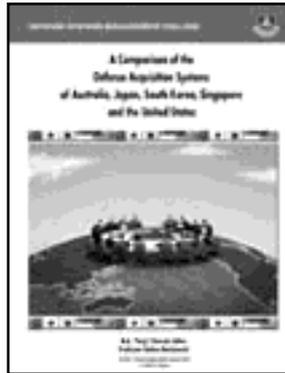
**Editor:** Tony Kausal

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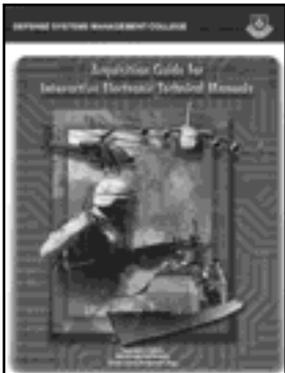
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## ACQUISITION GUIDE FOR INTERACTIVE ELECTRONIC TECHNICAL MANUALS

This guidebook is designed as the primary desk reference for acquisition personnel who must acquire, develop, deliver, and manage Interactive Electronic Technical Manuals (IETM). It incorporates the status of existing/planned DoD and Service-unique policy guidance, discusses current and projected technologies related to the production of IETMs, analyzes the relationships between IETMs and training, and addresses delivery vehicles, including the World Wide Web.



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## INCENTIVE STRATEGIES FOR DEFENSE ACQUISITIONS GUIDE

Printed on behalf of the Office of the Deputy Under Secretary of Defense for Acquisition Initiatives by the Defense Acquisition University Press

Incentives should exist in every business arrangement because they maximize value for all parties. DoD needs to adopt strategies that attract, motivate, and reward contractors to encourage successful performance. Using commercial practices will enhance DoD's ability to attract nontraditional contractors. This guide amplifies existing policy regarding use of incentives in defense acquisitions. It explores cost-based and noncost-based incentive strategies. It clearly defines use of performance objectives or product functionality vs. detailed requirements to seek best value acquisitions. It answers these questions:

- Why are we concerned with contractual incentives?
- What elements contribute to an effective incentive strategy?
- How can we build and maintain an effective environment for a successful business relationship?
- How can we build the acquisition business case?
- How can we build an incentive strategy that maximizes value?

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