



# The Eisenhower School Senior Acquisition Course (SAC)



## Program Description

The Senior Acquisition Course (SAC) is the pre-eminent course for members of the Defense Acquisition Workforce. This course is designed to prepare selected military officers and civilians -- already highly experienced and well credentialed -- for senior leadership and staff positions throughout the acquisition community.

Mandated by the Defense Acquisition Workforce Improvement Act (DAWIA) (Title XII Public Law 101-310), the Eisenhower School (ES) has been designated by the Under Secretary of Defense for Acquisition, Technology and Logistics (USD [AT&L]) to deliver the Senior Acquisition Course to selected acquisition workforce students under the sponsorship of the Defense Acquisition University. Each year, the services and agencies select fifty-six acquisition professionals (24 military officers, 31 civilians, and 1 foreign student) to participate in the program. In order to fulfill the objectives of the course, all SAC nominees must be level III certified in or have senior level experience in at least one acquisition career field (nominees possessing level II certification will be considered for course entry on a case-by-case basis).

SAC students are full members of the Eisenhower School student body – a mix of combat and support personnel, diplomatic and other federal agency personnel, international fellows, and industry fellows. SAC students are offered a wide choice of research and elective opportunities, as well as a common core curriculum and two required electives in Acquisition Policy.

## Course Curriculum

The Senior Acquisition Course consists of the entire 10-month Eisenhower School curriculum, enhanced for designated acquisition students through four major elements:

### *1. Core Curriculum*

The multi-disciplinary core curriculum includes courses such as Strategic Leadership, National Security Studies, Military Strategy and Logistics, Economics, Defense Resourcing, Industry Study and Industry Analytics. Additionally, a core course in Acquisition is conducted for all ES students in the spring semester in conjunction with the other core curriculum studies. This course, consisting of seminars, lectures and case studies, have been designed to challenge the students to assess current acquisition policy and practices in the context of National Security Strategy, with an emphasis on acquisition management in a changing world. Students in the Senior Acquisition Course participate in the core curriculum with all other ES students.

## ***2. Mandatory Acquisition Policy Advanced Studies***

An essential component of the Senior Acquisition Course, the Eisenhower School's core curriculum is supplemented by a course of study spanning two elective periods, one each in the fall and spring semesters:

*Acquisition Policy I:* The fall course provides students the opportunity to select a "focus track" of one of five topics offered, including Innovation and Change in Industry and Government, Sustaining Technological Advantage, Research and Technology Policy, Comparative International Acquisition Systems, and Changing Defense Industrial Base. Additionally, students will hear a lecture from a senior acquisition official in government or industry, participate in a field study related to their "focus track" and attend media training for acquisition professionals at Defense Acquisition University.

*Acquisition Policy II:* This spring course is divided into two parts; The first half of the course is seminar based and focuses on areas and topics of strategic importance, to include Acquisition Policy, A Historical Perspective, Political Foundations of Defense Acquisition, Defense Market Theory, Sources of Military Innovation, Life Cycle Logistics, and Ethics in Acquisition for Senior Leaders. The focus of the second half, research and writing, is described in paragraph 4, below.

*Note:* PMT-401, the Program Manager's Course, also offered at the Eisenhower School, may be taken in lieu of Acquisition Policy I, Acquisition Policy II.

## ***3. Elective Courses***

A wide array of elective courses covering all aspects of acquisition management is available. Students select one regional study, one industry study, and two other electives courses during the 10-month ES program.

## ***4. Research***

Acquisition Policy II also provides a forum, through individual or small group research, for analytical study of an acquisition issue or topic that has current critical interest in the defense community. All Senior Acquisition Course students undertake a research project and write a paper suitable for publication in a professional journal. An Acquisition Department faculty research advisor oversees each project. Students present the results of their research in small fora held at the School at the conclusion of the spring elective period. A number of these papers are published in acquisition journals each year. Acquisition students completing particularly exceptional research compete for an array of research awards -- both honorary and monetary-- to include an award sponsored and presented by the Defense Acquisition University.

***For further information, please contact the Eisenhower School Department of Acquisition at (202) 685-4767 and ask for the Senior Acquisition Course (SAC) Director***