

Function		Security Cooperation
Comp ID	Competency Title	Competency Description
1.0	Country/Regional Orientation and Awareness	Develop and maintain an understanding of the country's or region's cultural, economic, political, and security environment.
	Task Statements	<p>1.A Identify the factors (e.g., environmental, economic, political, security, legal, and social) which shape and impact the target country or region, reassessing in response to changing world events.</p> <p>1.B Identify the security outlooks and/or strategic relations in the target country or region, including U.S. and partner nation strategic guidance.</p> <p>1.C Identify the organizational structures (e.g., security) and/or capabilities of partner nations.</p> <p>1.D Cultivate professional relationships with foreign counterparts to promote collaborative engagement.</p> <p>1.E Develop, implement, and/or improve coordination and communication methods, interactions, and/or processes, to include linguistic expertise, between U.S. and foreign civil and military organizations.</p>
2.0	Strategy and Policy Development	Develop and support strategies, policies, guidelines, and/or key considerations associated with Security Cooperation. Identify, assess, and execute Security Cooperation programs and activities to achieve political-military objectives.
	Task Statements	<p>2.A Develop Security Cooperation policy and guidance in support of national strategic objectives.</p> <p>2.B Contribute to and/or implement security cooperation PPBE processes (e.g., planning, programming, budgeting, and execution) and inputs.</p> <p>2.C Develop and prioritize Security Cooperation activities and resources to ensure allocations are consistent with strategic guidance and policies.</p> <p>2.D Develop and/or integrate, in coordination with interagency partners, the defense aspects of national security objectives.</p> <p>2.E Determine the operational definition, criteria, and methodology of assessing the success of Security Cooperation programs and activities.</p>
3.0	International Armaments Cooperation Activities/Programs	Identify, assess, plan, develop, negotiate, and execute International Armaments Cooperation activities/programs.
	Task Statements	<p>3.A Harmonize or synchronize U.S. and partner nation requirements in support of cooperative programs.</p> <p>3.B Assess a partner nations' acquisition programs to determine potential benefits to the U.S.</p> <p>3.C Conduct exploratory and/or technical discussions with prospective partner nations.</p> <p>3.D Identify the need for, and type of, international agreements in support of U.S. acquisition activities with partner nations.</p> <p>3.E Execute International Armaments Cooperation Activities/Programs in accordance with applicable international agreements and acquisition best practices.</p> <p>3.F Support and/or conduct negotiations for International Armaments Cooperation Activities/Programs with partner nations.</p> <p>3.G Support development of the necessary documentation for International Armaments Cooperation Activities/Programs.</p> <p>3.H Facilitate and/or manage post-agreement interactions between partner nations.</p> <p>3.I Identify foreign equipment and/or technologies, either in development or production, that may fulfill DoD requirements.</p>

4.0	Sales and Transfers	Identify, assess, plan, implement, execute, and/or manage the acquisition, delivery, monitoring, and/or disposal of articles and/or services (e.g., education and training) for international customers/partners.
Task Statements		4.A Define Security Cooperation requirements to support Theater Campaign Plans (TCP).
		4.B Conduct program management reviews, financial management reviews, and/or other reviews with partner nations and stakeholders.
		4.C Generate estimates for Price and Availability and Letters of Offer and Acceptance Data in response to Letters of Request/Memos of Request.
		4.D Use automated systems to execute Security Cooperation programs.
		4.E Identify and/or mitigate risks for programs involving the development and/or integration of new capabilities.
		4.F Support partner nations in developing valid and actionable requirements (e.g., Letters of Request).
		4.G Advise and/or coordinate with U.S. industry partners in planning for acquisitions (e.g., Foreign Military Sales, Direct Commercial Sales, Building Partner Capacity Cases, and/or hybrid programs).
		4.H Execute and control projects and/or programs to ensure deliverables fulfill agreed-upon requirements.
		4.I Conduct project/contract closure with stakeholders to facilitate final case closure.
		4.J Maintain data and documentation to support program evaluation on a programmatic and/or portfolio level (e.g., from pre-Letter of Request activities to end-use monitoring).
		4.K Conduct and/or participate in trade shows in accordance with DoD policies and procedures.
		4.L Ensure proper accounting, accuracy and thoroughness of data, currency of schedules, and timeliness and completeness of reporting.
		5.0
Task Statements		5.A Identify international acquisition opportunities, exportability features, and interoperability requirements at all stages of program planning and execution.
		5.B Support and/or conduct International Acquisition and Exportability (IA&E) assessments for acquisition programs to identify international considerations in program planning.
		5.C Assist in the development of necessary program documentation (e.g., security classification guidance, program security instruction, program protection plan, Technology Assessment/Control Plans).
		5.D Support the identification of Critical Program Information (CPI).
		5.E Support the development of Technology Release Roadmaps for planned releases of sensitive or classified capabilities.
6.0	Security Cooperation Planning and Execution	Develop and execute Security Cooperation plans supporting Combatant Commander's Theatre Campaign Plans.
		6.A Conduct analyses of partner nation to identify opportunities to collaborate in support of Theatre Campaign Plans (TCP).
		6.B Develop and/or integrate, in coordination with interagency partners, the military aspects of national security objectives as part of a Whole of Government approach.

Task Statements		6.C Identify and address constraints and restraints to the execution of Security Cooperation plans (e.g., deficits in authorities, resources, and/or partner capabilities).
		6.D Ensure compliance with applicable authorities, agreements, legal frameworks, and regulatory guidance (e.g., Leahy Law).
		6.E Plan and/or execute non-acquisition military to military and military to civilian programs.
		6.F Plan and/or execute end-use monitoring (EUM) activities.
		6.G Evaluate program activities in support of Defense Institution Building (DIB).
7.0	Assessment, Monitoring, and Evaluation	Assess, monitor, and/or evaluate Security Cooperation programs, activities, and initiatives.
Task Statements		7.A Conduct initial assessments to establish baselines for tracking progress.
		7.B Monitor progress of initiatives (e.g., track inputs, costs, schedules, and/or performance).
		7.C Evaluate programs, activities, and/or initiatives to determine relevance, effectiveness, supportability, and/or sustainability.
		7.D Identify returns on Security Cooperation investments.
		7.E Collect and disseminate best practices and lessons learned to improve Security Cooperation processes, programs, and activities.
		7.F Develop, adjust, and/or customize an assessment, monitoring, and evaluation framework to measure program success in accordance with regulations.
		7.G Make recommendations for Security Cooperation activity adjustments based on evaluation results.
8.0	Political-Military (POLMIL) Activities	Identify, assess, and execute Security Cooperation programs and activities to achieve political-military objectives.
Task Statements		8.A Apply the relevant tools, authorities, and processes associated with fostering Doctrine Organization Training Leadership and Education Personnel and Facility (DOTLPE) elements in a partner nation.
		8.B Employ best practices related to sequencing and synchronizing available Security Cooperation tools (e.g., contacts, exchanges, education and training, exercises, operational support, defense institution building) and authorities.
		8.C Recognize capability gaps in partner nations' institutional functions (e.g., defense policy and strategy, resources management, logistics, professional military education (PME), national emergency services, essential civilian services).
		8.D Recognize warfighting capability gaps in partner nations (e.g., foundational interoperability arrangements).
9.0	Security, Foreign Disclosure, and End-Use Controls	Develop and/or implement security (e.g., technology, physical, information assurance), foreign disclosure, and end-use controls policy, guidelines, and procedures.
		9.A Follow Technology Security and Foreign Disclosure approval processes to release classified or controlled unclassified information and technology to support Security Cooperation efforts (e.g., International Acquisition and Exportability [IA&E] assessments, Foreign Military Sales, Direct Commercial Sales, foreign visits).

Task Statements	9.B Develop, negotiate, and implement foundational security agreements to enable information sharing, transfer of classified military information, and interoperability (e.g., General Security Of Information Agreements [GSOIAs], General Security Of Military Information Agreements [GSOMIAs], Communications and Information Security Memorandum of Agreements [CISMOAs]).
	9.C Support development of a program Delegation of Disclosure Authority Letter (DDL) that meets program objectives while protecting classified and critical information and/or technology.
	9.D Identify and ensure compliance with end-use controls, technology security, foreign disclosure, and program protection requirements at all stages of Security Cooperation activities.