



DEPARTMENT OF THE NAVY  
OFFICE OF THE ASSISTANT SECRETARY  
RESEARCH, DEVELOPMENT AND ACQUISITION  
1000 NAVY PENTAGON  
WASHINGTON, DC 20350-1000

13 Apr 2018

MEMORANDUM FOR THE RECORD

Subj: CONSIDERATION OF THE UNIVERSITY OF VIRGINIA DARDEN SCHOOL OF BUSINESS, NAVY'S INSIGHT INDUSTRY COURSE (NIIC) AS FULFILLMENT OF DEFENSE ACQUISITION UNIVERSITY'S (DAU) ACQ 315 UNDERSTANDING INDUSTRY (BUSINESS ACUMEN) COURSE

1. This memorandum formally documents Department of the Navy (DON) policy, effective October 28, 2016, to consider the University of Virginia Darden School of Business, Navy's Insight Industry Course (NIIC) to fulfill the requirements Defense Acquisition University's ACQ 315 Understanding Industry (Business Acumen) course requirements.

a. The course stated above surpasses DAU's ACQ 315 Understanding Industry (Business Acumen) course requirements.

b. Navy DACM used Defense Acquisition Workforce Development Fund (DAWDF) to fund this course for the Acquisition Work Force at the University of Virginia Darden School Of Business.

2. My point of contact is Joe Everling, Navy DACM Chief of Staff, joe.everling@navy.mil, (703)614-2695.

A handwritten signature in black ink, reading "W. Mark Deskins", is written over a horizontal line.

W. Mark Deskins  
Director, Acquisition Career Management