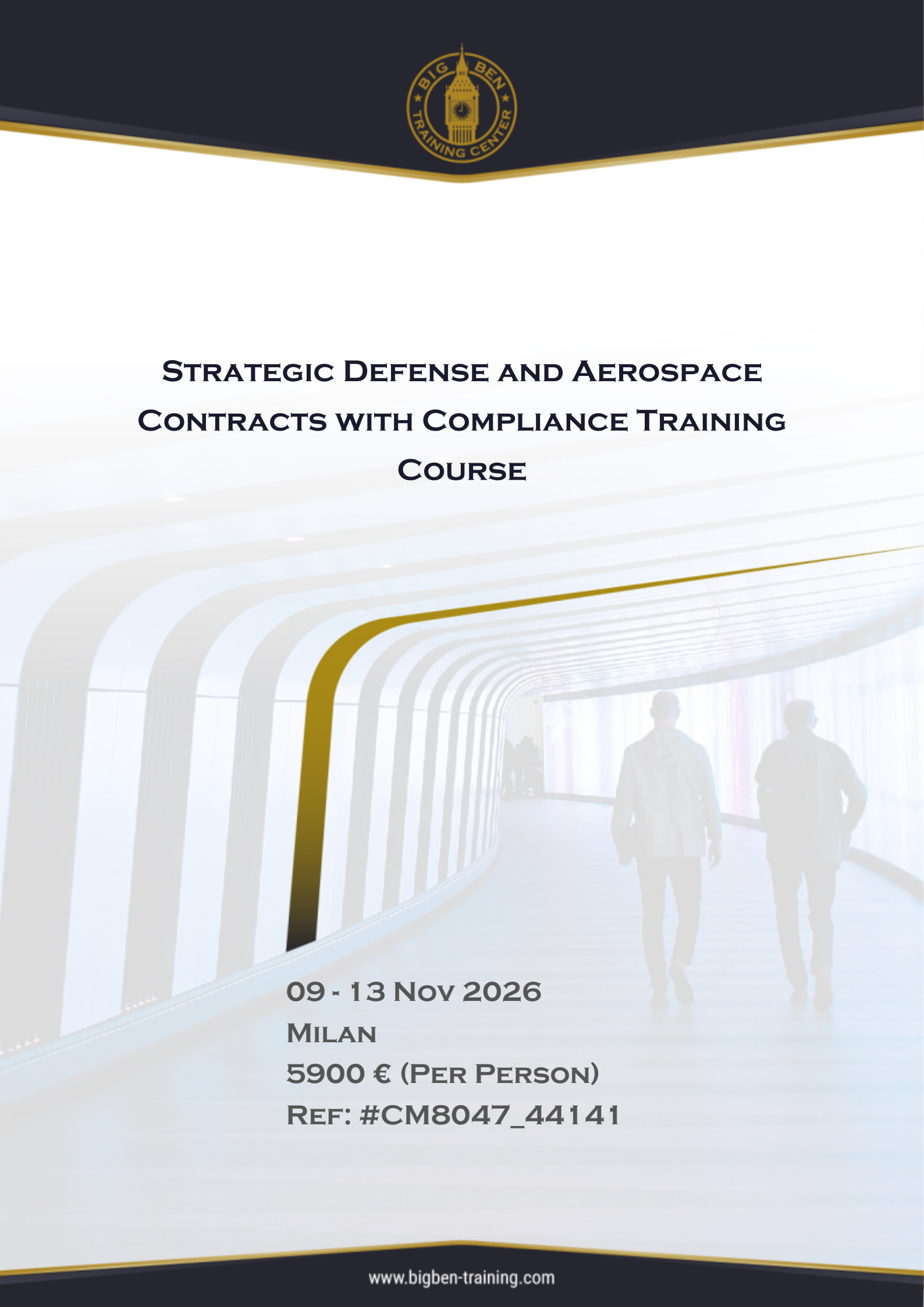
Strategic Defense and Aerospace Contracts with Compliance Training Course



09 - 13 Nov 2026

Milan

5900 € (Per Person)

Ref: #CM8047_44141

Course Introduction / Overview:

The defense and aerospace industries operate under some of the most complex and heavily regulated contractual frameworks in the world. This training course is designed to give professionals a deep understanding of these specialized contracts, with a specific focus on compliance with key regulations like ITAR (International Traffic in Arms Regulations). We will explore everything from initial contract negotiation to managing project closeout. We will also touch on the essential legal and regulatory principles, drawing on the work of academics like Mark L. Lamoreaux, author of "Government Contracts Law: A Practical Guide." His insights on the unique legal landscape of government contracts are central to our curriculum. At BIG BEN Training Center, we understand that a single compliance error can lead to severe penalties, loss of licenses, or even criminal charges. This course provides a complete, hands-on guide to help you navigate these risks. You will learn to draft robust clauses, manage complex subcontracts, and implement internal compliance programs to protect your organization. By mastering these skills, you will be able to handle complex defense and aerospace contracts with the highest level of expertise and integrity.

Target Audience / This training course is suitable for:

- Contract and procurement managers.
- Compliance and legal officers.
- Project managers and engineers.
- Senior executives in defense and aerospace.
- Export and import specialists.
- Business development professionals.
- Risk management officers.

Target Sectors and Industries:

- Defense and military contractors.
- Aerospace and aviation manufacturing.
- Government agencies and public sector entities.
- Homeland security.
- Technology and software for military applications.
- Satellite and space technology.
- Research and development.

Target Organizations Departments:

- Contracts and procurement departments.
- Legal and compliance divisions.
- Export control offices.
- Program and project management.
- Sales and business development.
- Supply chain management.
- Engineering and research.

Course Offerings:

By the end of this course, the participants will have able to:

- Navigate the legal and regulatory frameworks of defense and aerospace contracts.
- Implement best practices for ITAR and EAR (Export Administration Regulations) compliance.
- Draft, negotiate, and manage complex government contracts.
- Identify and mitigate risks associated with export control and sanctions.
- Develop and execute a robust internal compliance program.
- Manage subcontracts and supplier relationships under government regulations.
- Effectively handle audits and government investigations.

Course Methodology:

This training course uses an intensive and practical methodology to address the unique challenges of defense and aerospace contracts. We combine expert-led sessions with a focus on real-world case studies and hands-on exercises. Participants will analyze detailed scenarios involving ITAR and other regulations, working in groups to solve complex compliance problems. The program includes workshops on drafting export control clauses and a mock audit session to help you prepare for real-world scrutiny. We use a variety of tools, including compliance checklists and risk assessment frameworks, to show you how to apply what you learn. We encourage active participation and group discussions, giving you the chance to share experiences and learn from your peers. At BIG BEN Training Center, we are committed to providing a learning environment that not only builds knowledge but also fosters the critical thinking needed to operate successfully in this highly regulated industry.

Course Agenda (Course Units):

Unit One: Foundations of Defense and Aerospace Contracts

- Understanding the government contracting process.
- Key contract types: FFP, CPFF, T&M.
- Risk allocation and management.
- Specialized clauses in defense contracts.
- Basics of ITAR and export control.

Unit Two: Navigating ITAR and EAR Compliance

- The role of ITAR in defense exports.
- Understanding the US Munitions List (USML).
- EAR and the Commerce Control List (CCL).
- Developing an export compliance program.
- Key exemptions and licenses.

Unit Three: Contract Negotiation and Management

- Strategies for winning government bids.
- Negotiating fair and favorable terms.
- Managing subcontracts and supplier compliance.
- Handling changes orders and modifications.
- Managing intellectual property rights.

Unit Four: Audits, Investigations, and Ethics

- Preparing for government audits and reviews.
- Responding to an investigation.
- Voluntary disclosures and corrective actions.
- The role of ethics in government contracting.
- Internal reporting mechanisms.

Unit Five: Emerging Trends and Best Practices

- Cybersecurity regulations in defense contracts.
- Managing international supply chains.
- Best practices for data and intellectual property protection.
- Future trends in aerospace contracting.
- Building a culture of compliance.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

In an era of increasing global tensions and technological advancement, how can a company's proactive and robust approach to ITAR compliance become a strategic competitive advantage rather than just a regulatory burden?

What unique qualities does this course offer compared to other courses?

This training course is different because it goes beyond standard contract management to provide a complete, integrated approach to compliance in the defense and aerospace sectors. While other programs may briefly mention ITAR, our curriculum is built around the strict regulatory environment of these industries. We give you practical tools and strategies to not only understand the rules but also to implement an internal compliance program that protects your organization from significant legal and financial risks. We use hands-on, scenario-based learning to help you navigate complex situations, from managing international subcontracts to preparing for a government audit. The course's focus is on practical examples and a proactive mindset, helping you move from simply reacting to regulations to strategically managing your contractual relationships. You will leave with expertise and confidence to handle the most demanding defense and aerospace contracts with professionalism and integrity.