

<b>Course</b>	<b>Description</b>
<b>Cross Culture Communications</b>	"Advisors derive their effectiveness from their ability to understand and work with foreign counterparts from another culture. They must understand enough of their own culture and their counterpart's culture to accurately convey ideas, concepts, and purpose without causing counterproductive consequences. (FM 3-07.1 Security Force Assistance) This class explains social systems, operational environment, factors affecting communication, non-verbal communication, cultural taboos, and culture shock. The class helps students shape effective communication across varied cultures.
<b>Human Behavior and Rapport</b>	"Rapport comprises understanding, respect, and trust. No amount of resources or firepower can compensate for a lack of rapport between advisor and FSF counterpart. It must be honest, genuine, and heartfelt. Mutual understanding, respect, and trust are the building blocks to success." (FM 3-22 Army Support to Security Cooperation) This class combines the Human Needs Hierarchy by Dr. Abraham Maslow with culture, environmental effects, and personalities to equip leaders with solid techniques for building rapport.
<b>Influencing and Negotiations</b>	This class explains methods for influencing others using Dr. Robert Cialdini's Six Principles of influencing and provides six additional techniques for influencing. The class also provides students with a 10 step model as an example of a way to influence a counterpart. Part 2 of the class explains distributive and integrative approaches to negotiations, interest based negotiations, and counter-negotiations.
<b>Use of Interpreters</b>	The "Use of an Interpreter" class instructs the students on proper techniques to use an interpreter before during and after a planned and impromptu engagement with foreign security forces (FSF), media, civilians etc. This class explains how to choose an interpreter and rehearse planned engagements. It provides the student guidelines for employing interpreters during impromptu engagements.
<b>Mutual Perceptions and Insider Threat</b>	Originally based on requirements for Joint Advisors serving in Operation Enduring Freedom, this class distills the fundamental principles for defending against inside threats to US personnel and applies them to other operational environments. The class covers the latest techniques to prepare, deter, detect and respond to insider threat.
<b>Team Survivability</b>	This class focuses on preparing individuals, teams, and small units for deployment to a foreign country. The class covers the Code of Conduct, Guardian Angel / Team Force Protection, evasion plans of action (EPA), personnel recovery, personnel recovery frameworks, isolated personnel responsibilities, evasion, survival, and recovery. This class is designed and instructed by Level C Survival, Evasion, Resistance and Escape (SERE-C) certified personnel for the resident training program.

**Table 1**