CAREER OPPORTUNITIES IN SECURITY/DEFENSE POLICY

Description of Field:
Careers in the field of security revolve around every aspect of international affairs. Knowledge of operations, programs, and issues and policies of defense strategy, military capabilities, arms control and coercion or negotiation in conflict resolution are vital for security professionals today.

The Federal Government (CIA, FBI, Department of State, and Department of Defense), the private sector (consulting and management firms), international organizations (NATO and the United Nations), NGOs (International Alert, Save the Children), research institutions (Brookings Institution and the Center for Strategic and International Studies), and public interest organizations (Oxfam) are but a few examples of employers with opportunities for security professionals.

Career Paths and Entry Salaries:
A major component of the security field involves critical analysis of issues, both past and present. Professionals demonstrate a comprehensive grasp of world history as it relates to current events as well as an understanding of factors influencing steady global change. They perform threat/risk assessments in areas of conflict and give advice on—or implement—strategic security programs. After an average of 3 years in the field, professionals might advance into consultant/program coordinator positions in domestic or international locations, earning an average of $45,300-$67,000, depending on the size of the organization.

Because of the sensitive nature of information involved, applicants in security should be prepared for extensive background checks, special testing (e.g. polygraph and medical examinations), and security clearances. This is true even in the private sector because many projects are contracted by the Federal Government. Defense contractors (also sometimes called military contractors) provide various products or services. Products typically include military aircraft, ships, vehicles, weaponry, and electronic systems. Services can include logistics, technical support and training, and communications support.

Fluent proficiency of a foreign language is often required, and a publishable level of written English is essential; foreign travel and previous residency abroad are advantageous. Typical starting positions include, but are not limited to:

Analysts/Specialists – Representing a common entry-level position, analysts manage and produce all-source intelligence on regional, transnational, scientific, technical, and defense topics. Individuals research, organize, and summarize data; identify and interpret intelligence gaps to help predict likely courses of action; evaluate information from multiple—and often contradictory—sources; and apply techniques to solve analytic problems. After monitoring trends/events related to a particular country or issue, they prepare written and oral assessments. Job titles include: National Defense Specialist, Intelligence Specialist/Officer, Military Capabilities Analyst, Regional Analyst, Counterterrorism Analyst, Information Security Specialist, and Research Coordinator. Average salaries range from $50,000-$60,000.

Collection Management Officers – Building upon work by analysts, these officers direct the dissemination of intelligence to policy makers, which requires substantive knowledge of the area and issues presented. Professionals in this area act as a liaison between personnel in the field and those in the boardroom. Average salaries range from $38,200-$45,500.

Linguists – These positions involve research translation, transcription, reporting, and analysis of materials of national concern. Foreign travel is often a large component of the job. Language expert positions also take the form of logisticians in foreign countries. They provide support for in-country programs and serve as translator/mediator between the policy-makers and local communities. Average salaries range from $45,000-$60,000.

Program Support – Forming the corps of administrative support, professionals in this area provide accurate, evidence-based, comprehensive, and timely intelligence related to the security of an organization or national entity. They conduct counterintelligence activities; they also adapt foreign political, military, economic and technical information form intelligence analyses and warning processes. Such professionals offer specialized, coordinated, and focused security management support and often work for NGOs or consulting agencies. Placements vary by geographic location depending on depth of experience and language fluency. Average salaries range from $38,400-$60,000.
Recommended Qualifications to Enter the Field:

- Excellent writing and analytical skills
- In-depth regional knowledge of specialization
- Demonstrated research and knowledge of the industry
- Ability to explain complex issues in simple terms
- Superior understanding of policy process
- Strong quantitative skills
- Flexibility and ability to work under deadlines
- Advanced foreign language proficiency
- Untarnished civil/criminal record
- Strong public presentation skills
- Advanced PowerPoint skills
- Academic excellence

Sample Employers and Resources for More Information

Career Resources & Membership Organizations:

- Defense Systems and Information Intelligence Careers - https://intelligencecareers.com
- Elliott School Career Connection – http://www.elliottschoolcc.com/students
- International Association for Professional Security Consultants – https://iapsc.org
- The International Association for Counterterrorism & Security Professionals – http://www.iacsp.com
- United States Intelligence Community – http://www.intelligence.gov
- USA Jobs – https://www.usajobs.gov

Employers:

Private Sector
- Boeing – http://www.boeing.com
- Booz Allen Hamilton – http://www.boozallen.com
- CACI – http://www.caci.com
- General Dynamics – http://www.generaldynamics.com
- Lockheed-Martin – http://www.lockheedmartin.com
- Northrop-Grumman – http://www.northropgrumman.com
- Raytheon – http://www.raytheon.com
- SAIC – http://www.saic.com
- TRW – http://www.trw.com
- United Technologies – http://www.utc.com

Government Agencies
- Bureau of Immigration and Customs Enforcement (ICE) – http://www.ice.gov
- Central Intelligence Agency (CIA) – http://www.cia.gov
- Defense Intelligence Agency (DIA) – http://www.dia.mil
- National Geospatial Intelligence Agency – https://www1.nga.mil/Pages/default.aspx
- U.S. Coast Guard – http://www.uscg.mil
- U.S. Department of State – http://www.state.gov
- U.S. Department of the Army – http://www.army.mil
- U.S. Department of the Navy – http://www.navy.mil
- U.S. Department of Treasury – http://www.treasury.gov

Non Government Organizations
- Center for Arms Control and Non-Proliferation – http://armscontrol.org
- Project on Government Oversight – http://www.pogo.org
- Center for Strategic and International Studies – http://csis.org
- RAND – http://www.rand.org
- The Brookings Institution – http://www.brookings.edu

Association:

**Internet Resources:**

- ASIS International – Resource for security professionals. Formerly known as the American Society for Industry Security, ASIS International is an international organization. Visitors to this site [http://asisonline.org](http://asisonline.org) can read the latest issue of Security Management.
- Intelligence Careers – A good starting point for “information intelligence professionals” to find great career opportunities. This is not an IT-recruiting website. This website is all about the pursuit of “information intelligence” – careers that balance the need for world knowledge with the ability to use technology to achieve action. [http://www.intelligencecareers.org](http://www.intelligencecareers.org)
- Law Enforcement Jobs – Resource for those interested in law enforcement area of the security field. The jobs are open for all to review, you can register to receive announcements of new jobs as they are posted, and they have training resources (books) and a calendar of training sessions being offered by various organizations and agencies. [http://www.securitymanagement.com](http://www.securitymanagement.com)
- Security Management Online – Check out education and training opportunities, learn about professional certification, or get information on scholarship and grant programs from the association. Members can also access the association’s extensive career center. [http://www.securitymanagement.com](http://www.securitymanagement.com)
- Security Jobs Network – Resource for security and law enforcement professionals. Job listings require a paid subscription, but much of the resource information is free including great research links to additional online security and law enforcement resources. [http://securityjobs.net](http://securityjobs.net)
Course Suggestions for Careers in Security & Defense Policy*

The following list represents a sampling of different courses offered throughout The George Washington University that would be appropriate for this career field. As academic departments continually update their bulletin, these courses might not be available on a regular schedule. This list does not include required courses in the Core or Regional Fields and does not correspond to, though it closely follows, the curriculum for graduation. Students should consult their academic advisors to see if taking some of the courses below fits into their academic plan.

### International Affairs:

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<tr>
<th>Course</th>
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<tr>
<td>Strategy &amp; International Political Economy</td>
<td>Homeland Security</td>
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<tr>
<td>Issues in U.S. Space Policy</td>
<td>Security in the Americas</td>
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<tr>
<td>The Fundamentals of Intelligence</td>
<td>Cybersecurity</td>
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<td>Counterintelligence</td>
<td>Reinventing the United Nations</td>
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<tr>
<td>Defense Policy/Program Analysis I</td>
<td>Indigenous Social Movements</td>
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<td>Defense Policy/Program Analysis II</td>
<td>Insurgency and Counterinsurgency</td>
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<tr>
<td>Illicit Finance and Security</td>
<td>Drug Trafficking in the Americas</td>
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<td>National Security Resources</td>
<td>Nuclear Weapons</td>
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<td>Transnational Security Issues</td>
<td>Weapons Proliferation and Non-Proliferation</td>
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<td>Asian Regional Security</td>
<td>Space and National Security</td>
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<td>Transatlantic Relations in the 21st Century</td>
<td>Civilian-Military Relations in the Middle East</td>
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<td>Regional Security in the Middle East</td>
<td>Environmental Security</td>
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### Political Science:

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<tr>
<td>Introduction to Political Analysis</td>
<td>Foreign Policy of the People’s Republic of China</td>
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<tr>
<td>International Security Politics</td>
<td>Asian Security</td>
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<tr>
<td>U.S. Foreign Policy: Perspectives &amp; Issues</td>
<td>Other regional studies courses</td>
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<tr>
<td>Theories of International Security</td>
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### History:

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<td>U.S.-Soviet Strategic Relations</td>
<td>Readings Seminar: Strategy &amp; Policy</td>
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<td>Rethinking Cold War History</td>
<td>Nationalism in the Middle East</td>
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<td>Topics in Modern Military &amp; Naval History</td>
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### Political Psychology:

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<td>Fundamentals of Political Psychology</td>
<td>Economics of Defense</td>
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<td>Economics</td>
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### Professional Skills Courses:

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<tr>
<td>Alternative Analysis: Red Team</td>
<td>Formal Briefing</td>
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<tr>
<td>Understanding the Federal Budget</td>
<td>Introduction to Gaming &amp; Simulations</td>
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<tr>
<td>Writing for International Affairs Professionals</td>
<td>Negotiating Skills</td>
</tr>
<tr>
<td>Ethics in International Affairs</td>
<td>Public Speaking</td>
</tr>
<tr>
<td>Congress &amp; Foreign Policy</td>
<td>Political Analysis</td>
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*Students should also consult the School of Engineering & Applied Science for courses in:

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<tr>
<td>Management &amp; System Engineering:</td>
<td>Management of Risk and Vulnerability for Natural and Technical Hazards</td>
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<tr>
<td>Decision Making with Uncertainty</td>
<td>Terrorism Preparedness</td>
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*Students interested in Security and Defense Policy may also be interested in study abroad programs at Elliott School partner institutions:

- University Torcuata di Tella (Argentina)
- University of Sydney (Australia)
- Carleton University (Canada)
- Science Po (France)
- Freie Universitat Berlin (Germany)
- Jawaharlal Nehru University (India)
- University of Sydney (Australia)
- Carleton University (Canada)
- Science Po (France)
- Freie Universitat Berlin (Germany)
- Jawaharlal Nehru University (India)