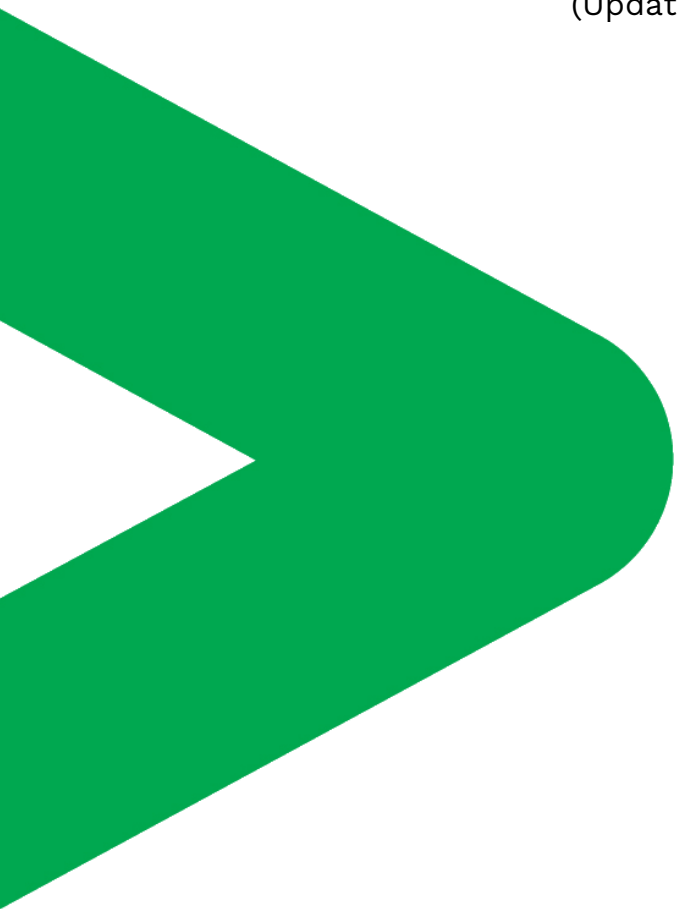# contenten▶blers

Course Catalog

(Updated September 15, 2021)

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For more than two decades, Content Enablers has been the recognized global leader in web-based international trade compliance training for Fortune 500 firms primarily in the Defense, Aerospace, Technology, and Medical/Biotech/Pharma arenas. CE training provides complex regulatory content in a clear, scenario-based model on the trade regulations of the U.S. and more than 25 other countries. All training includes regulation updates for a full year, so you can stay confident in the crucial area of trade compliance.

Export, Import, and Sanctions Compliance Training Tailored to Your Learners

When it comes to trade compliance training, one size absolutely does not fit all. CE's expansive training library is differentiated for your organization and learner by:

Jurisdiction

Content Enablers offers training on U.S. trade compliance laws and regulations, including the ITAR, the EAR, import regulations, and sanctions administered by OFAC, as well as the import, export, and sanctions regulations of more than 25 additional jurisdictions.

Employee Job Function

Incorporating function-specific training into a compliance program reduces penalty risk, increases employee retention, and establishes a stronger compliance culture. Content Enablers designed its compliance training with this function-specific focus in mind, with training for:

> **Trade Compliance Practitioners** – Trade Compliance Managers, Empowered Officials, or any other employees responsible for establishing, implementing, or managing trade compliance programs within their organization
>
> **Key Role Professionals** – Individuals that work outside the compliance department but who are still responsible for routine compliance tasks as part of their job, such as staff in Human Resources, Engineering, Research, IT, Marketing, and many other functions

Industry

Differentiated training has been developed for these major industry sectors, incorporating products, services, and scenarios specific to their learners:

- Aerospace and Defense
- Medical, Biotech, and Pharmaceutical
- Technology

The CE Model:
Customization, Seamless Delivery, and Certification

▷ On-demand individual training or company-wide personalized learning plans on our LMS or yours

▷ Embed your company's messaging, resources, videos, and legacy training.

▷ Assess your learners' progress with a wide variety of knowledge checks and quizzes.

▷ Certification from the *Schar School of Policy and Government at George Mason University* in the United States

▷ Certification and Continuing Professional Development (CPD) points from the *Institute of Export and International Trade (IOE&IT)* in the UK

SCHAR
School of Policy and Government
GEORGE MASON UNIVERSITY

INSTITUTE OF EXPORT
& INTERNATIONAL TRADE

Contact Us to Get Started

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U.S. Export Controls Collection

This foundational and function-based training focuses on U.S. trade regulations, including the Export Administration Regulations (EAR) and the International Traffic in Arms Regulations (ITAR).

U.S. Trade Compliance Certification Series

Covering the EAR and the ITAR, the certification series is comprised of online functional compliance training, certification, and continuous learning, with access and regulatory updates for a full year. Trade Compliance Managers, Empowered Officials, and other staff whose primary role is trade compliance – your Trade Compliance Practitioners – need a comprehensive and in-depth curriculum that prepares them to address the complex, ever-changing U.S. compliance challenges their companies face, including making jurisdiction and classification determinations, obtaining and managing licenses and other authorizations, and clearing goods for export. CE's certification series is available for U.S. and non-U.S. practitioners.

Courses can be taken individually or as a full series.

U.S. Trade Compliance Certification Series for U.S. Practitioners
Certification from the Schar School of Policy and Government at George Mason University

- Foundations of U.S. Export Compliance for Practitioners
- U.S. Export Classification for Practitioners
- U.S. Export Authorizations for Practitioners
- U.S. Export Clearance for Practitioners

U.S. Trade Compliance Certification Series for Non-U.S. Practitioners
Certification and CPD points from the Institute of Export and International Trade

- Foundations of U.S. Export Compliance for Non-U.S. Practitioners
- U.S. Export Classification for Non-U.S. Practitioners
- U.S. Export Authorizations for Non-U.S. Practitioners
- U.S. Export Compliance for Non-U.S. Practitioners

Advanced Trade Compliance Practitioner-Level Courses

- U.S. Export Controls: Advanced EAR
- U.S. Export Controls: Advanced ITAR

Export Movement of Goods Bundles

- Bundle 1: Incoterms and U.S. Export Documentation
- Bundle 2: Incoterms, U.S. Export Documentation, and U.S. Foreign Trade Regulations
- Bundle 3: Incoterms, U.S. Export Documentation, U.S. Foreign Trade Regulations, and Export Clearance

Export-Related Topical Courses

- An Overview of Export-Controlled Technical Data and Technology Management
- Authorization Management
- Export Clearance
- International Travel
- Incoterms 2020
- Regulated Activities
- Screening
- Technology Control Plans
- Technology Control Plans: International
- Trade Compliance Programs
- U.S. Export Controls: International
- U.S. Export Documentation
- U.S. Foreign Trade Regulations
- U.S. Recordkeeping Requirements

Import Controls/Customs Collection

CE's Import Collection is an engaging set of microlearning elements designed to provide a basic understanding of import-related issues for those working in positions and functions outside of trade compliance, such as logistics/shipping, procurement, and contract administration.

Import Movement of Goods Bundles

- Bundle 4: Incoterms 2020 and U.S. Customs Compliance (Defense or Dual-Use Version)
- Bundle 5: Incoterms 2020, U.S. Customs Compliance (Defense or Dual-Use Version), and CTPAT

Import-Related Topical Courses

- Global Customs Valuation for Import Practitioners
- Global Import Controls Overview
- Incoterms 2020
- Customs Trade Partnership Against Terrorism (CTPAT)
- U.S. Customs Compliance: Defense
- U.S. Customs Compliance: Dual-Use
- U.S. Import Valuation

Role-Based Trade Compliance Awareness Collection

Your professional staff in departments such as Sales and Marketing, Human Resources, Engineering, and Shipping and Receiving need concise training targeted to the compliance issues that are specific to their daily responsibilities. CE's professional-level awareness Trade Compliance Overview is differentiated for 11 employee roles so that staff will recognize these potential trade compliance risks associated with their job duties and know what actions to take to stay in step with applicable laws, regulations, and corporate policies.

U.S. Role-Based Awareness

General Employee

- Trade Compliance Overview: U.S. Technology Industry
- Trade Compliance Overview: U.S. Aerospace & Defense
- Trade Compliance Overview: U.S. Non-Defense Manufacturing
- Trade Compliance Overview: U.S. Medical

Engineering

- Trade Compliance Overview for U.S. Engineering: Technology Industry
- Trade Compliance Overview for U.S. Engineering: Aerospace & Defense
- Trade Compliance Overview for U.S. Engineering: Non-Defense Manufacturing
- Trade Compliance Overview for U.S. Engineering: Medical

Human Resources

- Trade Compliance Overview for U.S. Human Resources: Technology Industry
- Trade Compliance Overview for U.S. Human Resources: Aerospace & Defense
- Trade Compliance Overview for U.S. Human Resources: Non-Defense Manufacturing
- Trade Compliance Overview for U.S. Human Resources: Medical

Marketing and Business Development

- Trade Compliance Overview for U.S. Marketing and Business Development: Technology Industry
- Trade Compliance Overview for U.S. Marketing and Business Development: Aerospace & Defense
- Trade Compliance Overview for U.S. Marketing and Business Development: Non-Defense Manufacturing
- Trade Compliance Overview for U.S. Marketing and Business Development: Medical

Information Technology

- Trade Compliance Overview for U.S. Information Technology: Technology Industry
- Trade Compliance Overview for U.S. Information Technology: Aerospace & Defense
- Trade Compliance Overview for U.S. Information Technology: Non-Defense Manufacturing

Procurement and Supply Chain

- Trade Compliance Overview for U.S. Procurement and Supply Chain: Technology Industry
- Trade Compliance Overview for U.S. Procurement and Supply Chain: Aerospace & Defense
- Trade Compliance Overview for U.S. Procurement and Supply Chain: Non-Defense Manufacturing

Aftermarket Support and Program Management

- Trade Compliance Overview for U.S. Aftermarket Support and Program Management: Technology Industry
- Trade Compliance Overview for U.S. Aftermarket Support and Program Management: Aerospace & Defense
- Trade Compliance Overview for U.S. Aftermarket Support and Program Management: Non-Defense Manufacturing

Sales and Order Processing

- Trade Compliance Overview for U.S. Sales and Order Processing: Technology Industry
- Trade Compliance Overview for U.S. Sales and Order Processing: Aerospace & Defense
- Trade Compliance Overview for U.S. Sales and Order Processing: Non-Defense Manufacturing

Contracts and Legal

- Trade Compliance Overview for U.S. Contracts and Legal: Technology Industry
- Trade Compliance Overview for U.S. Contracts and Legal: Aerospace & Defense
- Trade Compliance Overview for U.S. Contracts and Legal: Non-Defense Manufacturing

Finance and Tax

- Trade Compliance Overview for U.S. Finance and Tax: Technology Industry
- Trade Compliance Overview for U.S. Finance and Tax: Aerospace & Defense
- Trade Compliance Overview for U.S. Finance and Tax: Non-Defense Manufacturing

Transportation

- Trade Compliance Overview for U.S. Transportation: Technology Industry
- Trade Compliance Overview for U.S. Transportation: Aerospace & Defense
- Trade Compliance Overview for U.S. Transportation: Non-Defense Manufacturing

UK Role-Based Awareness

General Employee

- Trade Compliance Overview: UK Defence Controls
- Trade Compliance Overview: UK Dual-Use Controls

Engineering

- Trade Compliance Overview for Engineering: UK Defence Controls
- Trade Compliance Overview for Engineering: UK Dual-Use Controls

Human Resources

- Trade Compliance Overview for Human Resources: UK Defence Controls
- Trade Compliance Overview for Human Resources: UK Dual-Use Controls

Marketing and Business Development

- Trade Compliance Overview for Marketing and Business Development: UK Defence Controls
- Trade Compliance Overview for Marketing and Business Development: UK Dual-Use Controls

Global Role-Based Awareness

General Employee

- Trade Compliance Overview: Global

Executives

- Trade Compliance for Executive Leadership

Non-U.S. Trade Controls

Trade Compliance Overview (TCO) and Import Controls Overview (ICO) courses present content in clear, easy-to-understand microlearning elements that highlight non-jurisdictional key compliance concepts and country-specific content relevant to international trade. The TCO series also offers engaging scenarios that illustrate how these concepts can impact day-to-day compliance situations.

Trade Compliance Overview for each country generally includes content on:

- Export Regulatory Framework
- The "Who", "What", and "How" of Export Controls
- Exports of Goods, Technical Information, Services, and Software
- Licences & Authorisations
- Screening
- Sanctions
- Anti-Corruption
- Function and/or Country-Specific Scenarios

Import Controls Overview for each country generally includes content on:

- Import Regulatory Framework
- Classification of Goods for Import Purposes
- Rules of Origin
- Duties and Taxes on Imported Goods
- Import Permits and Certifications
- Import Entry and Customs Clearance
- Recordkeeping Requirements
- Import Compliance and Enforcement
- Country-Specific and Region-Specific Import Controls

Argentina*
- Trade Compliance Overview: Argentina
- Import Compliance Overview: Argentina

Brazil*
- Trade Compliance Overview: Brazil
- Import Compliance Overview: Brazil

Canada
- Trade Compliance Overview: Canada
- Import Compliance Overview: Canada

Chile*
- Trade Compliance Overview: Chile
- Import Compliance Overview: Chile

Finland*
- Trade Compliance Overview: Finland
- Import Compliance Overview: Finland

France
- Trade Compliance Overview: France
- Import Compliance Overview: France

Germany
- Trade Compliance Overview: Germany
- Import Compliance Overview: Germany

Hong Kong SAR
- Trade Compliance Overview: Hong Kong SAR
- Import Compliance Overview: Hong Kong SAR

Hungary*
- Trade Compliance Overview: Hungary
- Import Compliance Overview: Hungary

India*
- Trade Compliance Overview: India
- Import Compliance Overview: India

Ireland*
- Trade Compliance Overview: Ireland
- Import Compliance Overview: Ireland

Italy*
- Trade Compliance Overview: Italy
- Import Compliance Overview: Italy

Mexico
- Trade Compliance Overview: Mexico
- Import Compliance Overview: Mexico

Netherlands*
- Trade Compliance Overview: Netherlands
- Import Compliance Overview: Netherlands

People's Republic of China
- Trade Compliance Overview: People's Republic of China
- Import Compliance Overview: People's Republic of China

Poland*
- Trade Compliance Overview: Poland
- Import Compliance Overview: Poland

Spain*
- Trade Compliance Overview: Spain
- Import Compliance Overview: Spain

Switzerland
- Trade Compliance Overview: Switzerland
- Import Compliance Overview: Switzerland

Uruguay

- Trade Compliance Overview: Uruguay
- Import Compliance Overview: Uruguay

*In Production

Additional country content available on request:

- Australia
- Austria
- Belgium
- Israel
- Japan
- New Zealand
- Norway
- Republic of China
- Russia
- Singapore
- South Korea
- Turkey
- United Kingdom

Anti-Corruption and Sanctions Collection

Addressing U.S. sanctions regulations as well as antibribery and anti-corruption efforts, these courses cover important information on complying with U.S., UK, and other laws when soliciting and retaining business.

- Antiboycott Rules Compliance
- Foreign Corrupt Practices Act (FCPA)
- The UK Bribery Act 2010
- U.S. Sanctions and Embargoes

Security Collection

This training pertains to securing information involving personnel, internet-connected systems, and classified information.

- Special Security Agreement (SSA)
- Security Clearance Refresher Training
- National Industrial Security Program Operating Manual (NISPOM) Training
- Cybersecurity