



2014 INTERNATIONAL PROFESSIONAL SERIES

Certified Global Business Professional (CGBP) Certification Training

6 HALF-DAY SESSIONS

Registration: 8:00 AM
Program: 8:30-12:30

#1 - Global Business Management

Tuesday, October 21, 2014

#2 - Import Regulations

Thursday, October 23, 2014

#3: Global Marketing

Tuesday, October 28, 2014

#4: Export Regulations

Thursday, October 30, 2014

#5: Global Supply Chain

Tuesday, November 4, 2014

#6: Global Finance

Thursday, November 6, 2014

PROGRAM COSTS:

Individual Sessions: \$75*

Pre-register for all 6 Sessions: \$400.00*

* Export Training Grants may be available to eligible individuals.

CLASSES WILL BE HELD AT
BRYANT UNIVERSITY
1150 Douglas Pike, Smithfield, RI

The International Professional Series

The *International Professional Series* at Bryant University provides an opportunity for trade professionals to enhance their knowledge of relevant international business topics. Whether new to international business or skilled in specific areas, this series of six half-day seminars provides a platform for business professionals to expand their knowledge base and remain up-to-date on the latest trade issues. Participants will gain additional expertise in relevant global commerce topics and be able to ensure their company is utilizing current best practices.

Presented by skilled business professionals who are subject matter experts, each seminar will cover core topics that together will provide a comprehensive overview of the international business process. After completing all six programs, participants will receive a Bryant University International Professional Series Certificate and will have learned best practices in six core areas: Global Business Management, Global Marketing, Global Supply Chain, Export Regulations, Import Regulations and Global Finance and Risk Management.

NASBITE and the Certified Global Business Professional (CGBP)

The *Certified Global Business Professional (CGBP)* certification is a nationally recognized professional credential issued by NASBITE that demonstrates an individual's competency in international business. The CGBP certification recognizes the individual's level of experience and knowledge, and can enhance their opportunities in the global business environment. Upon successful completion of the *International Professional Series*, participants will be prepared to sit for the CGBP exam.

The CGBP exam is administered locally through Prometric Test Centers and is **not** included in the cost of the International Professional Series. The next exam dates are:

December 1-23, 2014 (Registration Deadline: October 19, 2014)

March 2-21, 2015 (Registration Deadline: January 18, 2015)

For more information and to register: <http://www.nasbitecgbp.org/>

Who Should Attend?

- Export Managers
- Import Managers
- Traffic Managers
- Freight Forwarders
- Customs Brokers
- General Managers
- Sales Managers
- Supply Chain Manager
- Compliance Experts
- Bankers
- Accountants
- Lawyers
- Customer Service
- Engineers
- Trade Specialists

Anyone involved in International Business can benefit from participating in these sessions.

Brought to you by the Chafee Center for International Business at Bryant University, in partnership with Commerce RI and the U.S. Small Business Administration.

Session 1: Global Business Management Tuesday, October 21, 2014	Session 2: Import Regulations Thursday, October 23, 2014	Session 3: Global Marketing Tuesday, October 28, 2014
<p>Key topics will include:</p> <ul style="list-style-type: none"> • Global Business Planning • Ethical & Cultural Issues • Export Readiness Assessment • Key Legal Considerations • Contracts • Trademarks and IP Protection • Corporate Ethics and Compliance • Foreign Corrupt Practices Act (FCPA) <p>Presenters: Linda Woulfe, CGBP, Asst. Director, Chafee Center Kerry Scarlott, Esq., Goulston & Storrs PC</p>	<p>Key topics will include:</p> <ul style="list-style-type: none"> • Harmonized Tariff overview and use • Import Documents • Free Trade Agreements • Foreign Trade Zones • Duties, Taxes, Quotas • Country of Origin Determination • Markings • Import programs <p>Presenters: Paula Connelly, The Law Office of Paula Connelly Kelly Brady—DHS, US Customs and Border Patrol Providence Office</p>	<p>Key topics will include:</p> <ul style="list-style-type: none"> • Creating an Export Marketing Plan • The 5 Steps to Exporting • Methods of Market Entry • Where to find market information • Trade Missions/Trade Shows • Department of Commerce Programs • Product Certification Requirements <p>Presenters: Linda Woulfe, CGBP, Asst. Director, Chafee Center Kathy Therieau, Director, Int Trade Programs, Commerce RI Keith Yatsuhashi, U.S. Commercial Service</p>
Session 4: Export Regulations Thursday, October 30, 2014	Session 5: Global Supply Chain Tuesday, November 4, 2014	Session 6: Global Finance Thursday, November 6, 2014
<p>Key topics will include:</p> <ul style="list-style-type: none"> • Overview of Export Controls • Enforcement and Penalties • Responsible Agencies • Major Elements of Compliance • AES/Census • Establishing an Export Compliance Program <p>Presenters: Ian Moss, Goulston & Storrs</p>	<p>Key topics will include:</p> <ul style="list-style-type: none"> • Global Logistics • Methods of shipment • Documentation • Supply Chain Security • CT-PAT • INCO Terms • Cargo Insurance <p>Presenters: Mark Cignarella, Sr. Bus. Development Officer, UPS Capital/UPS Ken White, UPS Capital Brandi Wallace, Area Sales Mgt. UPS</p>	<p>Key topics will include:</p> <ul style="list-style-type: none"> • Methods of Payment • Foreign Exchange • Trade Finance • SBA Loan Programs • Ex-Im Bank • Country Risk Assessment • Receivables Insurance • Global Tax Issues <p>Presenters: Cristina Saenz, Intl Trade Banking, Santander John Joyce, SBA Export Solutions Group, Reg.Mgr. Zach Tronti, EIA Global Paul Oliveira, KLR</p>

REGISTRATION

Cost: \$75.00* per half day session

Pre-Register for All 6 Sessions: \$400.00*

* For information on Export Training Grants or to register, call 401-232-6407.

To Register on line:

www.regonline.com/intlprofessional2014

The Chafee Center for International Business
at Bryant University



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award with the U.S. Small
Business Administration

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