This is the premiere issue of IIEI Certification’s newsletter: CertificationWatch™. Our new publication focuses solely on issues and topics related to IIEI Certification’s international trade certifications and international trade industry topics of interest.

As the global standard setting authority for international trade, IIEI Certification will use this publication to communicate the standards and changes to the standards as well as the supporting ideas and suggestions from members of the community we serve.

In the past, IIEI Certification was fortunate to have been allowed space in Dunlap-Stone University’s newsletter and that worked well, when we were small. The need to have its own newsletter became more apparent as the base of constituents we serve grew to such proportions that the need for this publication was overdue.

**Mission**

CertificationWatch™ exists to help IIEI Certification stay in touch with those we serve. Its Mission:

*In service to the international trade community worldwide, IIEI Certification, sets and maintains the professional and ethical standards of performance for attainment of professional certification. In support of this, it develops test instruments, and provides testing services and awards industry certification to those who meet the prescribed standards, and continually monitors activities within the industry to determine changing certification needs.*

To accomplish this mission, IIEI Certification relies on input and support from volunteers and supporters worldwide. It is through the global network of supporting Approved Providers and Testing Centers that IIEI Certification stays in touch with the industry we serve. CertificationWatch™ is an important tool and conduit to ensure people worldwide have access to the global standards for international trade.

Since 1995, suggestions and recommendations from volunteers and industry experts have been the life-blood of our industry certification programs. It is through their contributions that standards are developed, maintained and administered. (See article on page 8 for information on how to become a volunteer or supporter.)

**Volunteers**

Meaningful standards have been a constant focus of IIEI Certification’s volunteers since the organization was founded. Volunteers typically serve for two or three years. Their on-going contributions help ensure the standards reflect the changing needs of industry.

With this new publication, IIEI Certification now has space available for articles written by volunteers and supporters that are relevant to global international trade standards or standards pertaining to a single country, or product category. Submit ideas or completed articles to: articles@expandglobal.com.

In each issue of this newsletter a different certification will be profiled. It will include: who should consider obtaining the designation and what career path that person may be pursuing, the knowledge requirements that are being measured and the standards of proficiency required to earn the designation.

**Volunteer Contributions**

If you have suggestions or ideas on what the content of this newsletter should be, please let us know by emailing the above address. Thanks!
CertificationWatch™ is published periodically by the International Trade Certification Authority, Inc., Phoenix, Arizona, USA

CertificationWatch™ is the official publication for announcements from IIEI Certification. It publishes lists of those who have recently earned their industry certification, highlights important details regarding industry certification, including changes to certification standards & updates impacting certifications, new volunteers, volunteer activities, and related news. It also publishes announcements of the activities of the various volunteer groups supporting international trade certification standards and best practices.

Independent and Unbiased

International Trade Certification Authority, Inc., an Arizona Corporation, is a private, independent publisher of certification testing devices, testing services and market research in support of best practices for the international trade industry. It operates under the trade name of IIEI Certification and is not part of any school or other entity. It is uncompromisingly impartial and unbiased as to the outcomes of the testing services it provides industry and the standards it maintains.

ANSI Memebr

IIEI Certification, a member of the American National Standards Institute (ANSI), voluntarily subscribes to ANSI and the ISO global standards organizations’ requirements for certifying persons — ANSI/NOCA 1100 and INTERNATIONAL ANSI/ISO/IEC STANDARD 17024 — Conformity assessment — General requirements for bodies operating certification of persons

Mission

(Revised June 3, 2011) – In service to the international trade community worldwide, IIEI Certification, sets and maintains the professional and ethical standards of performance for attainment of professional certification. In support of this, it develops test instruments, and provides testing services and awards industry certification to those who meet the prescribed standards, and continually monitors activities within the industry to determine changing certification needs.

IIEI Certification’s Industry Role

IIEI Certification does not provide training for any of its examinations. All training is performed through separate training organizations—colleges, universities or training centers—worldwide. Those who are most successful in earning any IIEI Certification are those who receive their test preparation and training through an IIEI Certification Approved Provider.

Global Recognition

Recognized the world over as a credible international trade certification standards authority, IIEI Certification is pleased to have the U.S. Department of Commerce (DOC) applaud our efforts* to bring our “One world, One Standard” certification regimen to nations and individuals throughout the world. With employees in over 1,000 companies in the U.S. and around the world having participated in the certification examination programs since 1995, IIEI Certification is honored to have our international trade certification standard program gain this strong acceptance and appreciation in the industry we serve.

Vision

IIEI Certification envisions a world where trade between all nations and people safely flows unimpeded. Where all members of the global trade community meet the same high standards with respect to the knowledge, skill sets and ethics that enable them to confidently participate and prosper as members of the global marketplace.

*See Official letter from DOC posted on our web site at: http://www.industrycertification.org/about/recognition/

Find out where you can obtain training online or on-ground to prepare for the Certified U.S. Export Compliance Officer® Examination.

Call (877) 299-7637
www.industrycertification.org
The Certified Exporter® (CE) designation is the foundation conceptually for international trade today. It is that important. Trade in the global arena is based on basic principles, concepts and terminology that serve as the knowledge requirements of this entry level certification. That is why colleges, universities and training centers worldwide educate and train their students with these standards in mind, preparing them to sit for the Certified Exporter® examination.

Regardless of who provides the training and educational processes that prepare an individual to sit for the two-hour CE proctored examination, students must prove they have mastered the knowledge requirements for the exam.

Certified Exporter® – Knowledge Requirements:

The following topics are defined as within this body of knowledge and are reflected in the knowledge assessment requirements stated for this certification. A person holding this certification will have satisfactorily passed an examination that demonstrates a high degree of knowledge of these topics and knowledge requirements.

The Industry Standard:

Demonstrate basic knowledge and usage of international trade principles, concepts and processes.

Topic Knowledge Demonstrated includes:

International Trade Terminology

• To understand the terminology and usage of terminology used in the import/export of goods and services, including Incoterms® 2000 and 2010

International Trade Documentation

• To demonstrate an understanding of the documents used in import/export and their usage.
• To understand the documentation needs of general goods being imported or exported.

Expansion of the firm to international markets

To know how to determine if a firm should expand their effort to include import/export markets.

Analysis of product import/export potential

• To be capable of analyzing the import/export potential of a product or service.

International Market Research

• To understand the mechanics of primary market research: to be able to build a market survey instrument for import/export use.
• To know how to use secondary market research to make import/export decisions.

Establishing pricing for international markets

• To possess a basic knowledge of the principles of setting a product’s price in a foreign market.

International Finance Tools

• Be capable of using the various financial tools, including letters of credit and other forms of payment and credit terms, used in international trade.

International Distribution

• Be able to assess and utilize all elements of the international distribution environment as needed to facilitate international trade.

International Business Resources

• Possess basic knowledge about the various organizations and other sources available to assist individuals and organizations in their efforts to import/export goods and services.

Certified Exporter® Exam Online

Once you have completed your training through self-study or with an Approved Provider and you feel you are ready to sit for the exam, it is time to schedule your examination test date through your chosen Approved Provider. IIEI Certification does not administer its tests. It relies upon Approved Providers who order tests from us once they have received your test application. If you are applying to take a test online, your Approved Provider, as the test proctor, will order test access keys and oversee the test administration. Questions?

Email info@expandglobal.com
Call: (602) 792-1321 or (877) 299-7637 (U.S. only)
Benefits of Earning your 
IIEI Certification

Respected the world over as the global trade standard setting organization, IIEI Certification differentiates you, your company and your nation from others, giving you benefits in trade relationships and distinct advantages over those lesser prepared.

Benefits for Individuals that invest in IIEI Certification

♦ Learn beneficial trade concepts required to earn industry certification
♦ Communicate with trade peers more easily and effectively
♦ Build professional credentials and status
♦ Differentiate yourself from competition
♦ Increase value to employers
♦ Enhance career opportunities
♦ Demonstrate mastery of import and export compliance regulations

Benefits for Companies that invest in their employees

♦ Demonstrate and validate the due-diligence in training and proficiency to trade partners and government investigators
♦ Reduce fines, penalties and audit risk
♦ Minimize company liability due to lack of knowledge
♦ Protect shareholder value
♦ Support national security initiatives and requirements

Benefits to Global Supply Chain Members and their Employees

♦ Signal to customers your organization’s leadership role supporting global trade standards
♦ Highlight areas of expertise of your employees
♦ Enable employees to communicate with other supply chain members more effectively using a common lexicon and terminology
♦ Differentiate your organization from lesser qualified competitors
♦ Have confidence in the skills and knowledge of certified employees

Benefits to Nations

♦ Increase exports with fewer problems as workers understand the global regimens for trade
♦ A nation’s workers use the same terminology, rules and understanding to conduct business as their customer nations—promotes and expedites trade
♦ Demonstrates a nation’s countrymen meet the same international trade standards in use worldwide – reduces confusion and errors
♦ Tells other nations that your countrymen speak the same language of international trade to help facilitate trade
♦ Reduces risk for other nations to do business with foreign counterparts who demonstrate their willingness to comply with global standards
♦ Independent validation of the proficiency of a nation’s international trade industry
♦ Reduces or minimizes errors caused by misunderstanding that might impact the nation’s ability to work with other nations
♦ Gain advantage over lesser prepared nations in working with foreign customers
IIEI Certification is recognized widely as the global authority for international trade standards and certification. It exists to evaluate and recommend “best practices” and global standards for the international trade industry and to validate the knowledge proficiency of those seeking certification. IIEI Certification does not provide training for the certification examinations it offers. It relies on colleges, universities and training centers to perform that function. To view the various certifications offered and their knowledge requirements, click here.

The only international trade certification program having been recognized by governments around the world, including the People’s Republic of China, IIEI Certification is accepted widely as “the worldwide benchmark standard”. As a result, thousands of companies in over 140 nations and all of the top aerospace and defense companies worldwide routinely rely on IIEI Certification standards in determining their organization’s trade compliance proficiency and their employees’ knowledge and expertise in meeting the global standards for international trade.

Any person seeking to sit for any IIEI Certification may register to do so at any approved testing center globally, with or without completing the recommended body of knowledge training (except in the People’s Republic of China). Examination preparation training can be obtained worldwide for most certifications. Contact IIEI Certification for a training organization near you.

IIEI Certification is a member of the American National Standards Institute (ANSI). It is a service provided by International Trade Certification Authority, Inc.
Have your Organization Become an Approved Training Provider

Colleges, universities, training centers and government agencies of nations who are not yet training to global standards are encouraged to apply to become Approved Providers (APs). APs to help individuals prepare for meaningful careers in international trade and for their industry certification examinations.

Although there is no requirement that any organization must be an Approved Provider to educate or training students to global standards and for the various certification examinations offered by IIEI Certification, only APs are designated testing centers for those seeking to sit for their industry examination. Only APs are provided with training materials and support to ensure that their training is in alignment with global standards.

Benefits for APs

APs receive updates and notices about changes in certification standards and procedures.

APs have a voice in making recommendations on global standards for international trade certifications.

Being able to advertise that training is in alignment with global standards and best practices demonstrates to students the global value of the training they receive from APs.

Approved Providers of Training for IIEI Certification Examinations:

IIEI Certification welcomes and supports all government agencies, colleges, universities, training organizations and others worldwide that educate to the published standards.

U.S.A

AOI College of Languages – Torrance, CA
DL Exports International, Inc - NH
Dunlap-Stone University - Arizona
Gerald Toomey Foundation – Puerto Rico
Global Trade Academy - NH
Gulf Coast State College, Florida University of Texas Pan American, Texas
Richland College, Washington
World Trade Center - Kansas

(Partial List)

Worldwide

(Partial Listing)

Egypt - American University of Cairo
India - Indian Institute of Distance Studies
Philippines & Canada - Filinter Group
China - University of International Business and Economics – Beijing
Canada - Mohawk College
Nigeria - Multimix Academy – Lagos
China - Ningbo University, Ningbo
Kenya - Export Institute - Nairobi
Singapore - SFIC
Turkey - Foreign Trade Line

e-International Trade School

Global Value

When you require your foreign trade counterparts to be industry certified, you know what to expect of their abilities, code of ethics and professionalism. Anything less exposes you to more risk and problems. They feel the same about you. Let your certification speak volumes about you.

Gaining Industry Certification unlocks your Career Potential

CUSECO Examination Preparation Course

Upcoming Certified U.S. Export Compliance Officer® Training and Exam Preparation Course by Global Trade Academy

“CUSECO on demand” at Princeton, NJ

Schedule with us a minimum of 10 business days in advance and test on your own schedule.

Space is limited. Register Early.

Global Trade Academy 609-896-2020

www.learnatgta.com
info@learnatgta.com
The IIEI Certification has set the requirement that all individuals holding one of its certifications must complete Continuing Education Units (CEUs) to maintain their certification. CEUs can be earned through approved training organizations or approved training events (conferences and seminars) or through evaluation of individual training. The amount of CEUs required varies by certification as does the time duration during which an individual has to complete the training.

For example, Certified US Export Compliance Officer® requires completion of 10 CEUs to maintain qualification. That training must be completed every 12 months from the date the individual was initially determined to be certified. Check to see what the requirements are for your certification.

In addition to the list of schools and other organizations selected as Approved Education Providers, all of the entities shown below are ACEPs for recurring CEU equivalent training specifically as indicated in each entry.

- **American Conference Institute (ACI)** – Two-Day International Trade Compliance Related Conference – 3 CEUs
- **Bureau of Industry & Security (BIS)** – Two-Day Annual Update Conference – 3 CEUs; One-Day Topic Specific Seminar, Session or Workshop – 1.5 CEUs
- **U.S. Census Bureau**, Automated Export System (AES) Compliance Sessions – One-Day AES Seminar – 1.5 CEUs; 3 Hour AES Workshop – .5 CEUs
- **Department of Commerce (DOC)**, International Trade Administration, U.S. Commercial Services – ½- Day Topic Specific Workshops – .5 CEUs
- **Department of Homeland Security, Customs & Border Protection (CBP)** – Two-Day Annual Trade Symposium and Other Two-Day CBP Trade Related Events – 3 CEUs
- **DL Exports International, Inc.** – Offering Three-day CUSECO Exam Preparation Training Course – 6 CEUs
- **Export Compliance Solutions** – One-Day Seminar – 1.5 CEUs
- **FD Associates, Inc.** - One-Day Topic Specific Workshop – 1.5 CEUs
- **Global Trade Academy** – Offering 3 day CUSECO Exam Prep Course & Examination – 6 CEUs
- **International Compliance Professionals Association (ICPA)** – Two-Day Annual Conference – 3 CEUs; One-Day Topic Specific Seminar, Session or Workshop – 1.5 CEUs
- **International Import-Export Institute** – Online courses, 10 CEUs for a six-week course. 5 CEUs for a three-week course.
- **JPMorgan Chase** – Trade Consulting – One or Two-Day Topic Specific Seminar, Session or Workshop – 1.5 CEUs or 3 CEUs respectively.
- **National Council on International Trade Development (NCITD)** – Monthly US Government and Industry Programs – .5 CEU
- **Partnerships International** – Partnering for Compliance – 4.5 CEUs; Three Day Annual Conference
- **Practising Law Institute (PLI)** - Two-Day Annual “Coping with U.S. Export Controls” or other trade related two day events – 3 CEUs
- **Society for International Affairs (SIA)** – Two-Day Conference (Basic or Advanced) – 3 CEUs; One-Day Topic Specific Training Session, Seminar or Workshop – 1.5 CEUs
- **Third-Party: Consultive, Corporate (in-house), or Other International Trade Related Training/Courses/Seminars/Workshops** – Upon Review – CEUs To Be Determined

Note: IIEI Certification does not accept responsibility for the currency of this list as it is provided as a courtesy. It was compiled by volunteers who do not continue to monitor these organizations listings.

To find out how your trade compliance and related training can be reviewed and approved for CEU credit, contact the IIEI Certification by email.

certification@expandglobal.com

IIEI Certification

“*The Global Trade Certification Standard*”

www.industrycertification.org
It is through the efforts and dedication of the people who volunteer their time and energy to serve as volunteer committee members that the IIEI Certification Program helps professionals worldwide demonstrate and validate their expertise.

Want to serve on one of the various volunteer committees? We need your help and input to ensure that our industry’s standards are accurate.

**Certification Supporters**: This committee advises the IIEI Certification on matters pertaining to the industry certification process and industry standards specifically.

**International Trade Standards**: The International Trade Standards Committee makes recommendations on general international trade certifications topics.

**Professional Compliance Standards**: The Professional Compliance Standards Committee, makes recommendations on industry standards related to trade compliance certification process. This committee works in unison with the International Trade Standards Committee in fulfillment of its duties.

Or perhaps you just want to show your support for the “One World, One Standard” certification program by putting your name or company name in our Support Registry.

For complete details on the duties and tasks of the various committees, contact us.
When people talk about Trade Compliance, most of the time they relate it to proper documentation, rules and regulations, and Government and company policies and procedures. Unfortunately, one of the most important aspects of Trade Compliance is sometimes overlooked. I’m talking about Ethics.

Trade Compliance Officers not only need their paperwork in order, they also have to make sure that the trades are conducted ethically in order to protect their company and their Country. This may entail making the tough decision to not ship a product that has not been properly cleared or does not have the proper paperwork, even when pressured to do so.

One way a company can help ensure that employees are not pressured to act unethically is to develop a strong ethics program. Senior Management must send a strong message throughout the entire organization that the company will operate its business with the highest regard to Ethics.

The first step toward ethical compliance can be accomplished through a strong mission statement outlining the company’s core ethical values. This message must be communicated throughout the organization and continually reinforced by not only Senior Management’s words, but by their actions as well.

The company must also develop a comprehensive Ethics training program that addresses proper ethical behavior, reporting unethical conduct, and consequences for inappropriate behavior. This program must be reinforced through continuous employee training, management commitment, and Senior Management interaction.

In today’s post 9/11 world, we all have to act ethically to ensure that our company and our Country are safe and secure.

Ethics Requirement: YES or NO?

Should Ethics be a Requirement of all Trade Industry Certification Exams?

This is one of the questions before IIEI Certification’s various volunteer committees. For nearly a decade, certification that are trade compliance specific have had this requirement: Candidates taking the industry certification examination for any compliance related certification, such as the Certified U.S. Export Compliance Officer® or Certified ITAR Professional® designations in the U.S., are tested on their understanding of the ethical issues surrounding their professional field.

Volunteers are wrestling with whether general trade certifications, such as Certified Exporter or Certified International Freight Forwarder, should have ethics be part of the certification exam. We are now asking the industry at large their opinion about this sensitive issue. Submit your own opinion by emailing us at: article@expandglobal.com

“I never would have been hired if I didn’t have my Certification”

Stephanie R. - member U.S. Aerospace Industry
Congratulations to the following organizations and their students for successfully completing their training and certification testing. Congratulations to all.

**Greece**

**Hellenic American Education Center**

**Certified Exporter®**
- Stefanos Bakouris
- Efstatia Chronopoulou
- Zacharias Konstantakis
- Melpomeni Marlotzani
- Georgios Souris
- Pericles Zannis
- Olga Theodoratou

*This is their first group to sit for their exams. Well Done!*

**Worldwide**

Contact your favorite training center in your country to prepare for your certification exam. If they are not yet an Approved Provider, have them contact us by email at:

APinquiry@expandglobal.com

or by mail at:

IIEI Certification - MS-140
101 Corporate Center
19820 North 7th Street,
Suite 100
Phoenix, AZ 85025

**Japan**

**AOI - College of Languages**

**Certified International Trade Logistics Specialist®**
- Shinshiro Nawa
- Kazue Soda
- Yukie Imafuku
- Kota Nagatomi
- Hana Lee
- Asako Ishida
- Keiichi Ando
- Keiko Kato
- Sayaka Suzuki
- Kenta Ueda

**CUSECO Examination Preparation Course**

**Global Trade Academy**

Upcoming Certified U.S. Export Compliance Officer® Training and Exam Preparation Course by Global Trade Academy

“CUSECO on demand” at Princeton, NJ

Schedule with us a minimum of 10 business days in advance and test on your own schedule.

Space is limited. Register Early.

Global Trade Academy **609-896-2020**

**IIEI Certification Approved Provider Appointed**

IIEI Certification is pleased to announce that the following school has been appointed as an Approved Provider of testing for the Certified Exporter® program.

**Gulf Coast State College**

Community Education
5320 West US Highway 98
Panama City, FL 32401
850-872-3818
Contact: Melissa Strawser

www.gulfcoast.edu
Congratulations to the following on successful completion and recent award of the respective certifications.

**Certified U.S. Export Compliance Officer®**

- Stacey Auer – CA
- Barbara Beavers – MO
- Patsy Boland – IA
- Kathy Butler – CT
- Charlene Cambra – CA
- Stacy Cornett – OH
- Sara Dandan – IL
- Anthony V. Deltuva Jr. – NY
- Tsveta Doerhoff – MO
- Al Elgendy – CA
- Josephine Fegan – CA
- Charlotte Hughes – TX
- David Killian – NH
- Andrew Ryan – NY
- Edwin Sellers – AL
- Doris Van Milligan – MI
- Michelle West – PA
- Kimberly Witkum – NH
- James Wojtczak – WI
- Philip Wolf – FL
- Michael Woodburn - AZ

**Certified ITAR Professional®**

- Christy Gullion – TX
- Kathleen Kobran – VA
- Eszter Muranyi – VA
- Elizabeth Sanders – VA
- Daniel Weinstein - TX
- Pamela Turinsky – PA
- Henry Pizarro – CA

**Nigeria**

**Certified International Trade Logistics Specialist®**

- Orokola Michael Olutunde
- Anyanwu Christiana Chioma
- Okoh Patrick
- Stanley Chinene
- Unekwu Momoh
- Turner Joseph Adeniyi
- Ehigbe Kingsley N.
- Adegor Ernest
- Asadu Sustenus Ikechukwu
- Ibharokhonre Joel Onons
- Katuka Jesse
- Bukola Leo-Ekeze
- Fagbenle Oladimeji Dare
- Michael Nwosu
- Adedoyin Adedeji
- Adeyeye Oluwaseyi
- Mgbe Benedicta
- Muyiwa Fagbohungbe
- Ainab sentiments
- Opuwari Ferguson
- Owiwara, Ihuoma Blessing
- Ekpe Aniebiet-Abasi Etim
- Ngonadi Genevin
- Ayoku Taiye Ishola
- George Henry
- Adebayo Omokafe Meshach
- Nzerem Uwaoma .I.
- Adelapoo Olurinde Kukoyi
- Sheriff Okah Ekpolomo
- Yekini Ojenya Salawu
- Onyia Emeka Emmanuel
- Obadan Samuel .I.
- Patrick Hyacinth Iwara
- Ekowusisi Mathias Okechuckwu
- Young-Arney Onengiye-Ofori
- Apesin Isaac Morakinyo

**Certified International Freight Forwarder®**

- Oyewole Opegbuyi
Dunlap-Stone University’s
International Import-Export Institute
The Premier Online Accredited International Trade College

Certification Exam Preparation Training Courses Online

As an Approved Provider for IIEI Certification exam preparation training, the school offers a wide range of practical accredited college courses online to help you prepare for your specific industry certification examination.

- Classes start regularly throughout the year
- Attend class when it fits your busy schedule - 24/7 format
- Learn more than just how to pass the test - prepare for a career
- All courses can apply toward a college degree*

Call today

* Certain conditions and restrictions apply

Speak to an Academic Advisor today about your goals for tomorrow!

Visit our Website at iiie.dunlap-stone.edu
or Call (800) 474-8013 - Outside the U.S. 01-602-648-5750