

MASSACHUSETTS EXPORT CENTER

Partners for Trade Seminar Calendar: 2007 – 2011

Fall, 2011 Seminars

September

22 Fundamentals of International Trade (Brockton)

October

5 Fundamentals of International Trade (New Bedford)

6 Compliance Alliance Networking Briefing: Export Reform Update and the New STA License Exception (Boston)

11 AES Compliance Update (Boston)

20 Minimizing Discrepancies in Export Letters of Credit (Andover)

26 Build Your Export Compliance Manual – Part I (Westborough)

November

3 Compliance Alliance Networking Briefing: Denied Party Screening and Compliance Automation (Waltham)

8 Tariff Classification & Free Trade Agreement Compliance (Charlton)

9 Export Documentation & Valuation (Marlborough)

30 Build Your Export Compliance Manual – Part II (Westborough)

December

5 Export Expo (Boston)

8 ITAR for Beginners (Boston)

The Massachusetts Small Business Development Center Network is a partnership of the U.S. Small Business Administration and the Massachusetts Office of Business Development through the University of Massachusetts Amherst, Isenberg School of Management.



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Spring, 2011 Seminars

April

- 22 Export Open House (Devens)
- 27 Compliance Alliance Breakfast Briefing: Deemed Exports and the new Non-Immigrant Visa Requirement (Boston)

May

- 3 How to Start an Import/Export Business (Holyoke)
- 5 Incoterms 2010 Roundtable (Boston)
- 6 Certified Global Business Professional Series: International Sales, Marketing & Global Business Management (Southboro)
- 13 Certified Global Business Professional Series: Global Supply Chain & Logistics Management (Southboro)
- 19 Complying with the Foreign Corrupt Practices Act (Boston)
- 20 Certified Global Business Professional Series: Global Trade Finance & Banking and Exam Review (Southboro)
- 24 Export Documentation and Valuation (New Bedford)
- 27 Certified Global Business Professional Series: Exam Review and Study Group (Worcester)

June

- 1 Export Resources for Life Sciences Companies (Boston)
- 21 Compliance Alliance Breakfast Briefing: Managing Channel Partner Compliance (Burlington)

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Fall, 2010 Seminars

October

- 6 Compliance Alliance Networking Briefing – Encryption Export Controls (Natick)
- 12 Negotiating and Structuring International Distribution Contracts (Holyoke)
- 15 Export Logistics & Regulatory Compliance Certificate Series (Canton)
 - Export Logistics, Classification & Incoterms – October 15th
 - Export Documentation & Shipping Under Free Trade Agreements – October 22nd
 - Export Regulatory Compliance – October 29th
 - Best Practices for Export Procedures & Compliance Programs – November 5th
- 18 Incoterms for Americans: A Full-Day Seminar on the ICC Incoterms 2010 Rules (Boston)
- 19 Fundamentals of International Trade (Plymouth)

November

- 9 Compliance with EU Export Controls & Customs Regulations (Cambridge)
- 10 ITAR Boot Camp (Woburn)
- 12 Opportunities in the Canadian Aerospace Industry (Springfield area)
- 17 A Hands-On Guide to AES Compliance for Exporters (Westborough)
- 18 Advanced International Letters of Credit (Fall River)

December

- 1 Incoterms 2010 Roundtable (Holyoke)
- 9 Import Classification, Valuation, Clearance and Compliance (Boston)
- 17 Export Expo (Boston)
 - Featuring Export Control Reform Town Hall Meeting with Kevin Wolf, Assistant Secretary of Commerce for Export Administration*

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Spring, 2010 Seminars

March

25 TSA Certified Cargo Screening Program (Boston)

April

20 Export Finance Roundtable (Springfield)

23 Compliance Alliance Networking Briefing: Deemed Export Compliance (North Reading)

May

6 Export Classification & Shipping Under Free Trade Agreements (Quincy)

11 Export Documentation & Valuation (Springfield)

14 CGBP International Sales, Marketing & Global Business Management (Burlington)

19 Essentials of Export Controls: Lessons Learned for Compliance (Fall River)

21 CGBP Global Supply Chain & Logistics Management (Burlington)

June

2 Compliance Alliance Networking Briefing: Anti-boycott Compliance (Newton)

4 CGBP Global Trade Finance & Banking and Exam Review (Burlington)

11 CGBP Exam Review and Study Group (Boston)

12 CGBP Exam (Boston)

21 Export Licensing Under ITAR (Boston)

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Fall, 2009 Seminars

September

24 *Real-World AES Compliance* (Newton)

October

13 C-TPAT / 10 + 2 (Holyoke)

14 Negotiating & Structuring International Distribution Contracts (Brighton)

21 Export Open House (Westport)

27 Export Logistics & Regulatory Compliance Certificate Series:
Export Logistics, Classification & Incoterms (Westboro)

29 International Standby Letters of Credit and Foreign Exchange Update (Newton)

November

3 Export Logistics & Regulatory Compliance Certificate Series:
Export Documentation & Shipping Under Free Trade Agreements (Westboro)

6 10 Steps to Growing International Sales (Boston)

10 Export Logistics & Regulatory Compliance Certificate Series:
Export Regulatory Compliance (Westboro)

13 Export Product Classification (Boston)

17 Export Logistics & Regulatory Compliance Certificate Series:
Best Practices for Developing Export Procedures and Compliance Programs
(Westboro)

December

9 Export Regulatory Compliance Update (Boston)

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Spring, 2009 Seminars

April

- 28 Export Open House (Worcester)
- 29 Essentials of Importing (Holyoke)
- 30 Small Package Exporting & Importing through the U.S. Postal Service (Waltham)

May

- 6 Export Product Classifications: Schedule B and ECCN (Holyoke)
- 13 Complying with U.S. Sanction and Embargo Programs (Boston)
- 15 Certified Global Business Professional Series – International Sales & Marketing and Global Business Management (Boston)
- 20 How to Develop an Export Management and Compliance Program – Part 1 (Boston)
- 21 How to Develop an Export Management and Compliance Program – Part 2 (Boston)
- 29 Certified Global Business Professional Series – Global Trade Finance and Banking (Boston)

June

- 5 Certified Global Business Professional Series – Global Trade Logistics and Supply Chain Management / Exam Review (Boston)
- 10 Managing Overseas Sales Agents and Distributors (Westborough)
- 13 Certified Global Business Professional Exam (Boston)
- 16 Exporting in a Global Recession:
How to Make Your Export Efforts Both Successful and Cost-Effective (Middleboro)

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Fall, 2008 Seminars

October

- 16 Face to Face in Fitchburg: Expert Export Advice (Fitchburg)
- 17 Export Logistics & Regulatory Compliance Certificate Series (Boston)
Export Logistics, Classification & Incoterms
- 21 Nuts & Bolts of ITAR (Holyoke)
- 24 Export Logistics & Regulatory Compliance Certificate Series (Boston)
Export Documentation & Shipping Under Free Trade Agreements

November

- 5 Shipping Under NAFTA (Holyoke)
- 7 Export Logistics & Regulatory Compliance Certificate Series (Boston)
Export Regulatory Compliance
- 12 Meet the Massachusetts Export Center (State-wide)
- 13 Complying With the New AES Regulations (Milford)
- 14 Export Logistics & Regulatory Compliance Certificate Series (Boston)
Best Practices for Developing Export Procedures & Compliance Programs
- 19 Advanced International Letter of Credit & Risk Management Certificate Program (Newton)

December

- 4 Export Open House (Holyoke)
- 9 Essentials of Exporting (New Bedford)
- 11 Complying with the International Traffic in Arms Regulations: A Case Study (Boston)

MASSACHUSETTS EXPORT CENTER

Spring, 2008 Seminars

April

- 23 Export Regulatory Compliance Update (Boston)
- 30 Export Documentation & Valuation (Boston)

May

- 2 Certified Global Business Professional Series: International Sales and Marketing (Taunton)
- 9 Certified Global Business Professional Series: Global Business Management (Taunton)
- 16 Certified Global Business Professional Series: Global Trade Finance & Banking (Taunton)
- 30 Certified Global Business Professional Series: Global Supply Chain & Logistics Management (Taunton)

June

- 6 Certified Global Business Professional Series: Exam Review Session (Taunton)
- 10 Export Open House (Fitchburg)
- 12 ITAR Bootcamp: A Hands-On Workshop for Compliance (Boston)
- 14 Certified Global Business Professional Exam (Taunton)

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Fall, 2007 Seminars

October

- 2 Meet the Massachusetts Export Center (Gloucester)
- 16 Exporting 101 (Randolph)
- 17 Managing International Customer Service and Sales Networks (Holyoke)
- 17 European Distribution and Logistics: Strategies for Supply Chain Optimization (Boston)
- 23 Export/Import School: Intro to Export Shipping and Classification (Holyoke)
- 25 Advanced Certificate Series: Export Operations, Documentation and Compliance (Natick)
- 30 Export/Import School: Intro to Export Documentation and AES (Holyoke)

November

- 1 Advanced Certificate Series: Export and Import Classification and Valuation (Natick)
- 2 Developing Seafood Sales in International Markets (New Bedford)
- 6 Export/Import School: Intro to International Payment and Financing (Holyoke)
- 7 International Letter of Credit Certificate Program (Woburn)
- 8 Advanced Certificate Series: Sourcing, Import Compliance and Recordkeeping (Natick)
- 13 Export/Import School: Intro to Importing (Holyoke)
- 14 Opening an Overseas Sales Office: Lessons Learned in Europe, China and Beyond (Boston)
- 15 Advanced Certificate Series: Free Trade Agreements, Duty Drawback and FTZ's (Natick)

December

- 6 Export Open House (Methuen)
- 12 Essentials of Export Controls (Boston)
- 13 ECCN Classification (Boston)



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Spring, 2007 Seminars

May

- 3 Export/Import Trade Classification & 2007 HTS Update (Middleboro)
- 4 Certified Global Business Professional Series - International Sales & Marketing (Newton)
- 11 Certified Global Business Professional Series - Global Business Management (Newton)
- 15 Advanced International Letters of Credit and the New UCP 600 (Waltham)
- 18 Certified Global Business Professional Series - Global Trade Finance & Banking (Newton)
- 22 Avoiding Pitfalls When Doing Business In and With China (West Springfield)
- 22 Shipping Under NAFTA and Other Free Trade Agreements (West Springfield)

June

- 1 Certified Global Business Professional Series - Global Supply Chain & Logistics Management (Newton)
- 8 Certified Global Business Professional Exam Review & Open House (Newton)
- 12 Developing an Export Compliance Program: Practical Solutions for EAR and ITAR Exporters (Boston)
- 16 NASBITE Certified Global Business Professional Exam (Newton)