

# MASSACHUSETTS EXPORT CENTER

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## Partners for Trade Seminar Calendar: 2007 – 2014

### Spring, 2014 Seminars

#### March

28 OFAC Webinar Series: An Introduction to U.S. Economic and Trade Sanctions (webinar)

#### April

3 Export School Fast Track Certificate Program (Sturbridge)

3 CGBP Preparation Workshop (Sturbridge)

4 Complying with the New Foreign Trade Regulations Export Requirements (webinar)

11 Negotiating and Structuring International Distribution Contracts (webinar)

25 OFAC Webinar Series: U.S. Sanctions Licensing & Policy Update (webinar)

29 Massachusetts Advanced Manufacturing Summit (Worcester)

#### May

1 Export Compliance Unplugged: Best Practices for EAR99 Exporters (Burlington)

6 Fundamentals of Exporting (Holyoke)

14 Minimizing Discrepancies in International Letters of Credit (Westborough)

21 Export Classification, Documentation and Valuation (Rockland)

#### June

11 Export Regulatory Compliance Update (Boston)

19 Exporting Under the Trade Sanctions Reform & Export Enhancement Act (TSRA) (webinar)

*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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## Fall, 2013 Seminars

### **September**

- 26 Carnet Roundtable (Boston)
- 26 T-TIP Roundtable- Trade Barriers Affecting U.S. Small and Medium-sized Enterprises Exporting to the European Union (Boston)

### **October**

- 15 Countdown to Compliance: Transition Planning Under Export Control Reform (Webinar)
- 31 Export Documentation and Valuation (Holyoke)

### **November**

- 7 Best Practices for Export Compliance Auditing and Oversight (Woburn)
- 13 Fundamentals of Exporting (Boston)
- 21 “Specially Designed” Demystified (Webinar)

### **December**

- 10 Export Expo 2013 (Boston)

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## Spring, 2013 Seminars

### April

- 3 Fundamentals of Exporting @ the BPL (Boston)
- 10 Fundamentals of Importing @ the BPL (Boston)
- 17 Don't Take it Lightly: What You Need to Know about the ITAR (Springfield)
- 19 STEP Grant Application (webinar)

### May

- 6-7 Complying With U.S. Export Controls (Boston)
- 8 Technology & Encryption Export Controls (Boston)
- 13 Congressman Neal Export Forum (Holyoke)
- 22 STEP Grant Application (webinar)

### June

- 5 Export School Fast Track Certificate Program (Westborough)
- 7 Exporting Temporary, Repair, Replacement and Hand-Carry Shipments – Part I (webinar)
- 14 Exporting Temporary, Repair, Replacement and Hand-Carry Shipments – Part II (webinar)
- 20 Routed Exports: Your Responsibilities and Best Practices to Avoid Violations (Reading)

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## Fall, 2012 Seminars

### September

21 Build Your Export Compliance Manual – Part II (Boston)

### October

3 Marine Technology Export Controls: Managing Compliance in a Changing Regulatory Environment (Marion)

10 Meeting the India Customs Challenge (webinar)

24 International Payment and Financing (Holyoke)

24 Export Logistics & Regulatory Compliance Certificate Series: Export Logistics, Classification & Incoterms (Southboro)

25 Compliance Alliance Networking Briefing: Best Practices for CCATS and CJs (Norwood)

31 Essentials of Importing (Holyoke)

31 Export Logistics & Regulatory Compliance Certificate Series: Export Documentation and Shipping Under FTAs (Southboro)

### November

5 Complying with Encryption Export Controls and Import Requirements (webinar)

7 Export Logistics & Regulatory Compliance Certificate Series: Export Regulatory Compliance (Southboro)

13 Hot Topics in ITAR (Boston)

14 Export Logistics & Regulatory Compliance Certificate Series: Best Practices for Developing Export Procedures & Compliance Programs (Holyoke)

### December

11 Export Expo (Boston)



# MASSACHUSETTS EXPORT CENTER

## Spring, 2012 Seminars

### April

- 19 The Brazil Customs Challenge: How to Get Your Goods In and Get Paid (webinar)
- 25 Look Before You Leap: What You Need to Know About the ITAR (Sturbridge)

### May

- 2 Basic Guide to Exporting: Writing an Export Plan Using the New SBA Export Business Planner (Sturbridge)
- 3 Raising Company-Wide Support for Export Compliance Operations (North Reading)
- 4 CGBP Series: International Sales, Marketing and Global Business Management (Taunton)
- 11 CGBP Series: Global Supply Chain and Logistics Management (Taunton)
- 15 Origin Determination in International Trade (Boston)
- 16 Export Documentation & Valuation (Sturbridge)
- 18 CGBP Series: Global Trade Finance & Banking (Taunton)
- 25 CGBP Series: Exam Study Group (Boston)
- 31 Export Regulatory Compliance Update (Waltham)

### June

- 5 What It Takes to Achieve Export Success: Lessons from Successful Exporters (Worcester)
- 7 Managing Overseas Distributors & Structuring International Distribution Contracts (Waltham)
- 14 Compliance Clinic Featuring Paul DiVecchio (webinar)
- 15 Build Your Export Compliance Manual, Part I (Boston)

# MASSACHUSETTS EXPORT CENTER

## 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)



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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 15<sup>th</sup>
  - Export Documentation & Shipping Under Free Trade Agreements – October 22<sup>nd</sup>
  - Export Regulatory Compliance – October 29<sup>th</sup>
  - Best Practices for Export Procedures & Compliance Programs – November 5<sup>th</sup>
- 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)

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## 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)