



Global Watch[®]

THE NEWSLETTER OF THE INTERNATIONAL IMPORT-EXPORT INSTITUTE
11225 N. 28TH DRIVE, SUITE B 201, PHOENIX, ARIZONA USA 85029

JANUARY/FEBRUARY 2011, VOLUME 11, ISSUE 7

Asia Investing in 2011: Risks and Rewards

By Yiannis G. Mostrous

As global markets enter the third year of an up-cycle, both Asian economies and markets are poised to outperform their counterparts in the developed world.

Asian markets, as measured by the MSCI Asia-ex Japan Index, could gain about 20 percent in 2011, while Asian economies as a whole will grow about 8 percent. China and India will lead the pack, posting GDP growth of close to 9 percent.

Recent data indicates that Asian exports have picked up and the trend

should continue in 2011. A double-dip global recession appears increasingly unlikely in 2010 and 2011, and the global economic recovery grows more sustainable with each passing day.

South Korea was the first Asian country to publish export data, and the country's November exports grew by 13.8 percent from the previous month, the third straight month of rising exports. This compares to a 10 percent monthly rise in exports in August. Taiwan also recorded encouraging data; overseas shipments rose by 4 percent month on month in November, the second month in a row of higher exports.

The vigor of the Chinese economy is the primary reason behind rising exports. Although the country's economy has cooled slightly, growth remains strong. China's purchasing managers index (PMI), which measures the health of the manufacturing sector, has risen for the past four months after hitting a low of 50.9 in July. A PMI reading of below 50 indicates contraction in manufacturing activity. Since then, manufacturing activity has expanded steadily and November's PMI clocked in at 58.

A global recession in 2011 is not the base-case scenario, [experts say]. But investors nonetheless remain concerned about the potential for escalating trade wars and asset bubbles in Asia.

Trade wars represent a serious risk for the global economy and would af-

**Celebrating 15 Years
of Service to You**
Read the history.
Page 3

**Bureau of Industry
and Security -
Crime & Punishment**
Page 4

**DDTC:
Brokers Report Due**
Page 5

**In-Compliance:
Major Seminar Trainers Can Offer
CUSECO[®] Exam Prep Nationwide**
Page 6

**Strategic Planning
your Education**
Page 6

**President Obama Reveals Details
of New U.S. Export Control System**
Page 4

**Wide Range of
Classes Starting Soon**
Page 14

**East Europe's Economic Recovery
Reaches Households**
By Zoltan Simon

BUDAPEST (Bloomberg) - East Europe's export-led economic recovery reached households in the third quarter, boosting growth in the Czech Republic, Estonia and Hungary as domestic spending rose following recessions last year.

Gross Domestic Product rose an annual 1.7 percent in Hungary, 2.8 percent in the Czech Republic, 5 percent in Estonia and 0.5 percent in Bulgaria, according to revised reports published today by the statistics offices of each country. Poland, the region's biggest

Recovery - Continued on page 5

Decline of Artisan Exports afflicts Italy Economy

VENICE (AP) — Four Venetian glassblowers perform a carefully orchestrated dance in front of a red-hot furnace, creating 60 gold-laced glass angels bound for a New York City retailer.



The choreography is enchanting, as one glassblower shapes the glass and hands off to another, who spins it until the angel's head sits atop the conical robe.

But an order of 60 barely keeps the furnaces burning.

Italy's traditional artisanal industries — glass, leather, jewelry, furniture — are under pressure from foreign competition and sometimes outmoded ways of doing business, one risk factor for an economy that needs more growth to convince

Italy Econ- Continued on page 9

Asia - Continued on page 9

GlobalWatch® is a publication of
**The International
 Import-Export Institute**
 Phoenix, Arizona, USA

Executive Board Chair

Dr. Donald N. Burton
President, Dunlap-Stone University

IIEI Advisory Board

- Bala R. Balaraman**, Director,
*Indian Institute of Export Management,
 Bangalore, India*
- Deen Rae Dell**, former Logistics Manager,
*Tyco Electronics Power Systems,
 Mesquite, Texas, USA*
- Robert Geddeis**, Director,
*International Sales, Greenlee Textron
 Inc., a division of Textron Corp.
 Rockford, Illinois, USA*
- Fortunato J. Gerardo**, Managing Director,
*Filinter Group Trading Co. Ltd.
 Aurora, Ontario, Canada*
- Robin Mackay**, Managing Director,
*Export Training Ltd, Gateshead,
 Tyne and Wear, United Kingdom*
- Roger H. Marks**, Vice President,
*International Affairs, Designs Plus.
 Chicago, Illinois, USA*
- Scott Arne Maynard**, Senior Consultant
 & Principal, *Exim*trade Int'l,
 Austin, Texas, USA*
- Chad A. Twitchell**, Policy & Contracts
 Team Leader, *Sandia National
 Laboratories, Albuquerque,
 New Mexico, USA*
- Dr. Marsha Vande Berg**, Principal,
*International Business Associates,
 San Francisco, California, USA*
- Frank Woods**, Former Director,
*U.S. Dept. of Commerce,
 Export Assistance Center,
 Phoenix, Arizona, USA*

Dunlap-Stone University Program Director

Caulyne Barron, M.Ed., V.P. - Online Programs

GlobalWatch® is published bi-monthly
 and is a registered trademark of the
 International Import-Export Institute.
 Publication policies are at:
[http://iiei.dunlap-stone.edu/globalwatch-r-
 publishing-policies/](http://iiei.dunlap-stone.edu/globalwatch-r-publishing-policies/)

Notes from the President

A Memorable Past & Great Future Ahead

by Dr. Donald N. Burton



Signs are everywhere that global trade is increasing. The opportunities for those involved in our industry abound in every nation. (See articles on page 1.) This issue of GlobalWatch® takes note of this activity and much more.

It may surprise many in industry to learn IIEI Certification has been setting global standards for international trade for over 15 years. (See article page 3.) Much has changed over that time. The number of people who have contributed to making the standards truly global and meet industry's needs is staggering, now numbering in the many thousands. As the world of international trade continues to mature, IIEI Certification's practical standards of knowledge and performance are in-

creasingly important at the interface of trade in all nations to ensure trade flows safely and smoothly throughout the global supply chain.

President Obama has released more details of the new Export Control System (page 4) while BIS and DDTC continue to enforce export policies with increasing vigor.

I am particularly excited to unveil in this issue a NEW industry wide compliance training program for the CUSECO certification that is open to all qualified training organizations. (See article page 7.) It has been under development with industry training leaders for more than a year. I am pleased because this program does not discriminate. It fits all size training companies—from small consulting firms, to in-house training groups to large seminar providers who often travel from city to city providing compliance training. All qualified organizations will have equal access to new tools to ensure their client's meet global standards and best practices.

The increased number of people seeking their trade compliance degree here at Dunlap-Stone is not surprising really. After all, their certification prep classes are part of a degree program. But it is still nice to see. As always, thank you for your continued strong support. Be well.

Certified ITAR Professional®

The International Import-Export Institute offers online courses to prepare for the CIP exam.

[Understanding the ITAR](#) TRD-306
[Documentation for Export Compliance](#) TRD-311
[Ethics in Trade Compliance](#) TRD-320
[Agreements Under the ITAR](#) TRD-299
[Mastering ITAR Exemptions](#) TRD-308
[Export Compliance Audits](#) TRD-330

Questions? Call (800) 474-8013

Visit
www.usexportcompliance.com



ALL of the top **100**
 U.S. aerospace and
 defense companies have
 had employees enroll in
 courses leading to
 industry certification.



IIEI Certification

*Celebrating 15 years of Service
to the International Trade Industry 1995-2010*

IIEI Certification exists today because of the encouragement from thousands of volunteers and supporters over the years who from day one in 1995 believed in us and our mission. Not only did they help, volunteering their time and expertise to ensure our certifications accurately reflect best practices and the standards needed in industry, but thousands followed and participated in our program. Equally important, without the early involvement of independent training organizations that trained their students to our unproven, fledgling standards, we would not exist. It seems appropriate at this time to look back over these past fifteen years and take note of the events and people who made us what we are today—the recognized global standards certification authority to the world of international trade.

Before IIEI Certification (IIEI) came into being, there were no global certification standards for international trade. Every individual and every company had to determine their own standards. What resulted was ever increasing chaos as trade increased. IIEI's founding mission and purpose came from those it sought to serve. The need was determined to be extensive. To be useful, the program had to be based on clear, meaningful standards developed from "best practices" and up-to-date national and international trade regulations. Above all, it needed to accept input from all sectors, including governments, industry prac-

tioners and academia alike. In addition, the exact knowledge requirements had to be made readily available to industry. The testing to earn a certification had to be impartial, unbiased and in a manner that blindly validated the knowledge and proficiency of those it certified. Over the years, the standards have become better defined and the processes have been refined, but the basic tenet of what we do has remained constant. There has been tremendous growth in ways not imagined and unexpected challenges as the industry has evolved and grown.

Along the way we have weathered many storms, encountered calm and rough seas during our journey and enjoyed busy times of growth. We endured the events surrounding September 11, 2001 that caused many companies to postpone anything dealing with international trade activities and not only survived but grew stronger. We celebrated joyously with earning the recognition of governments around the world; we extended ourselves into unexpected roles supporting certification (training and education). At the request of industry leaders, we greatly expanded the number of certifications. Our global network of organizations providing the knowledge used in the various certifications has grown vastly. We've had incredible support from volunteers throughout the U.S and the world improving the standards and we've had a few disgruntled detractors make waves (accusing us of not being a true certification organization) because they weren't able to take control of the program they helped to build. Amid all this commotion the number of people globally earning their IIEI Certification has continued to grow exponentially as have the number of

partner organizations worldwide that teach to our global standards.

We have experienced other growing pains at times, made our fair share of mistakes and had our successes, as we expanded to meet our global mandate. We learned many lessons along the way and we take a positive view of all these experiences as we move ahead. Our course is resolute—we strive to realize industry expectations and remember the tremendous responsibility we have to make global trade standards what they need to be. We never lose sight of the necessity to work closely with those we are honored and thankful to serve and to meet the evolving certification and standards needs of the international trade industry.

We owe a huge debt of gratitude to a large number of people who helped along the way. Without their encouragement, support and persistence, it is doubtful that IIEI Certification would have ever existed in the first place or that it would have gained the acceptance it enjoys today. First and foremost is Frank Woods, MIM, a Thunderbird, who, starting in 1993, repeatedly suggested to the founder there was a vital need for international trade certification. His confident understanding of the future of global trade was the catalyst. At every opportunity, he nurtured the seed he planted until it took root. Without his persistent encouragement none of this would exist today. At that time he was a Director for the U.S. Commercial Service in Arizona. He has since retired. Doctors Gerry Bedore Senior and Junior are owed much. Their support and wisdom on how to reach the masses using the Internet made it all possible. We are forever grateful for their assistance and support in helping the program to go online and grow in acceptance. From day one until today, Caulyne Barron, M.Ed., the founder's daughter has worked tirelessly to make this certification program live up to expectations. Everyone needs to know of her



**Have you visited the
DSU Online Store yet?**

Go to:

<http://www.dunlap-stone.edu/store/>

It's new and growing



BIS Update

Bureau of Industry and Security

Obama Announces Steps to New U.S. Export Control System

Foreign Subsidiary of PPG Industries, Inc. Pleads Guilty Pays \$3.75 M in Fines

WASHINGTON - PPG Paints Trading (Shanghai) Co., Ltd., a wholly-owned Chinese subsidiary of United States-based PPG Industries, Inc., pled guilty to conspiring to violate the International Emergency Economic Powers Act and the Export Administration Regulations, and other related charges.

The case's combined \$3.75 million in criminal and civil fines represent one of the largest monetary penalties for export violations in the history of the U.S. Department of Commerce's Bureau of Industry and Security.

The guilty plea stemmed from actions by PPG Paints Trading that caused the illegal export, reexport and/or transshipment of high-performance coatings from the United States to the Chashma 2 Nuclear Power Plant in Pakistan (Chashma 2), via a third-party distributor in the People's Republic of China.

As part of its plea agreement, PPG Paints Trading agreed to pay the maximum criminal fine of \$2 million, and serve five years of corporate probation. The gross proceeds received by PPG Paints Trading for these three illegal exports was \$32,319. As part of its plea agreement, PPG Paint Trading has forfeited the entire \$32,319 to the government.

PPG - Continued on page 7

BIS Final Rule on Entity List Review

This rule amends the Export Administration Regulations (EAR) to implement additional changes to the Entity List (Supplement No. 4 to Part 744) on the basis of the annual review of the Entity List conducted by the End-User Review Committee (ERC). The changes from the annual review will be implemented in three rules. The first rule published on May 28, 2010 (75 FR 29884) implemented the results of the annual review for listed entities located in Canada, Egypt, Germany, Hong Kong, Israel, Kuwait, Lebanon, Malaysia, South Korea, Singapore, and the United Kingdom.

The second rule published implements the results of the annual review for entities located in China and Russia. This rule removes five entities from the Entity List under Russia and makes twenty-one modifications to the Entity List (consisting of modifications to eighteen Chinese entries and three Russian entries currently on the Entity List) by adding additional addresses, aliases and/or clarifying the names for these twenty-one entities. The third rule, which will likely be published in early 2011, will implement the remaining results of the annual review.

The Entity List provides notice to the public that certain exports, reexports, and transfers (in-country) to entities identified on the Entity List require a license from the Bureau of Industry and Security and that availability of license exceptions in such transactions is limited.

DATES: *Effective Date:* This rule is effective December 17, 2010. Although

Source: http://www.bis.doc.gov/news/2010/fr_12172010.pdf

At a meeting of the President's Export Council, President Obama announced the release of a series of regulations and requests for comment as part of the implementation of the new U.S. export control system. The Administration deployed its Export Control Reform Initiative webpage at www.export.gov, which has new tools to facilitate compliance with U.S. export control requirements.

Today's announcement includes:

- * The publication of a draft rule setting out the criteria and procedures to be used in determining whether a product is subject to export controls.
- * The application of these criteria to one category of items (Category VII: Tanks and Military Vehicles), to be seen as an example of how the new policies would apply.
- * The publication of a draft rule specifying what licensing policies will apply to products subject to export controls.

In publishing these documents, the Administration is seeking public comment before the rules are finalized and the control lists are completed.

The Regulations

The Departments of State and Commerce each published a proposed regulation and a request for public comments within 60 days.

First, the Department of State published a proposed regulation to rewrite Category VII (Tanks and Military Vehicles) of the U.S. Munitions List (USML). The proposed Category is a "positive list" of those defense articles that an interagency technical working group has determined provide at least a significant military or intelligence advantage to the United States. The Department of State is soliciting public comment to ensure that the new Category clearly and concisely identifies

President - Continued on page 7

DDTC Update

Directorate of Defense Trade Controls

Annual Brokering Report Due

All companies and individuals registered as a broker at any time during calendar year 2010 are reminded to submit an annual brokering report to DDTC by January 31, 2011. Guidance on what must be included in the report can be found in Section 129.9 of the ITAR. Reports should be addressed as follows:

U.S. Dept of State
PM/DTCC
ATTN Annual Brokering Report
2401 E Street NW
SA-1 H1304
Washington, DC 20522

DDTC seeking Public Comment on Proposed ITAR Change

Department of State proposes to amend the International Traffic in Arms Regulations (ITAR) to revise Category VII of the U.S. Munitions List. The proposed rule would revise Category VII (tanks and military vehicles) to describe more precisely the defense articles described therein. Open for comment until February 2, 2011.

Source: <http://www.pmdtcc.state.gov/FR/2010/75FR76930.pdf>



**Certified
ITAR
Professional**®

This lapel pin signifies the wearer has attained the highest-level of industry recognition of proficiency over the ITAR regulations and its administration.

Recovery - Continued from page 1

economy, on Nov. 30 said it grew an annual 4.2 percent in the period.

“There’s now a clear seam of improving domestic spending in eastern Europe after five quarters of an export-led recovery,” Raffaella Tenconi, a London-based economist at Bank of America Merrill Lynch, said in a phone interview. “We’re certainly not talking about a boom in any way but a steady economic recovery.”

Consumption rose across the region, boosting economic expansion that previously relied mostly on rising export demand in the European Union. Growth in Germany, the 27-nation bloc’s largest economy, slowed in the third quarter as the euro region battles a sovereign debt crisis that started in Greece and forced Ireland into a bailout last month.

Household Consumption

Hungarian households’ final consumption rose an annual 1.2 percent in the third quarter, rising for the first time since the third quarter of 2008. Estonia’s rose 1 percent compared with a 3 percent decline in the previous quarter. Czech household consumption rose 1.2 percent.

In Estonia, which will adopt the euro next month, shipments of goods, such as wireless network gear for Stockholm-based Ericsson AB, rose an annual 36 percent in the third quarter, after a 29 percent increase in the previous three months. Exports rose an annual 15.4 percent in the Czech Republic and 13.9 percent in Hungary.

East Europe’s recovery is at the “sweetest spot of the business cycle” as rising growth by itself isn’t fuelling inflation in most countries, allowing central bankers to keep interest rates low, Tenconi said.

“Overall, the data give evidence of reviving domestic demand, which

indicates that the economy has entered another phase of the recovery,” said Tomas Vlk, an economist at KBC Groep NV’s Patria Finance unit in Prague, by phone. “The figures are unlikely to prompt the central bank to lift rates as inflationary pressures remain low.”

Polish, Hungarian Rates

Hungarian policy makers unexpectedly raised interest rates last month. Poland, the only country to avoid a recession in the EU last year, should start raising interest rates within three months to damp inflation, policy maker Andrzej Bratkowski said yesterday.

“Markets have stopped believing that we’re hawkish,” Bratkowski said in an interview. To slow lending growth, “we have to act several months in advance, and even more lead-time is needed if we want to curb wage increases.”

Hungary’s central bank raised the benchmark interest rate last month to 5.5 percent from a record-low 5.25 percent, increasing borrowing costs for the first time since 2008. Policy makers cited the inflationary effects of food prices and government taxes on selected industries as well as the cabinet’s fiscal policies, which triggered a two-step downgrade at Moody’s Investors Service this week to the lowest investment grade.

In the Czech Republic, growth may lose steam on the back of Prime Minister Petr Necas’ plans to halve the fiscal gap in three years to within the EU’s limit of 3 percent of economic output, said Neil Shearing, a London-based analyst at Capital Economics Ltd.

“That means interest rates are going nowhere for the time being,” he said in a phone interview.

Source: <http://www.bloomberg.com/news/2010-12-09/hungary-revises-economic-growth-higher-on-exports-consumption.html>

In Compliance....



Training Organizations across America to Offer Industry Trade Compliance Exam Preparation Class

Does your job require you to be industry certified as a Certified U.S. Export Compliance Officer® (CUSECO)? Is it a requirement for a promotion or pay increase? Need help preparing for the exam? Individuals that obtain their trade compliance training through seminars, direct in-house training or online are now able to take an on-ground, two-day CRASH course preparing them for their industry exam. Been a while since you completed your courses or training and need a refresher or just want to do your best on your CUSECO exam? Have your favorite training organization help you get ready.

Students should already know the compliance regulations COMPLETELY prior to registering for this class. This course does NOT teach the entire ITAR or EAR or other compliance topics, although it heavily re-

views portions of the regulations and logic processes. Specifically, this class teaches students how to prepare for the CUSECO exam.

Organizations that are approved as IIEI Certification's Compliance Approved Providers (CAPs) have access to this new course, including complete training materials, PowerPoint® presentation and more. Everything needed to help you prepare to sit for the four-hour Certified U.S. Export Compliance Officer® examination. Your CAP can proctor your exam immediately at the end of training.

This prep course is an intense two-day training exercise, eight hours per day. Students complete several sets of test questions during the course, questions that have been used in previous CUSECO exams. As part of the training, students review their performance and the strat-

egy and logic as to how they arrived at their answers. Prior to the first day, and the evening between class days, students complete additional sets of CUSECO test questions that are reviewed in class. During the course, students also learn how to organize and mark their copies of the compliance regulations for use during the examination.

The course is intended to be two consecutive days followed by administering the CUSECO exam on the third day for those who are ready.

Contact your preferred training provider to schedule a class in your area. Be fully prepared for the CUSECO exam. . If your training provider is not yet a CAP have them contact Kelly Waterhouse at IIEI Certification at (877) 299-7637. kwaterhouse@expandglobal.com. Get help earning your certification.

Strategic Planning... for your degree program

By Caulyne Barron, MEd, VP Online Programs

If one of your new year's resolutions was to head back to school, congratulations! Many of our certification students take the credits they've earned preparing for a certification exam and put them towards a bachelor's degree in International Trade Management. For example, if you had the maximum transfer credit, completed the course of study toward a CITM designation, you could complete your specialized bachelor's degree in less than a year and a half, taking only one course at a time. Even if you are starting from scratch, DSU's degree programs allow you to mix practical, instantly-applicable

coursework with the rest of your life. Students balance highly-technical specialized classes with a broad range of general education coursework to become leaders within their organizations, and we are incredibly proud of this distinction among our students.

If you are already on the path to your degree—an AA in Business Administration, or a BS in International Trade Management (with an Export Compliance, Supply Chain or Management emphasis)—your resolution may be to be more strategic in how you enroll in courses, or find new ways to “sell”

your program to your employer. The first step is to talk to your enrollment advisor or counselor about your goals within the program. They can help you select electives or general education courses that meet your personal or professional interests as well program requirements. For example, many Export Compliance emphasis students take additional courses in preparation for the ITAR certification, or balance their knowledge with importing-specializations as their electives.

While there is a recommended progression of courses within the degree programs, being strategic about your enrollments may change your personal plan. For example, perhaps taking BUS-401 Global Culture earlier

Planning - Continued on page 14

President - Continued from page 4

the items that are controlled in this Category.

The items subject to control in the revised Category account for only about 26 percent of what the Department of State licensed for Category VII last year. We expect approximately 74 percent of the items formerly controlled under this Category on the USML will, once Congressional notification obligations are satisfied, be transferred to the jurisdiction of the Export Administration Regulations. The new Category more precisely focuses on those key items and technologies that should be controlled because they provide, at least, a significant military or intelligence advantage. Once public comments have been received and the Administration completes its final version of a revised Category VII, the Department of State will begin the notification process in cooperation with the Congress to transfer items to the jurisdiction of the Export Administration Regulations. At that point, the agencies will begin a process to determine which of those items should remain on the EAR's Commerce Control List (CCL) and which do not need to be listed on the CCL. At the end of this process, we anticipate that a significant percentage of the items that are transferred off of the USML would be permitted to be exported without a license. Second, the Department of State published a companion notice that provides details on the U.S. Government's methodology for generating the revised, positive Category VII as a model for other categories. The notice also solicits public input for virtually all the remaining categories on the USML (excluding the categories for classified de-

fense articles and for miscellaneous articles), requesting input on:

1. Describing currently controlled defense articles in a "positive manner;"
2. Recommending each defense article's proposed tier of control; and
3. Identifying any current defense article that does not meet any of the tiered control criteria, with an explanation of the analysis that resulted in that conclusion.

These inputs will be reviewed by the interagency technical working groups as the U.S. Government continues its work in revising the control lists. The Administration has an aggressive schedule to complete its rewrite of the entire USML in 2011.

Third, the Department of Commerce published a similar notice requesting public input on entries on the Commerce Control List as well as requesting foreign availability information on a wide range of controlled items outside a proposed set of countries who are allies and multilateral regime partners.

Fourth, the Department of Commerce published a proposed regulation that offers an initial set of new licensing policies. The proposed regulation would create a new license exception that would allow exports of controlled items (consistent with statutory and treaty requirements) to countries that are members of all four multilateral export control regimes or other regime members that also are members of NATO. It would also allow exports of items controlled on the Wassenaar Arrangement's Basic List to countries that are members of or adherents to all four multilateral export control regimes, members of NATO, or for civil end-uses in destinations that have not historically represented a significant di-

version or proliferation risk for U.S.-origin items. The proposed exception would impose new requirements to provide safeguards against possible unauthorized re-exports, including notification, destination control statement and consignee statement requirements.

Export Control Reform Initiative On-Line

For the first time, exporters can download a single electronic list of the literally thousands of names maintained across the U.S. Government for whom there is an export control restriction or special requirement. This will provide significant time-saving and compliance benefits, particularly to small businesses.

To read the President's full address go to:

http://www.bis.doc.gov/news/2010/obama_implementation_ecr.htm

PPG - Continued from page 4

PPG Paints Trading entered the guilty plea this morning and was sentenced this afternoon in accordance with the terms of the plea agreement.

Under the terms of the related civil settlements, PPG Industries and PPG Paints Trading agreed to pay civil penalties of \$750,000 and \$1 million respectively. To ensure that the companies going forward maintain a commitment to U.S. export controls compliance, the Bureau of Industry and Security also required an audit of 2011 and 2012 export transactions of PPG and its relevant business units in the United States and China, including transactions related to restricted end users on the agency's Entity List and nuclear end uses and end users.

Source: <http://www.bis.doc.gov/news/2010/dj12212010.htm>



Career Education Planning

Need help determining which certification or degree is right for you and your career? Our friendly Advisors are ready to help you navigate through your questions and to help you put together a plan that meets yours needs.

Email: info@expandglobal.com

Call Today (800) 474-8013



Country Profile
Kingdom of Morocco

The Kingdom of Morocco is a country located in North Africa which is less formally known as simply Morocco. It is a de jure constitutional monarchy with an elected parliament. The King of Morocco holds vast executive powers, including dissolving parliament at will. It has a population of nearly 33 million and an area of 710,850 km², and also primarily administers the disputed region of the Western Sahara. Its northern coast and interior are mountainous with large areas of bordering plateaus, inter-mountain valleys, and rich coastal plains. Morocco has a rich indigenous culture and civilization, and its cuisine has long been considered to be one of the most diverse in the world. The population is probably 40% to 55% Berber, partly mixed with ethnic Arabs.

Economic policies pursued since 2003 by King Mohammed VI have brought macroeconomic stability to the country with generally low inflation, improved financial sector performance, and steady progress in devel-

oping the services and industrial sectors. The National Initiative for Human Development (INDH), a \$2 billion initiative launched by the King in 2005, has improved social welfare through a successful rural electrification program, an overhaul of the tourism and agriculture sectors, and the gradual replacement of urban slums with decent housing. Despite the INDH's success, Morocco continues to grapple with a high illiteracy rate, a low education enrollment rate, and a high urban youth unemployment rate of around 30%. Moroccan exports have dropped sharply since mid-2008 as a result of the decline in global phosphates prices—the bulk of Moroccan exports by value—and the global economic slowdown. The recession in Europe—Morocco's main export market—also prompted a decline in the flow of foreign tourists and remittances, two primary sources of foreign currency. A record agricultural harvest,

strong government spending, and domestic consumption, however, combined to offset losses from weak exports and helped GDP grow by 5.1% in 2009. Despite structural adjustment programs supported by the IMF, the World Bank, and the Paris Club, the dirham is only fully convertible for selected transactions. In 2006, Morocco entered a Free Trade Agreement (FTA)

Morocco at a Glance

GDP – Official Exchange Rate: \$91.37 billion (2009 est.)
 GDP – Real Growth Rate: 4.9% (2009 est.)
 GDP – Per Capita (PPP): \$4,600 (2009 est.)
 Inflation Rate – Consumer Prices: 1% (2009 est.)
 Labor Force: 11.33 million (2009 est.)
 Unemployment: 9.1% (2009 est.)
 Population: 31,627,428 (July 2010 est.)
 Exports: \$13.92 billion (2009 est.)
 Exports – Commodities: clothing and textiles, electric components, inorganic chemicals, transistors, crude minerals, fertilizers (including phosphates), petroleum products, citrus fruits, vegetables, fish
 Exports - Markets: Spain 22.02%, France 20.22%, India 4.91%, Italy 4% (2009)
 Imports: \$30.55 billion (2009 est.)
 Import - Commodities: crude petroleum, textile fabric, telecommunications equipment, wheat, gas and electricity, transistors, plastics
 Import - Markets: France 16.95%, Spain 14.72%, China 7.1%, Italy 6.76%, Germany 6.28%, US 5.66%, Saudi Arabia 5.11% (2009)
 Foreign Exchange Rate: Moroccan dirhams (MAD) per US dollar - 8.064 (2009)
 Internet Users: 13.213 million (2009)
 Internet Hosts: 277,793 (2010)

Source: CIA World Fact Book



with the US, and in 2008 entered into an advanced status in its 2000 Association Agreement with the EU. Morocco's primary economic challenge is to accelerate and sustain growth in order to reduce high levels of unemployment and underemployment. Long-term challenges include improving education and job prospects for Morocco's youth, closing the income gap between the rich and the poor, confronting corruption, and expanding and diversifying exports beyond phosphates and low-value added products.

Asia - Continued from page 1

fect the emerging economies the most. According to studies from the International Monetary Fund (IMF), total trade (imports and exports) relative to GDP in emerging economies is greater than in developed economies. This means that protectionist measures would do greater harm to emerging economies.

Nonetheless, the dramatic increase in global trade during the past 30 years has been very beneficial for all economies and companies across the world. The IMF has calculated that global trade in 1980 represented about 40 percent of global GDP in nominal terms. Today that number is 60 percent. As a result, corporate net profit margins have risen to close to 7 percent from around 3 to 4 percent.

One cannot overstate the positive effect that global trade has had on businesses and stocks. A reversal of this trend would damage both corporate profit margins and the performance of the stock market.

However, [experts] believe a true trade war is unlikely next year. Monetary authorities and policymakers have demonstrated an understanding of the importance of global trade to the health of the economic system. While there's no guarantee that misguided populism and short-term political gains could rock the boat, authorities won't make any aggressive moves. A trade war is just too risky at this juncture.

The argument that Asian markets are overvalued, specifically in China and India, is also unsubstantiated by facts.

It's true that Asian markets have performed strongly over the past years and valuations have risen. But the Asia ex-Japan region currently trades at 2.2 times book value, which is only marginally higher than the long-term average of 1.8. It's also significantly lower than the price-to-book ratio of 3 that was recorded during the Asian bubbles of 1987, 1995 and 2008. The region's price-to-earnings ratio of about 16 doesn't strike me as alarming as it is sitting right at the long-term average.

This report is not trying to discredit legitimate concerns regarding rising asset bubbles in Asia. But if market participants were fully invested in the region, valuations would be much higher. Asian markets are still not overvalued. While this doesn't discount the possibility that Asian markets will correct due to external factors or unpredictable events, high valuations won't be the culprit.

As the reporter wrote this article in the www.SilkRoadInvestor.com, he stated that a "buy everything" approach to investing in Asia will no longer carry the day. Investors in 2011 will have to be very selective when it comes to picking markets and sectors in Asia that offer the best risk-reward tradeoff.

Consider adding some direct exposure to Asia if you have the goal of outperforming the market in 2011.

Source: InvestingDaily <http://www.investingdaily.com/ems/18088/asia-investing-in-2011-risks-and-rewards-.html>

Italy Econ- Continued from page 1

markets it can handle its large debt burden in years ahead and avoid being drawn into Europe's debt crisis.

"I remember times when we had six months of orders. Now we have six days," Gianfranco Albertini, owner of the Vetrerie La Fenice, said grimly.

In 2007, there were 1,200 glassblowers working on the Venetian island of Murano, according to the Promovetro consortium. Today, there are just 850, 30 percent fewer. And many of those are working limited hours.

A study by the industry group CNA showed bankruptcies in artisan firms are up 18 percent this year over 2009. The stagnation is emblematic of threats to Italy's economy.

Growth overall has stalled over the last decade to an average of 1.6 percent annual growth, not enough to eliminate questions about the country's ability to stay out of the turmoil that led to bailouts for Greece and Ireland. In decades past, Italy could let the lira fall to gain competitive export advantage — but no more, now that it is in the euro.

And Premier Silvio Berlusconi's battle for his political survival — his razor-thin victory in a vote of confidence this week foreshadows further turmoil ahead — distracts from the need for longer-term reforms and policies that will relaunch the economy — much less the historic Murano glassblowing trade.

Murano's expert glassblowers are purveyors of a thousand-year old tradition, artisans of the highest order. The vibrant patterns, sensual colors of the island's glass are unique in the world. And a good part of it — from the spectacular glass chandeliers, gold-embossed glass fittings and bejeweled mirrors — grace luxurious hotels, yachts and palaces the world over.

By the logic that promotes high-quality craftsmanship as a way to

Italy Econ- Continued on page 12

IIEI Cert - Continued from page 3

valuable contributions. Diana Larowe, MIM, who for years volunteered full-time without pay as our Director of International Relations deserves a special vote of thanks as do Barbara Baderman, Ph.D. and Richard Oxford, MBA, who also believed enough to volunteer their time and energies early on to make this certification program a reality. Without believers like these IIEI Certification may have started but it would not have succeeded.

We cannot recount the history of IIEI Certification without expressing our gratitude to countless others who notably contributed along the way. Their leaving does not diminish their contributions. Here is a sampling. Some spent years strongly voicing their opinions to make the standards meaningful. Others helped quietly in ways they thought minor but in truth were of great importance in making the “One World, One Standard” program meaningful in the details. We’ve had avid supporters pass away before the program gained its current widespread acceptance and saw others pick up the torch and carry on. We’ve have major contributors tirelessly assist for years and then leave suddenly when the organization would not change to meet their aims. One group of regulatory compliance volunteers, whom have since moved on, helped immensely ensure that compliance certification training materials, knowledge requirements and testing materials not only met the letter of the law, but also the spirit and intent. We would not be who we are today had these various individuals worldwide not shared their ideas and energies. Our history review would be incomplete if we failed to offer our gratitude to the first people (such as Lisa Xinos) who believed enough in our program to sit for the various certifications. Perhaps they contributed the most of all. Thanks to all of these individuals and the countless others too numerous to mention here who have given so much to make IIEI Certification meaningful and relevant.

Those not fully familiar with the history of IIEI Certification might be surprised by how Dunlap-Stone University (DSU) and its international business school, International Import-Export Institute, came to be associated with IIEI Certification. Today, sometimes people confuse the certification standards setting and assessment processes of IIEI Certification with the separate education and training curriculum offered by DSU and its business school to training organizations throughout the world. Without familiarity they confusingly see them as one and the same and therefore attempt to label the certification program that IIEI Certification offers as a “self-certifying” process, meaning that it is the training provider and it tests its own students. IIEI Certification does not perform training.

Self-certifying would imply that there is no external validation of the process, no standards or recognition and no separation between those who perform the training and those who administer the testing as is required to be a true certification granting organization. Self-certification could reflect the biases of strong personalities, politics or self-serving agendas and questionable standards. The documented history of IIEI Certification debunks this claim, as do the many hundreds of volunteers, educational institutions and training partners that have taken part and still contribute in the process, and the thousands of individuals who have experienced the value of certification after receiving exam preparation training from autonomous training organizations worldwide.

Fifteen years ago, when IIEI incorporated, its stated purpose was to fill the need as the certification standard body to the international trade industry. Since its founding, it has offered independent training organizations its third-party certification examinations focusing on general and specific international trade topics. Expert volunteers worldwide gave their recommendations as to the knowledge requirements for each of

the certifications and the certification examinations were then developed using standard assessment processes and best practices. As individuals first began to take IIEI Certification’s standardized exams testing their industry knowledge, it became obvious that few possessed the minimum trade expertise required to meet the experts’ stated standards. Rather than revising the standards downward or lessening the knowledge requirements identified by the industry expert volunteers, IIEI recognized another option—to develop meaningful, quality training tools to educate industry professionals to meet the standards and pass the certification examinations.

For that reason, a separate division was formed in 1997 to provide training materials to organizations (schools and training providers worldwide) that would prepare test-takers for the IIEI Certification examinations and would proctor the tests. (A government supported archive of the IIEI website from 1998 [the earliest record they possess] shows some of these organizations.

<http://web.archive.org/web/19981206031204/www.intlimport-export.com/Institutions.html>)

The training arm of IIEI that provided materials to test preparation organizations would later evolve into Dunlap-Stone University (DSU). DSU has a separate and distinct mission and business model as a postsecondary education provider, involving itself not with the standards creation, but in how to most

IIEI Cert - Continued on page 11

**FREE electronic
subscription to**

GlobalWatch®

If you're not a subscriber,
go to iiei.dunlap-stone.edu
and sign up now!

IIEI Cert - Continued from page 10

effectively teach and educate students on a broad range of topics. In 2003 this division became an accredited, degree-granting online university.

While the roots of both the knowledge provider and certifying branches can be found in the founding mission of the organization, the original certifying authority organization, IIEI Certification, has always been separate. Its mandate has remained unchanged since 1995. (See 1998 government web archive.):

<http://web.archive.org/web/19981207053423/http://www.intlimport-export.com/>

Each year increasing numbers of training organizations and governments worldwide accept IIEI Certification for its important role as the certifying authority for international trade. This acceptance is based on a proven, unbiased, and transparent approach to managing industry standards. Some certification organizations managed by membership in other industries stagnate due to infighting or loss of direction to become self-serving. IIEI Certification is carefully organized to avoid the perils of industry agendas, self-serving groups or strong personalities driving their own personal views about industry standards for personal gain or power.

To meet shifting needs over the last decade and a half, our certification's name has changed several times from its original IIEI Certification to the Certification Board of Governors, to IIEI Certification Advisors and finally back to its original name—IIEI Certification, which it remains today. But its purpose and what it stands for has never changed.

In January 2008, the education and training organization broadened its mission and changed its name to Dunlap-Stone University to better serve students worldwide seeking courses and degree programs that may fall outside the scope of inter-

national trade. At that time, the International Import-Export Institute became the international trade business school beneath the umbrella of Dunlap-Stone University. IIEI Certification remained a separate division of the corporation and remains true to its original mission and purpose to this day. It is recognized in over 140 nations for its success in meeting the needs of industry. It does this by accurately assessing how well individuals meet published professional trade standards. Each year, colleges, universities and training organizations across America and throughout the world prepare many hundreds of students to sit for an IIEI Certification.

Dunlap-Stone University's (DSU) International Import-Export Institute is just one of IIEI Certification's many approved training providers around the globe. The number of individuals it trains for IIEI Certification annually is a tiny fraction of those trained elsewhere. As a division of the larger corporation, IIEI Certification gains stability and is able to work with subject matter experts within DSU and many other universities and sources worldwide to garner the up-to-date information it uses to develop industry standards. Yet, in other ways, IIEI Certification is completely independent of these schools as it performs its critical role of providing industry with impartial, third-party assessment standards and testing. Students receiving their IIEI Certification exam preparation training from schools and training centers worldwide tend to do equally well as compared to schools in the U.S. (if their English language skills are equal.)

Since its founding in 1995, IIEI Certification has required individuals to complete on-going approved training to support their certification, or retake and pass the examination. This training can be completed worldwide via online or on-ground courses from a global network of approved providers, by attending industry training seminars or completing in-house verifiable relevant training, in addition to

other verifiable and relevant means. The Continuing Education Units earned in this manner are recognized in accordance with published standards as to their relevance and duration.

As is the case with all certifications across all industries, the real validity of any certification is determined only by those it serves. If the certification is valued and accepted by companies and individuals within the industry, it will prosper and grow. If not it will fade away. IIEI Certification without question continues to meet the needs of industry as it continues to see huge growth each year as more companies make its certifications a requirement of employment. Its continued acceptance is based on its sustained value to industry.

It is important that IIEI Certification remain independent and separate from those that work in the industry it serves or that train others for its exams. If IIEI Certification was comprised of and managed by individuals working within the industry served (or having close ties and reliance to those in industry), such as those in positions of regulatory compliance importance in corporations or in consultancy, its members could have a vested interest in the outcomes of the tests. This might cause one company's employees to be favored in granting certification over another. With many companies now requiring their employees to be certified (as proof of their due-diligence) this possible abuse could negatively impact commerce and lives. Instead, at IIEI Certification, impartial educators outside the industry survey and consult with experts to develop IIEI Certifications, resulting in the unbiased and fair determination of standards and impartial awarding of certifications. Thus, the 'fox' is not guarding the hen house, as the saying goes. IIEI Certification's impartial establishment and administration manages the stan-

IIEI Cert - Continued from page 11

dards without benefiting from or being affected by what the standards themselves may be. This is the way all certification bodies should be organized. Our independence is the cornerstone of our program's success. Industry politics, cronyism, hidden agendas and personal prejudices do not enter into the IIEI Certification process.

The trade industry worldwide has made IIEI Certification the accepted independent certification authority because of its long history of providing fairly administered, impartial, unbiased certification examinations. Appropriate exams whose knowledge requirements are based on open discussion and consensus of experts from every relevant stakeholder group is what we do and how we serve our industry. Thousands of people attend training at autonomous training centers throughout the world each year in preparation for an IIEI Certification examination. The growing numbers of companies that require their employees to earn an IIEI Certification are a testament to industry's appreciation for the service we perform.

In summation, from its very beginning IIEI Certification has always represented industry; it is and will always be the independent professional certification standards authority NGO (non-government organization) that seeks to fairly, accurately and impartially validate the proficiency of those serving in the international trade industry worldwide. Thank you for your belief and support in us.

Dr. Donald N. Burton
Founder



Italy Econ- Continued from page 9

create growth and exports, the Murano glass industry should be thriving as high-end luxury sales take off again.

Its downfall hasn't been only cheap Chinese knockoffs that pass for Murano glass in markets around the world, and sometimes even in Venice itself, to the dismay of the glassmakers. But more insidiously, it has been hurt by a lack of innovation in the sector.

Looking ahead, it is innovation that will be key to improving growth and productivity to help Italy out of its mire, economists say.

"The country has stagnated for at least the last 10 years. We have an enormous public debt with no room for maneuvering in the budget. We have low productivity, and growth probably the lowest in Europe," said Marco Annunziata, the London-based chief economic analyst at Unicredit. "And because of the global competition, the system is only going to get worse. We can't waste time."

The ratio of debt to annual economic output is around 118 percent, and is expected to peak at 120 percent in 2012, a heavy load especially compared to the 60 percent ceiling under EU rules. That enormous public debt, which largely funds retirement for Italy's aging population, leaves little room for budget maneuvering. Facing renewed austerity, everyone from university students to opera house workers and elementary school teachers are publicly protesting cuts in the faint hope they will win concessions when the government makes a budget adjustment later this month.

Still, Italy has escaped the debt crisis that has forced bailouts of Greece and Ireland, even if it has seen its borrowing costs raised, along with Spain and Portugal.

Analysts say its greater resilience is due to the low level of private debt, relatively sound banking system, a subdued deficit compared to other countries.

Italy won't return to vigorous growth — the best vaccine against the contagion threat — without modernizing its labor system to give employers more flexibility to confront shifting competitive patterns, Annunziata said. But unions have resisted work rule changes that might help Italy become more competitive and save jobs — and allow workers to move from where they are less productive to more productive.

Now 74, Vetrerie La Fenice owner Albertini started working in the furnaces' melting glare at 10 1/2 and recalls the days when 6,000 plied a trade that holds little interest for young people today, who prefer less physically taxing and more economically secure jobs.

At its cavernous brick workshop, the youngest glassblower has 30 years of experience and they work in much the same way as their forebears hundreds of years ago.

Once the angel's robe and head are shaped, they pull molten glass into wings, two craftsmen each tugging them from opposite ends. Then they tap a molten ball into a halo, and fix it to the figurine. Each angel is laid gingerly in a tempering oven to prevent it cooling too quickly, and shattering.

Davide Camuccio, secretary of the FILCTEM-CGIL union representing the craftsmen, said the island's tradition of focusing their competition on their neighbors, instead of abroad, has kept the industry "fossilized" in old ways.

Camuccio said he has urged the companies, most of which are small and family-run, to work together to seek clients in new markets, instead of waiting for buyers to come to Murano with big orders as in the past, and create economies of scale by sharing warehouses, ovens, and buying primary materials together.

"They tell me they don't want the furnace next to theirs to know how much minerals they use," Camuccio said.



Dunlap-Stone University

Honor - Distinction - Excellence

Nominations Open for "Faculty Member of the Year"

Nominate your favorite instructor for "Faculty Member of the Year" award by Feb. 15th. Send your nominations to Caulyne Barron at:

Email: cbarron@dunlap-stone.edu
(remove spaces to use)

Accepting Suggestions

We are still accepting suggestions for new courses and programs. If you have ideas you would like us to consider, please submit them to Caulyne Barron, VP Online Programs

Email: cbarron@dunlap-stone.edu
(remove spaces to use)

DSU New Graduates

Dunlap-Stone University and the International Import-Export Institute are proud to announce the recent graduates completing their Bachelor of Science in International Trade Management with the emphasis noted.

Heidi Sankey - Summa Cum Laude
Emphasis: Trade Compliance & Global Supply Chain Mgmt

Kristen Kopp - Cum Laude
Emphasis: Global Supply Chain Mgmt

The university's administrative staff, faculty and your fellow classmates salute you. Congratulations!

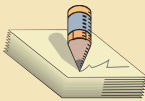
Brief Notes

Our entering class of new degree students are in their late 20s but mostly in their 30s, 40s, and 50s. We welcome you and the experience you bring to the classroom.

Staff Changes

Recently, we had a going away party for Brad Chatfield, who took a promising position in industry using the certifications he earned here. We wish him well.

We welcome Wini Hunt who has many years experience. She is our newest member of the Enrollment Advisor team.



Dunlap-Stone University Student Honor Roll

Honor - Distinction - Excellence

The students shown here have demonstrated outstanding "A" performance for two or more consecutive semesters.

Rebecca Allan – WI
Dana Alvares - OR
Linda Avila - CA
Cynthia Barron – CT
Debra Bechtel - MI
Daniel Bejarano - TX
Heather Beresford - TX
Vanessa Chandler – OH
Dan Chevalier - IL
Carla Cook - MO
Jason Cress – IL
Thomas Durand - NH
Deborah Eastwood - AZ
Kate Fraser – MI
Dashne Gafoor - MI
Eva Galfi – Australia
Claudia Green - TX

Tamara Hemingway - MI
Ashley Jacobson - PA
Alisa Killian – AZ
Candice Knuteson - WI
Tina Luther - CA
Rhonda March - VA
Christian McCall - VA
Stuart McLanahan - TX
Danielle Mulka - MI
Diane Nally - FL
Andrew Olearnick - CT
Christine Padron – FL
Janet Perkins - NV
Steven Petr - WI
Robyne Roberts – FL
Amy Roche - WI
Ann Romero – TX

Gisela Schaefer - IL
Dino Scott - VA
Markus Sorrells - MD
Tamara Sprinkle - CA
Shelley Staggs - TX
Heather Steckel – AL
Cynthia Teed - CA
Denise Van Amstel - TN
Daniel Weinstein - TX
Stephanie Wood - TX

***Congratulations
to Everyone!
Well done!***



Become a CIP

The Recognized and Accepted Highest Industry Standard of proficiency for those charged with administration of the International Traffic in Arms Regulations. It is rapidly becoming a requirement for employment.

To discover how you can become an elite, in-demand ITAR Professional, call an Advisor TODAY.

(800) 474-8013

Experienced ITAR Professionals are in high demand throughout industry

Planning - Continued from page 6

in your course of study can help prepare for an international sales pitch, or taking MGT-135 Leadership Fundamentals can fulfill a company mandate for more management training to attain a promotion. While the end result is a diploma, it is critical to identify the smaller goals that you have to reach graduation.

As you talk with your advisor or counselor, start to think about how each course makes you not only more knowledgeable, but also an asset to your employer. Our resolution for 2011 is to continue to bring you professionally significant degree programs, but also to focus on your individual goals and needs. What knowledge or skills distinguish you from your peers? How can we help you build those skills as you make progress toward graduation? These are the things we would love to hear from you in 2011 as we help you make them a reality.

Call for Papers

The **Journal of Practical Global Business**[®], a peer-review journal sponsored by the International Import-Export Institute (IIEI), invites you to submit papers for consideration in the Spring of 2011 issue. The submission deadline for this edition is January 31st, 2011.

The Journal publishes articles which deal with all aspects of global business and global business education. Our intent is to serve as a forum for the expression of current thought, technique, theory, ideas, issues, trends, and innovations in the field. We welcome articles that offer a practical approach on all aspects of global business and global business education, something we feel your organization understands and continuously explores. We would feel honored for any student or faculty submission from a school of your caliber to be submitted for review.

Any interested parties may contact IIEI Press Staff at the contact information provided. We hope to hear from you soon, as the deadline for the upcoming press date is fast approaching!

Contact: Tyra Andrews

Subject line: Journal of Practical Global Business

andrews@dunlap-stone.edu

Is a Career in International Trade in Your Future?

Thinking about preparing for an industry certification exam to help your career? For many, the first step is mastering terminology and processes discussed in TRD-201: Exporting/Importing Environment. The next six-week online course begins March 10, 2011. Call an Enrollment Advisor today to enroll and build a foundation toward certification. Call (800) 474-8013.

Class Start Dates

January 2011

BUS 102 Introduction to Business
 BUS 111 Customer Service Basics
 BUS 113 Topics in Contemporary Business
 BUS 303 International Business Ethics
 BUS 403 International Marketing
 FAE 230 Business Accounting
 HAS 105 Writing Across the Curriculum
 SCM 125 Port Authority
 SCM 202 21st Century Logistics
 SCM 376 Purchasing in Global Marketplace
 STM 385 Information Systems
 TRD 141 Incoterms 2010
 TRD 201 Exporting/Importing Environment
 TRD 299 Agreements Under the ITAR
 TRD 307 Understanding the EAR
 TRD 320 Ethics in Trade Compliance
 HAS 260 Terrorism in the 21st Century
 TRD 306 Understanding the ITAR
 TRD 311 Documentation Export Compliance
 TRD 304 US Custom Broker Exam Prep
 BUS 404 Researching the Global Village

February 2011

TRD 307 Understanding the EAR
 TRD 350 Export Controls for the P.R.C.
 TRD 304 US Customs Broker Exam Prep
 TRD 308 Mastering ITAR Exemptions
 BUS 118 Introduction to Business Writing
 BUS 401 Global Culture
 FAE 263 Principles of Microeconomics
 FAE 302 Global Finance Methods
 MGT 135 Introduction to Leadership
 MGT 335 Modern Management Principles
 MGT 402 Global Strategic Management
 MGT 445 Competitive H.R. Management
 SCM 379 Warehousing: Principles & Practices
 TRD 129 Introduction to Importing
 TRD 143 Introduction to CTPAT
 TRD 225 Documentation Global Village
 TRD 306 Understanding the ITAR
 TRD 330 Export Compliance Audits
 HAS 132 Introduction to Psychology
 HAS 240 Shakespeare I
 TRD 320 Ethics in Trade Compliance

March 2011

TRD 307 Understanding the EAR
 TRD 311 Documentation Export Compliance
 TRD 315 Deemed Exports
 BUS 405 Global Business Plan
 TRD 306 Understanding the ITAR
 TRD 319 Writing Disclosures
 BUS 403 International Marketing
 FAE 230 Business Accounting
 FAE 450 International Economics
 HAS 103 Critical Thinking and Analysis
 MGT 345 Organizational Behavior
 SCM 127 FFP Freight Forwarder Practices
 SCM 412 Supply Chain Strategies
 STM 160 Statistics in Business
 TRD 140 Importing Duties and Regulations
 TRD 299 Agreements Under the ITAR
 TRD 311 Documentation Export Compliance
 TRD 365 Ethics in Import Compliance
 BUS 440 Legal Environment of Business
 TRD 210 Exporting/Importing Environment

Course starting dates are subject to change. Contact an Advisor to confirm availability.



IIIEI Certification
The Global Trade Standard



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

Certified U.S. Export Compliance Officer®

- | | |
|-------------------------|-------------------------|
| Dave Baptiste - FL | Terrance Mason - VA |
| Daniel Bejarano - TX | Katrina Michaelis - ID |
| Michael Bundy - CO | Georges Sarkis - CA |
| Suzanne Coleman - AZ | Heather Steckel - AL |
| Teresha Groseclose - VA | Kristen Van Malden - TX |
| Kristie Hannum - MO | Glenn Wischnewsky - TX |
| Andrew Harris - TX | |

Certified ITAR Professional®

- Philip Zerbe - AZ

Certified U.S. Import Compliance Officer®

- Stuart McLanahan - TX

Certified International Trade Logistics Specialist®

- Ken Iwata - Japan
- Dongjoo Shin - Japan
- Katsunobu Takahashi - Japan
- Yuri Watanabe - Japan

Certified International Trade Documentation Specialist®

- Charlton Winston - FL

IIIEI Certification's Approved Providers

The International Import-Export Institute is pleased with the addition of so many outstanding organizations to IIEI Certification's *Approved Provider Program* in 2010.

As new Approved Providers (APs), our new partners join more than 1500 existing authorized APs worldwide who prepare individuals for the various IIEI Certifications. Congratulations to our new partners in 2010.

With the addition of the new Compliance Approved Providers coming aboard in early 2011, everyone wanting to get assistance preparing for any of IIEI Certification's various certifications should be able to get training near where they work or live.

Any eligible organization worldwide wanting to become an IIEI Certification Approved Provider should contact Kelly Waterhouse Call (877) 299-7637 or outside the U.S. 1+602-792-1321.

Email: kwaterhouse@expandglobal.com

Eurostat: Romania is fourth in EXPORTS in the EU

Romania is fourth in the European Union according to the growth of exports in the first nine months, of 26% as the indicator dropped in only one community state, and the tenth position function of imports advance, according to the Eurostat data. As value, Romania's exports intra and extracommunity increased from 21.2 billion euro in January – September 2009 to 26.8 billion euro over the first nine months of this year.

Out of the EU states, the highest increase of exports was recorded by Bulgaria (33%), followed by Latvia (29%). The next place was covered by Lithuania and Estonia (8%). In Hungary, the indicator advanced by 21%. In Germany, the biggest European economy, the economy went up by 19%. The only country where exports ropped is Luxembourg (4%).

Romania's imports dropped from 28.4 billion euro over the first nine months of 2009 to 33.8 billion euro during the same

period of this year. The first positions in the EU, depending on import advance are covered by Sweden (0%), Lithuania (29%), the Czech Republic and Slovakia (24%). Similar growth with Romania's was found in Hungary and Germany. In Bulgaria, imports went up by 9%. Between January and September, imports dropped only in Ireland (1%) and Greece (12%)

The most important commercial partners of the Union were the US for exports (177.8 billion euro, up by 17% against the first nine months of 2009) and China, for imports (204.5 billion euro, up by 30%).

The Eurostat data regarding the evolution of imports and exports of the community states are not adjusted for seasons.

Source: www.actmedia.eu

Call Today to Learn how you can earn your Industry Certification.

(800) 474-8013

Outside U.S.+602-648-5750

The Global Standard

IIIEI Certification is the Global Benchmark Standard

Disclaimer: IIEI Certification credential testing is separate from Dunlap-Stone University and the International Import-Export Institute. Distance Education and Training Council (DETC) accreditation does not cover such certification. All courses offered by DSU/IIIEI that help prepare individuals for IIEI Certification testing are accredited by DETC.



The International Import-Export Institute

at Dunlap-Stone University

11225 North 28th Drive, Suite B-201

Phoenix, Arizona USA 85029

Phone: (800) 474-8013 Outside U.S. (602) 648-5750

Fax: (602) 648-5755

Email: info@dunlap-stone.edu

Visit us Online at: <http://iei.dunlap-stone.edu>

Sign up for your FREE email subscription to GlobalWatch® today!



Dunlap-Stone University's International Import-Export Institute

The Premiere Online Accredited Trade University



Bachelor of Science in International Trade Management Program

Choose one of these Emphasis Areas

Global Supply Chain Management
Trade Compliance Management
Management

*New Semester
Starts Soon!*

Enroll today

Great careers don't just happen,
they are planned!



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

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