



# Global Watch<sup>®</sup>

THE NEWSLETTER OF THE INTERNATIONAL IMPORT-EXPORT INSTITUTE  
AT DUNLAP-STONE UNIVERSITY  
19820 NORTH 7TH STREET, SUITE 100, PHOENIX, ARIZONA USA 85024

MAY/JUNE 2013, VOLUME 12, ISSUE 9

## Asean Group Seeks Economic Action

*BBC World News*

**South East Asian leaders have called for greater coordinated regional action to help restore their damaged export-driven economies.**

The 10 countries in the Asean group endorsed measures to stimulate economic activity, ease access to credit, and stand firm against trade protectionism.

They also called for reform of the international financial system to take more account of developing countries.

Their regional grouping also aims to be an economic community by 2015.

The Association of South East Asian Nations' statement at the end of its recent Summit in Thailand included the goal of forming a community similar to the European Union.

However, the nations stressed that the EU was an inspiration and not a model.

It is clear from the limited progress that integration of the diverse countries is likely to take longer than six years, says BBC correspondent Jonathan Head in Bangkok.

Human rights were a particular issue for the grouping, which includes non-democratic countries Burma and Vietnam.

Asean also made much of its first charter of rules - but it has established no mechanism for enforcing them on its members, our correspondent adds.

*Asean - Continued on page 11*

## DSU Applauded for the Quality of Education and High Rates of Student Completion

DSU received excellent feedback from our recent accreditation visit by members of the Distance Education and Training Council (DETC) visitation team. Most notably, accreditation examiners highlighted the quality of our educational materials, quality of operations and practices, and the institutional commitment to research and self-improvement. The self-evaluation process is one that allows our organization to work with peers from other schools to thoroughly evaluate how well we meet the standards of accreditation.

Highlights from their report include:

Referring to DSU's assessment and improvement plan as "a model document" examiners noted that DSU is "commended on having a very good Institu-

tional Plan" that "will ensure continuous improvements in the programs, student achievement and satisfaction, and institutional growth." This plan dictates how we collect data to make sure that our programs meet both stringent academic standards and demonstrate how well students are learning the material. This is the core document to make sure our students have the best possible educational experience—and where we get the data to prove it.

"The institution is rightly proud of its high rates of program completion and of students who are on a satisfactory track toward graduation." That's right—with

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### Read about Preparing for your Future: Part 2

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### Country Profile: Thailand

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### Focus on Healthcare Competencies

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### Read about how Trade Compliance Courses are Updated

Page 14

### New DDTC Guidelines for Preparing Electronic Agreements

(Revision 4.0)

- ◆ *Technical Assistance Agreements*
- ◆ *Manufacturing License Agreements*
- ◆ *Warehouse and Distribution Agreements*

*Download The New Guidelines  
At [www.Pmddtc.State.Gov/  
Licensing/Documents/Agreement-lectronicguidelinesv4.Pdf](http://www.Pmddtc.State.Gov/Licensing/Documents/Agreement-lectronicguidelinesv4.Pdf)*

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**The International  
 Import-Export Institute**  
 AT DUNLAP-STONE UNIVERSITY  
 Phoenix, Arizona, USA

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**GlobalWatch®** is published bi-monthly  
 by the  
 International Import-Export Institute at  
 Dunlap-Stone University.

Publication policies are at:  
<http://iiei.dunlap-stone.edu/globalwatch-r-publishing-policies/>

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## Notes from the President

### Full Speed Ahead

by *Dr. Donald N. Burton*



Every five years Dunlap-Stone University goes through the rigorous re-accreditation process. We just had our five-year visit. The article on page 1 discusses some of the comments made by evaluators during the visit. Preparing for the visit started nearly eight months ago, I am very proud of our staff for the outstanding effort they made in their preparation for the visit.

The article on page 3, which is Part Two of “Preparing for your future” that began in the last issue of *GlobalWatch®*, should help some people organize their thoughts as they prepare for their career. It is a great exercise for everyone who is unsure of what they should be doing to pursue their dream career. I hope you enjoy it.

The DDTC column (page 5) lays out the details of Raytheon’s case settlement. It should be an eye opener to those that fail in their follow through on a consent agreement. It shows voluntary disclosures don’t mean much if the lesson is not learned.

As controlled trade increases, it is important that countries know each other’s trade regimens. In the In-Compliance column (page 6) our staff has listed the EU lists that classify goods. It also provides links you might find helpful.

Joe Zodl’s timely article (See article page 7) on the migration of items from the ITAR to EAR

should be interesting to many of you.

Everyone should attend the BIS Annual Update Conference in Washington DC July 23-25, 2013. It is one of the most important compliance events. See the ad on page 10.

On page 12 our staff discusses how the new Bachelor of Science degree in Health Care Administration was built using industry suggestions of needed core competencies as the building blocks for the new curriculum. It should serve graduates well as they enter healthcare careers.

Periodically, we get inquiries from people wanting to know how we do such a great job keeping all of our trade compliance related courses up to date. The article on page 14 explains the process and how a steady stream of information—regulation changes, policy decisions, rules—flood into our curriculum department every week and how important items are immediately imbedded in the proper courses. It is an interesting process that involves people all over the world contributing to the effort. If you have something to contribute, please forward it to: [info@dunlap-stone.edu](mailto:info@dunlap-stone.edu)

As you can see, once again there is something for everyone in this issue. Enjoy.

Thank you for your continued strong support. Be well.

## Preparing for your Future - Part Two

### - Mapping Your Future

Now that you have completed the analysis of your personal situation as described in the March/April issue of GlobalWatch®, the next step is to take a closer look at the job elements for your targeted dream career. Job elements are all the tasks, duties and other characteristics about a job. Another way to think of it is if you were in that career role right now, what would you do, where would you do it, how would you do it and what skills or abilities or personal attitudes would be required to do it well. Realize that there are many lists of jobs and their requirements related to international trade, global supply chain and logistics everywhere. You can choose to use items from a published list as a starting point and you can make your research as wide or as narrow as you like. For sanity sake, it is best to limit your effort to less than 20 job classifications.

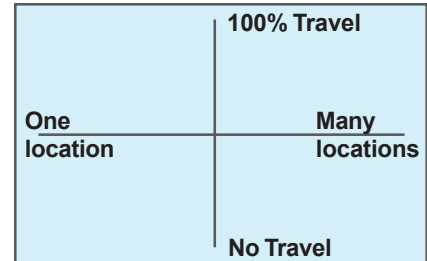
Career attributes in some ways are broader than individual job at-

tributes. A career may require less or more of an ability as you advance in your career. So there is much subjectivity to what you are doing in this step.

Make two sets of the maps included here.

Next, map your results on the following maps: Basically, put a dot or flag pin where you feel a job belongs on the map. Think of each line making up the quadrant as part of continuum. A flag pin closer to the center will be less of the descriptor and a pin toward the outer edge of the graph will have more. Pins could be scattered vertically or horizontally all across each map. You may end up with dozens of pins in each map.

On the first map, on the horizontal axis, label one end as the job requires “requires extreme attention to detail” and at the other “some detail”: On the vertical axis, label one end” as the job requires a “Single Task” (limited number of tasks) and the other “Variety” for variety or many tasks.



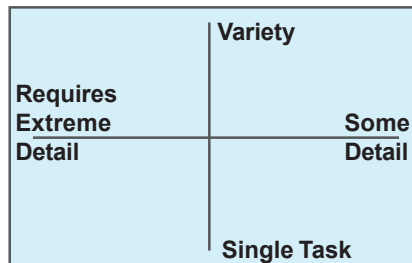
On the next map, do the same, labeling it as shown. Remember on all maps every line is a continuum from one end to the other. So two locations would be near the “one location” and the flag might end up being just below the midpoint of the map because it does require a little travel. The flag would be in the lower left quadrant.

“Low education” means high school diploma and at the other end of that continuum “Higher Education” means a graduate degree. On the line between the two extremes would be an Associates degree near the low end and a bachelor degree near the high end. Marks have been placed at those points.

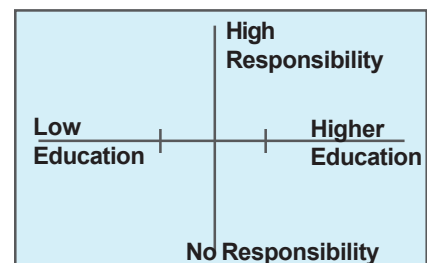


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Next, map how much travel is required and number of locations you would be required to visit for one job assignment. This does not include changing jobs as you progress in your career. That will be addressed later.



Next, follow the same procedure for the remaining maps. Remember, this is about the requirements to succeed in that career. Be as objective as you can.



## BIS Update

Bureau of Industry and Security

### Revisions to the Export Administration Regulations: Initial Implementation of Export Control Reform

**SUMMARY:** As part of the Export Control Reform (ECR) Initiative, the Bureau of Industry and Security (BIS), and the Directorate of Defense Trade Controls (DDTC), Department of State, have published multiple proposed amendments to the Export Administration Regulations (EAR) and the International Traffic in Arms Regulations (ITAR), respectively, to strengthen national security by fundamentally reforming the export control system. This final rule implements the initial ECR changes by adding a structure and related provisions to control munitions items that the President has determined no longer warrant export control on the U.S. Munitions List (USML) on the Commerce Control List (CCL), specifically aircraft, gas turbine engines, and related items. This rule is being published in conjunction with a Department of State rule that revises the USML so that upon the effective date of both rules, the USML and CCL and corresponding regulatory structures will be complementary. The revisions in this

Revisions - Continued on page 10

### Taiwanese Father and Son Arrested For Allegedly Violating US Laws To Prevent Proliferation Of Weapons Of Mass Destruction

**CHICAGO** — A resident of Taiwan who the U.S. government has linked to the supply of weapons machinery to North Korea and his son, who resides in suburban Chicago, are facing federal charges here for allegedly conspiring to violate U.S. laws designed to thwart the proliferation of weapons of mass destruction, federal law enforcement officials announced. HSIEN TAI TSAI, also known as •Alex Tsai, • who is believed to reside in Taiwan, was arrested last Wednesday in Tallinn, Estonia, while his son, YUEH-HSUN Tsai, also known as •Gary Tsai, • who is from Taiwan and is a legal permanent resident in the U.S., was arrested the same day at his home in Glenview, Ill.

Both men were charged in Federal Court in Chicago with three identical offenses in separate complaints that were filed previously and unsealed following their arrests. Each was charged with one count of conspiring to defraud the United States in its enforcement of laws and regulations prohibiting the proliferation of weapons of mass

WMD- Continued on page 11

### BIS Announces \$2.8 Million Civil Settlement with Computerlinks

WASHINGTON —The U.S. Department of Commerce's Bureau of Industry and Security (BIS) today announced that Computerlinks FZCO, Dubai, United Arab Emirates, has agreed to pay a \$2.8 million civil penalty following allegations that it committed three violations of the Export Administration Regulations (EAR) related to the transfer to Syria of devices designed to monitor and control Internet traffic. In addition to the civil penalty, which is the statutory maximum, the company has agreed to submit to independent, third-party audits

BIS alleged that on three occasions in 2010 and 2011, Computerlinks FZCO engaged in transactions or took actions with the intent to evade the EAR in connection with the unlawful export and reexport to Syria of equipment and software obtained from Blue Coat Systems, Inc., of Sunnyvale, California ("Blue Coat"), designed for use in monitoring and controlling Internet traffic. The equipment and software are controlled due to national security and anti-terrorism reason, and as encryption items, and valued at approximately \$1.4 million.

Computerlinks FZCO was an authorized distributor in the Middle East for Blue Coat, distributing Blue Coat hardware and software

Syria- Continued on page 11



### Career Education Planning

Need help determining which certification training 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 training plan that meets yours needs.

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**DDTC** Update  
 Directorate of Defense Trade Controls

**Australia Defence Export Control Office Announces New Defence Export Control System**

**State Department Announces Raytheon Company Arms Export Control Enforcement Case Resolution**

Raytheon Company settled allegations that it violated the AECA and the ITAR by failing to properly manage Department-authorized Part 124 agreements and Part 123 temporary import and export authorizations.

The U.S. Department of State's Directorate of Defense Trade Controls (DDTC) has reached administrative agreement with Raytheon Company (Raytheon) following an extensive enforcement review to address over 125 hundred civil violations of the Arms Export Control Act (AECA) and the International Traffic in Arms Regulations (ITAR). According to the determination, Raytheon's numerous violations demonstrated a recurring, corporate-wide weakness in maintaining effective ITAR controls. The violations included inaccurate tracking, valuation and documentation of temporary exports and imports of controlled hardware, manufacture of such hardware by Raytheon's foreign partners in excess of the approved amounts, and failures to timely obtain and submit required documents.

Raytheon repeatedly self disclosed the violations when found to the Department. In many cases reporting that previously reported remedial measures failed to prevent or detect additional similar violations subsequently disclosed. Under the terms of a four year

Consent Agreement with the Department, Raytheon will pay a civil penalty of \$8 million. The State Department agreed to suspend \$4 million of this amount on the condition that the funds have or will be used for Department-approved pre- and post-Consent Agreement remedial compliance measures. In addition, an external Special Compliance Official will be engaged by Raytheon to oversee the Consent Agreement, which will also require the company to conduct two external audits of its compliance program during the Agreement term as well as implement additional compliance measures.

Terms: Raytheon will pay a civil penalty of \$8 million of which \$4 million will be suspended.

**Violations**  
 Violating IEEPA carries a maximum penalty of 20 years in prison and a \$1 million fine; money laundering carries a maximum of 20 years in prison and a \$500,000 fine; and conspiracy to defraud the United States carries a maximum of five years in prison and a \$250,000 fine.

The Australia Defence Export Control Office (DECO) is pleased to announce that as of 29 April 2013, the new Defence Export Control System is ready for use. As such, over the next six months DECO will be transitioning from the old forms and process to our new electronic system.

There are a number of benefits to applicants adopting the new system as soon as possible, these include:

- The modernisation of our paper-based forms into an electronic smart form that will assist applicants to provide the information we require to assess applications in a timely manner;
- No requirement to download, complete and scan or fax a paper-based form - the new smart

Australia - Continued on page 13



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# In Compliance....

## Germany's (and EU) Classification of Export List

### EU Product lists for the classification of goods

The Foreign Trade Law, 2011 - 2011 AußWG (Originally Foreign Trade Act 2011 - FTA 2011; Title amended by Federal Law Gazette I No. 112/2011), Federal Law Gazette I No. 26/2011, last amended by Federal Law Gazette I No. 37/2013 sets the requirements of EU law and order creates a balance between adequate control standards and a high user friendliness.

Control of trade in defense goods within the European Union:

These regulations implementing Directive 2009/43/EC of 30 are June 2012 entered into force.

In the transport within the European Union licensing requirements, however, are almost always associated with simplified procedures (general authorizations, global licenses) apply

“It is the responsibility of the respective product exporter, its service to classify themselves, ie to investigate with a view to its possible existence of a list and permit requirements.”

- **NEW since 06/15/2012:** Annex I of the pre-orders (EU) No 388/2012 amending Regulation (EC) Nr.428/2009 (“dual-use” goods list)
- Regulation (EC) No 1236/2005 as amended by the Council (“Anti-Torture Goods List”)

- **NEW:** § 1 of the First AußWV 2011 Federal Law Gazette II No. 343 as amended - (EU - Military List)

**The EU - Military List consists of 22 categories:**

- 01 handguns
- 02 guns with calibers larger 12.7 mm
- 03 ammunition
- 04 bombs, fuses, grenades
- 05 Fire control, Straighteners
- 06 land vehicles
- 07 toxic substances, irritants, associated equipment
- 08 Military Explosives
- 08a Other Explosives
- 09 warships
- 10 aircraft, parachutes
- 11 Electronic equipment
- 12 weapons systems with high kinetic energy
- 13 Special armor and protective equipment
- 14 Equipment for training and simulation
- 15 imaging equipment, cameras
- 16 Forgings
- 17 items, materials, libraries
- 18 equipment and production technology
- 19 beam weapons
- 20 Cryogenic Equipment
- 21 Software
- 22 Technology

**The dual-use goods list consists of 10 categories**

- 0 = Nuclear materials, facilities and equipment
- 1 = Materials, chemicals, micro-organisms and toxins
- 2 = Materials Processing
- 3 = General Electronics
- 4 = PC
- 5 = Telecommunications (part 1) and information security (Part 2)
- 6 = Sensors and Lasers
- 7 = avionics and navigation
- 8 = Marine and Shipbuilding
- 9 = propulsion systems, space vehicles and related equipment

**Each of these categories is further divided into subgroups AE**

- A = Systems, Equipment and Components
- B = Test, Inspection and Production Equipment
- C = substances and materials
- D = computer programs (software)
- E = Technology

**Source:** <http://translate.google.com/translate?hl=en&sl=de&u=http://www.bmwfg.gv.at/Aussenwirtschaft/aussenwirtschaftsrecht/Seiten/Au%25C3%259Fenwirtschaftsgesetz2011.aspx&prev=/search%3Fq%3DAu%25C3%259Fenwirtschaftsgesetz%26t%3Der%26den%3Dde%26rs%3DYR%26is%3Dcomyhoen-US:official&sa=X&ei=W8ReUeq-LObE2AXWo4Eg&ved=0CFsQ7gEwBQ>

**ITAR to EAR – Change is Imminent**  
by Joseph Zodl

Over the past few years, the administration has been working on the National Export Initiative (NIE) intended, in part, to enforce trade rules at the same time as removing trade barriers by making export compliance easier for the exporter (but not making it less effective).

A change being implemented is to move articles to the Export Administration Regulations on what will now be called “600 series” Export Commodity Classification Numbers (ECCNs). Information is now available to enable exporters to become familiar with the change before the effective date of October 15, 2013.

The explanation for the “600 series” is that the digit 6 will be positioned in the ECCN, such as in the sample 9A610. Previously, there were no classifications with “6” in this position. This will be for many of the articles currently found in 22 CFR 121.3 of the ITAR military aircraft and related commodities. By making these articles subject to the EAR, they also become eligible for the *de minimis* rule (except for embargoed destinations), which is within the scope of the EAR (15 CFR 734.4), but not the ITAR. Also EAR exceptions will now be used for these articles.

Export licenses already issued for these articles are grandfathered; that is, they will remain valid under the new rule. Commodity jurisdictions will be grandfathered for two years.

The ITAR provisions are not all moving over. Some articles which are military specific will remain (called the “positive list” because they will be specifically

**Example for Article (at left)**

**9A610 Military aircraft and related commodities.**

**License Requirements**

Reason for Control: NS, RS, MT, AT, UN

<b>Control(s)</b>	<b>Country chart</b>
NS applies to entire entry except 9A610.u,z, w, and y.	NS Column 1
RS applies to entire entry except 9A610.y	RS Column 1
MT applies to 9A610 u, v, and w	MT Column 1
AT applies to entire entry	AT Column 1
UN applies to entire entry except 9A610.7	See §746.1(b) for
UN controls	

**License exceptions**  
**LVS: \$1500**  
**GBS: N/A**  
**CIV: N/A**  
**STA:**  
 (1) Paragraph (c) (1) of License Exception STA (§ 740.20(c)(1) of the EAR) may not be used for any item in 9A610.a (i.e., “end item” in military aircraft) unless determined by BIS to be eligible for License Exception STA in accordance with § 740.20(g) (License Exception STA eligibility requests for “600 series” end items). (2) Paragraph (c) (2) of License Exception STA (§ 740.20 (c) (2) of the EAR) may not be used for any item in 9A610.

named). An example is tail hooks, which are used to bring an aircraft to a stop on an aircraft carrier (no civilian application). Some engine parts which are now under U.S. Munitions List Category XIX will also remain in ITAR. These are parts which are specifically for defense related aircraft, cruise missiles, and so on (again, no civilian application).

Why the change?

There has been some difficulty over whether an article that could be used for civilian use or military use would be under the EAR or

ITAR. Possibly an article that was created for military use that later was used as a civilian article would still be subject to the ITAR. Yet dual-use articles are subject to the Wassenaar Arrangement\* which generally are subject to the EAR under U.S. export compliance regulations. This moves them to clearly EAR jurisdiction.

The articles now under the EAR will also be eligible for the STA (Strategic Trade Authorization) exception

Changes - Continued on page 10



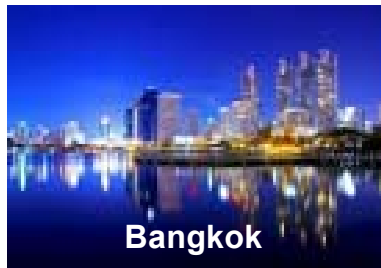
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Thailand, a constitutional monarchy, was formed after World War II. It began as a unified Thai kingdom established in the mid-14th century. It was known as Siam until 1939. It is located in Southeastern Asia, bordering the Andaman Sea and the Gulf of Thailand, southeast of Burma. Its terrain is central plain; Khorat Plateau in the east; mountains elsewhere. The climate is tropical; rainy, warm, cloudy southwest monsoon (mid-May to September); dry, cool northeast monsoon (November to mid-March); southern isthmus is always hot and humid.

It has many natural resources, including: tin, rubber, natural gas, tungsten, tantalum, timber, lead, fish,



gypsum, lignite, fluorite, and arable land.

With a well-developed infrastructure, a free-enterprise economy, generally pro-investment policies, and strong export industries, Thailand achieved steady growth due largely to industrial and agriculture exports - mostly electronics, agricultural commodities, automobiles and parts, and processed foods. Thailand is trying to maintain growth by encouraging domestic consumption and public investment to offset weak exports in 2012. Unemployment, at less than 1% of the labor force, stands as one of the lowest levels in the world, which puts upward pressure on wages in some industries. Thailand also attracts nearly 2.5 million migrant workers from neighboring countries. The Thai government is implementing a nationwide 300 baht (\$10) per day minimum wage policy and deploying new tax reforms designed to lower rates on middle-income earners. The Thai economy has weathered internal and external economic shocks in recent years. The global economic severely cut Thailand's exports, with most sectors experiencing double-digit drops. In late 2011 growth was interrupted by historic flooding in the industrial areas in Bangkok and its five surrounding provinces, crippling the manufacturing sector. Industry recovered from the second quarter of 2012 onward with GDP growth at 5.5% in 2012.



## Thailand at a Glance

**GDP** –  
.8% (2010 est.)

**Labor force:** 39.77 million (2012 est.)

**Unemployment rate:**  
0.6% (2012 est.)

**Agriculture - products:**  
rice, cassava (manioc), rubber, corn, sugarcane, coconuts, soybeans

**Industries:**  
tourism, textiles and garments, agricultural processing, beverages, tobacco, cement, light manufacturing such as jewelry and electric appliances, computers and parts, integrated circuits, furniture, plastics, automobiles and automotive parts; world's second-largest tungsten producer and third-largest tin producer

**Exports:**  
\$226.2 billion (2012 est.)

**Exports - commodities:**  
electronics, computer parts, automobiles and parts, electrical appliances, machinery and equipment, textiles and footwear, fishery products, rice, rubber

**Exports - partners:**  
China 12%, Japan 10.5%, US 9.6%, Hong Kong 7.2%, Malaysia 5.4%, Singapore 5%, Indonesia 4.4% (2011)

**Imports:**  
\$213.7 billion (2012 est.)

**Imports - commodities:**  
capital goods, intermediate goods and raw materials, consumer goods, fuels

**Imports - partners:**  
Japan 18.4%, China 13.4%, UAE 6.3%, US 5.9%, Malaysia 5.4%, South Korea 4%

**Exchange rates:**  
baht per US dollar - 31.085 (2012 est.)

**Internet hosts:**  
3.399 million (2012)

**Internet users:**  
17.483 million (2009)

**Source:** CIA World Fact Book



Future - Continued from page 3

Next, some jobs are very demanding and some careers require sacrifice to advance a career. Flag the requirements on this map.

	Long hours
No Moves	Relocate to Advance
	8-5 type job

Some careers are more stressful and have different job requirements than others. On this next map, flag where your different career options might be found relative to one another.

	High Stress
Work Alone	Team Dependent
	Low Stress

Next, map the characteristics depicted.

	Requires Creativity
Rigid job Framework	Constant Change
	Set Process

The next map shows two important aspects of careers: whether they are hard or easy and what are the barriers to entry. Barriers might be certifications required, college degree required or special licenses or other requirements. Some vocations require so many years before a journeyman status can be attained. Whatever they are, map them now.

	High Entry Requirements
Easy	Difficult
	Low Entry Requirements

Once you have completed all of the maps of where jobs are flagged, set it aside and move on to the next step.

Using your personal SWOTT and adding your personal desires into the mix, go through the maps again. Use the second set you printed. Without looking at the first set of maps you used put a single flag on each map that corresponds to where you see yourself right now. This should reflect honestly your situation and your current attitude that would impact your career.

Next, overlay the two sets of maps. Compare the jobs you have flagged (and their elements) to what you have identified for yourself. (From your SWOTT.) Identify the "career gaps". This is the distance between your desired status and

your current situation. Perhaps your attitude currently about work effort does not support the career you desire. Soul searching comes next. This is one of the hardest steps. Would you be willing to close the gaps you have identified for your chosen career? For most of us the answers is initially "maybe", for some it is "yes". It depends on many factors. If the gap is "too wide" does that make your dream impossible? There is no exact answer about what is right or wrong here. It is your choice.

Some gaps will be narrower and thus easier to close while others will seem impossible. The question is what if you began closing the smaller one now and narrowed the others over time? Consider building a check list of the gaps you've identified. If education is on the list, begin taking classes. If skills are needed, begin learning them either on your own or tap resources such as libraries for help. Most likely, the gap in attitude is the first one you need to close. Now that you have developed a road map and a plan for you to attain your chosen career, it is much easier to believe you can do it. Once your attitude changes the main road block is gone.

The purpose of this exercise is to provide you with a simple mapping tool/model that will enable you to think critically about your career. You have looked at the jobs and

Future - Continued on page 11

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Visit - Continued from page 1

great course completion and program completion rates, DSU is proud of how many students find value in our programs and continue through their course of study.

“There is ample evidence of ongoing attention to the effectiveness of the institution and of actions taken to continuously accomplish its stated mission.” Evaluators were impressed with the types and level of data we collect to demonstrate our commitment to the educational outcomes of our students.

Changes - Continued from page 7

which was effective in 2011. This is EAR, but not ITAR and is a unique exception specifically for some 36 low-risk countries plus eight which are partially covered under the exception. There are specific parameters, and the STA only applies to those articles which are eligible for the exception, as our 9A610. This provides the ability for U.S. companies to export more easily (without the need to apply for an export license) in limited instance.

For further information <http://export.gov/nei/index.asp> is a good source.

**(Footnotes)**

[www.wassenaar.org](http://www.wassenaar.org)

## The Bureau of Industry and Security Presents Update 2013 Conference on Export Controls and Policy

July 23-25, 2013

The Bureau of Industry and Security (BIS) is preparing for the 26<sup>th</sup> annual Update Conference on Export Controls and Policy in Washington, DC. This major outreach activity draws business and government representatives from around the world to learn and exchange ideas about export control issues. It is one of the Department's most notable international trade events. Discussions about the highly anticipated export control reform regulations will be the primary focus of this year's conference.

Update 2013 will be held July 23-25, 2013, at the Washington Hilton Hotel. A conference room rate will be available to registered attendees when registration opens. Detailed registration and program information will be available in the coming months.

For additional information on Update 2013 or other BIS outreach programs, you may contact the Outreach and Educational Services Division at, [OESDSeminar@bis.oc.gov](mailto:OESDSeminar@bis.oc.gov) or 202-482-6031.

### Registration Opens Soon

Source: <http://beta-www.bis.doc.gov/index.php/component/content/article/9-bis/carousel/511-update-2013-washington-dc>

Revisions - Continued from page 4

final rule are also part of Commerce's retrospective regulatory review plan under EO 13563, which Commerce completed in August 2011. Effective Date: This rule is effective October 15, 2013.

Source: [www.bis.gov](http://www.bis.gov)

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\* Certain restrictions and conditions apply. Speak with an Enrollment Advisor for complete details

*WMD- Continued from page 4*

destruction, one count of conspiracy 2 to violate the International Emergency Economic Powers Act (IEEPA) by conspiring to evade the restrictions imposed on Alex Tsai and two of his companies by the U.S. Treasury Department, and one count of money laundering.

The charges further allege that by at least September 2009, Gary Tsai had formed a machine tool company named Factory Direct Machine Tools, in Glenview, Ill., which was in the business of importing and exporting machine tools, parts, and other items to and from the United States. However, the charges allege that Alex Tsai and Trans Merits were active partners in Factory Direct Machine Tools, in some instances procuring the goods for import to the United States for Factory Direct Machine Tool customers.

The public is reminded that a complaint is not evidence of guilt. The defendants are presumed innocent and are entitled to a fair trial at which the government has the burden of proving guilt beyond a reasonable doubt.

Source: <http://www.bis.doc.gov/news/2013/doj050713.htm>

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*Syria- Continued from page 4*

products and providing support services to resellers and end users, including account, sales, and installation support and assistance. Under the distribution agreement with Blue Coat, Computerlinks FZCO was obligated to “comply with all export and import laws, rules, policies, procedures, restrictions, and regulations of the Department of Commerce[.]” The distribution agreement also contained additional safeguards specially applicable to Computerlinks FZCO, including that all orders to Blue Coat were to specify the end user of the ordered items.

Computerlinks FZCO provided Blue Coat, the U.S. manufacturer and exporter, with false information concerning the end user and ultimate destination of the items in connection with these transactions. Computerlinks FZCO knew that the items were destined for end users in Syria. However, when placing these orders with Blue Coat, Computerlinks FZCO falsely stated that the ultimate destination and end users for the items was the Iraq Ministry of Telecom (on two occasions) or the Afghan Internet service provider Liwalnet (on one occasion). The items subsequently were shipped to Computerlinks FZCO in the U.A.E. for ultimate delivery to Syria without the required licenses having been obtained. To read the complete article, go to the source shown below.

Source: [http://www.bis.doc.gov/news/2013/bis\\_press042513.htm](http://www.bis.doc.gov/news/2013/bis_press042513.htm)

*Future - Continued from page 9*

yourself to see where you fit in the industry or where you want to fit. Chances are after a lot of personal reflection you will be surprised about where you end up. More likely you will see the gaps and make a decision on how to close them to achieve you dream career. Every career gap you close puts you closer to your dream career.

This process will also identify careers that you are not suited for any of the reasons you are mapping here. By completing this exercise, you have better information upon which to base your career decisions. By doing your homework to answer where on the map certain careers fall, it will enable you to make a better decision as to where to put your energies.

You may find other variables are better indicators than the labels used here on the maps. For example, certain jobs require math or engineering or other skills. Add another map or two for the relevant elements you want to map. The ones shown here should not be viewed as absolute. Think about your situation.

There is only one certainty regarding planning for your career future: if you don't plan and prepare to achieve your dream career the chances are it will remain just a dream.

*Asean - Continued from page 1*

### Small steps

But in the economic sphere, Asean has made more headway, signing a landmark free trade agreement with trading partners Australia and New Zealand.

Asean members include Indonesia, Singapore, Malaysia, Philippines, Thailand, Brunei, Cambodia and Laos.

Source: <http://news.bbc.co.uk/2/hi/asia-pacific/7917323.stm>

**Focus on Bachelor of Science Health Care Administration**

**Any Company's Core Competencies Always Center on Their People**

Most leading healthcare organizations recognize that the knowledge, skills and abilities of their workers comprise a major core competency that differentiates them from the competition. That is why they invest heavily in their people. To help healthcare organizations build and maintain their people-centered core competencies, Dunlap-Stone University has worked closely with industry experts to develop a new learning outcome paradigm. What resulted is the school's new online Bachelor of Science in Health Care Administration (BS-HCA) degree. It is different from other administrative degrees currently available. Those with a BS-HCA degree are job ready. They possess the latest practical knowledge and applied skills needed to meet healthcare's increasingly unique administrative demands. The degree is well suited for those seeking to prepare themselves for added responsibility and career advancement in front-office and back-office environs. Meeting the criteria to be a Professionally Significant Degrees® program, it provides the exact knowledge and expertise employers say they need in today's challenging and demanding workplace. Equally valuable to both the employee and employer, this degree program helps students develop critical thinking and problem solving skills as a core competency,

Those with a BS-HCA degree are job ready.

gain exceptional communication and organization skills, polish analytical expertise in finance, management, business writing and other key areas. A survey of potential employers shows they want their employees to possess these valuable skills sets.

Here are seven reasons why employers recommend Dunlap-Stone's programs to their employees.

- Our school's mission is to offer "Professionally Significant Degrees®" We don't just educate people. We help prepare them to be productive contributors with the skills they need to have strong career possibilities.
- Dunlap-Stone University has been offering high-quality online education longer than just about any other university or school—almost eighteen years.
- Our small class size coupled with building every course with all three learning modalities helps all students achieve the desired learning outcomes.
- 97% of our students would recommend our programs to their friends seeking a degree or training.
- Most of our students and client companies come to us because of referrals from those they trust.
- A recent survey for accreditation purposes revealed that 40% of student respondents received either a pay raise or promotion after completing their education or training at Dunlap-Stone University. This only happens because of the added value our students bring to their workplace.
- Dunlap-Stone's tuition rate is still among the lowest in the nation, approximately ½ of what other schools charge.

The recent addition of the BS-HCA program to Dunlap-Stone's Professionally Significant Degrees® programs means that employers and employees in the healthcare industry now have access to our unique online learning outcome based education designed to meet their administrative exact needs.

**97% of DSU and IIEI students would recommend our programs to their friends\***

\*End of course Survey results report for 2013 reaccreditation

Australia - Continued from page 5

form is your single point of entry and can be submitted electronically with accompanying documentation as required;

- Notification of receipt of an application – once your application is uploaded to our system we will automatically notify you of the reference number which you can use when contacting us; and
- Prompt delivery and ease of use
  - all permissions and certificates will be issued electronically to your nominated email address in a format that clearly sets out what activities are permitted.

Beginning 29 April 2013, you will be able to start using the new Defence Export Control System. First you need to register as a client with us. The registration process does not take long and once you have registered with us we will issue you with a unique DECS Client Registration Number (DCRN) to be used on all your future applications. You will then be able to submit applications using the new smart forms.

Links to the Client Registration and other application forms are at [www.defence.gov.au/deco/forms.htm](http://www.defence.gov.au/deco/forms.htm). All permissions issued from the old system will remain valid until either they expire, or you request a change or amendment; at which point you will need to apply for a new permission using the smart forms.

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Undergoing ITAR/EAR training can help safeguard a company against export violations. Demonstrate your business experience and knowledge of EAR and ITAR requirements by obtaining a professional certification as a Certified U.S. Export Compliance Officer®. This can be an advantage to your career. By becoming certified, you can advertise on your company's web-site and in your email signature.

The class is ideal for individuals that have received previous ITAR & EAR training and worked in the field, as well as students who have taken IIEI online training, but would like a refresher course before sitting for the exam. You should already have: Familiarity of the US Munitions List and Commerce Control Lists, key definitions such as US Person and technical data, General Prohibitions, what the license forms are and when you would use them and the sections of both the ITAR and EAR.

Natascha Finnerty



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Contact:

Elliott Bator, Dept of Defence Outreach Policy Officer,  
Defence Export Control Office  
**R1-1-A025 Russell Offices  
Canberra ACT 2600 Australia  
+61 2 6265 3351**

Source: [www.defence.gov.au/deco/](http://www.defence.gov.au/deco/)



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Email: [info@industrycertification.org](mailto:info@industrycertification.org)

**[www.industrycertification.org](http://www.industrycertification.org)**

## How Compliance Courses are Updated

As you know, the compliance regulations are constantly in flux. Dunlap-Stone University strives to make changes as the regulations go into effect.

There are three different ways a trade-compliance related course is updated: Periodic updates, major changes to the regulations and constant rule changes including Federal Register Notices. Each triggers an update.

1. Every course at the university undergoes a periodic review and update. Compliance courses are no different. The review cycle depends on the specific course, the last time it was reviewed, institutional policies (such as documenting the work to credit hour ratio) among other factors. Case studies may be changed or test questions refreshed, even if there are no major content changes.
2. If major changes in the rules or regulations have become law, course updates are triggered. Typically these updates are performed immediately as the changes are announced by the agency. Changes are often made in courses that are in progress-even if that topic has already been discussed. Recent changes in the EAR and USML (moving items from the USML to the CCL) were integrated into courses underway. The Understanding the ITAR course (TRD-306) has had more than 44 changes made over the last six years because of regulatory changes.
3. Minor changes in agency procedures, reference material changes, typographical error corrections, etc. are generally added by instructors or mentioned by students during classes and corrected on an ad hoc basis.

Our students, alumni, faculty, government agencies and other stakeholders forward materials to the curriculum department to be sure that we don't miss important items. This network has been effective for over a decade in supplying our staff with the important items that need to be addressed in classes to keep them up-to-date. We encourage you to share your comments with your instructor, in your end of course surveys, or join our advisory committees to make the DSU educational experience as relevant and up to date as it can be.

## Classes Starting Soon

	TRD-311 Documentation for Export Compliance
	TRD-315 Deemed Exports
	TRD-304 US Customs Broker Exam Prep
	TRD-129 Introduction to Importing
	TRD-201 Exporting/Importing Environment
	TRD-307 Understanding the EAR
	TRD-320 Ethics in Trade Compliance
	SCM-125 Port Authority
	SCM-202 21st Century Logistics
	SCM-379 Warehousing Practices and Principles
	STM-385 Information Systems in Global Business
	TRD-141 Introduction to Incoterms(R) 2010
	BUS-102 Introduction to Business
May 2013	BUS-111 Customer Service Basics
	BUS-113 Topics in Contemporary Business
	BUS-303 International Business Ethics
	FAE-263 Principles of Microeconomics
	FAE-302 Global Finance Methods
	HAS-103 Critical Thinking and Analysis
	HAS-132 Introduction to Psychology
	HAS-170 Introduction to World Religions
	TRD-143 Introduction to CTPAT
	TRD-299 Agreements Under the ITAR
	TRD-306 Understanding the ITAR
	TRD-308 Mastering ITAR Exemptions
	TRD-321 Harmonized Tariff Schedule
<hr/>	
	TRD-311 Documentation for Export Compliance
	BUS-404 Researching the Global Village
	TRD-320 Ethics in Trade Compliance
	TRD-324 Canada: Export Controls
	TRD-307 Understanding the EAR
	TRD-304 US Customs Broker Exam Prep
	FAE-300 Business Finance
June 2013	BUS-118 Introduction to Business Writing
	BUS 401 Global Culture
	TRD-306 Understanding the ITAR
	FAE-450 International Economics
	HAS-105 Writing Across the Curriculum
	MGT-135 Introduction to Leadership
	MGT-335 Modern Management Principles
	MGT-402 Global Strategic Management
	MGT-445 Competitive Human Resource Management
	SCM-376 Purchasing in the Global Marketplace
	STM-160 Statistics in Business
	TRD-140 Importing Duties and Regulations
	TRD-225 Documentation for the Global Village
<hr/>	
	BUS-204 Innovation and Entrepreneurship
	HAS-151 Introduction to American Government
	TRD-101 Getting Started - Introduction to International Trade
	TRD-323 Australia: Export Controls
	TRD-330 Export Compliance Audits
	TRD-365 Ethics in Import Compliance
July 2013	TRD-311 Documentation for Export Compliance
	TRD-214 Trade Compliance Environment I
	TRD-299 Agreements Under the ITAR
	TRD-307 Understanding the EAR
	TRD-350 People's Republic of China Export Controls
	BUS 405 Global Business Plan
	TRD-319 Managing Disclosures
	TRD-320 Ethics in Trade Compliance
	TRD-306 Understanding the ITAR
	TRD-308 Mastering ITAR Exemptions

Course start dates subject to change.



# Dunlap - Stone University

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## EBSCO Online Library Gets Used

Students tell us they find the new library services very helpful when they are doing research. If you have not used it yet, take note of the link on your last "Welcome to Class" email. Click the link and use the password shown. Let us know how you like it.

## Class Registration

Register for class early to ensure that there is space for you. Lately some people have been delaying their registration and find out their chosen class is full. Even though you may be permitted to register late, don't assume there is space. It may be several months before the class runs again.

## SPRING GRADUATES

The administration, faculty, and staff of Dunlap-Stone University are proud to announce the following individuals are our latest bachelor of science degree graduates with the honors noted. Congratulations!

### David Condie

Degree Awarded: BS in International Trade Management  
Emphasis: Trade Compliance

### Beuloria Williams

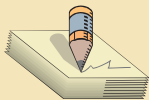
Degree Awarded: BS in International Trade Management  
Emphasis: Global Supply Chain Management

## Photo ID Required to Register for a Class

A recent accreditation policy change makes it a requirement that all students provide a government accepted photo ID when registering for class. It only required that

you do this one time so that you are on file with the school. This is required for all students.

Contact your student Advisor for the exact procedure and requirements at (800) 474-8013 or (602) 648-5750.



## Dunlap-Stone University Student Honor Roll

Honor - Distinction - Excellence

The students shown here have demonstrated outstanding "A" performance .

ENID BONILLA - NC  
ERIK CHEN - TX  
JEFFREY ARVIK - VA  
JENNIFER DAHLGREN - VA  
TRENTON CONNER - IL  
BARBARA FLYNN - IN  
SARAH MCQUADE - AZ  
ROBERT RULAVAGE - PA  
DAVID JONES - TN  
JANICE QUICK-WOLFE - CA  
JEFFERY ZINSLI - MN  
JOHN WOOD - VA  
JOSEPH ENGLAND - VA

KIM WITKUM - NH  
MIKE KENNEDY - VA  
STEPHANIE BO - MD  
SUSAN HAERTLING - MO  
THAO HUYNH - TX  
TORSTEN HELK - NJ

**Note:** Because of the course end-date of many classes, which was just after the cut off for this issue, the number of persons making this list is smaller than normal.

## Congratulations to these Outstanding Students

**Your Dedication, Perseverance and Hard Work are to be commended. Well done!**

As of May 10, 2013



# The International Import-Export Institute

*at Dunlap-Stone University*

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