



Global Watch®

THE NEWSLETTER OF THE INTERNATIONAL IMPORT-EXPORT INSTITUTE
AT DUNLAP-STONE UNIVERSITY
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Special Edition

Industry Attains Maturity Milestone

The Long Wait is Over for Graduate International Trade Compliance Law Degrees

With the assistance of industry leaders spanning more than four years, an industry maturity milestone was attained today when Dunlap-Stone University's Law Center at the new **Graduate School at DSU** unveiled two graduate law degree programs aimed at the international trade compliance industry. The graduate school joins with the university's other schools—the College of Arts & Sciences and the International Import-Export Institute in offering its NEW Professionally Significant Degrees® programs online. The **two regulatory trade compliance law masters degree programs** are the MSc - Regulatory Trade Compliance and the LL.M. - U.S. Regulatory Trade Law.

Although trade compliance existed prior to the World Trade Center Twin Towers bombing on September 11, 2001, that event, and other national security concerns arising from it, set in motion an explosive escalation in trade compliance regulations that changed the industry forever. During that period, other developed nations followed suit and heightened their own trade regulations to protect their national security. Over time it became evident that the industry needed more sophisticated education for this new sub-discipline of international trade. The seed for these graduate programs took root and grew.

For more than 18 years, Dunlap-Stone University has been the only university that serves this specialty area of the law with accredited online college

Master of Science (MSc) - Regulatory Trade Compliance

This 36 credit hour, year and a half accredited masters of science degree is open to those who possess an accredited bachelor degree from a U.S. institution or equivalent and who meet the program's entry requirements.

Initial enrollment in this program is limited to 30 students. Classes are scheduled to commence November 7th.

Master of Laws (LL.M.) - Regulatory Trade Law

This is DSU's first accredited law degree. Students enrolling in this one year (28 credit hour) program are required to have earned a Juris Doctorate (JD) degree from an accredited law school and meet the university's other entry requirements.

Enrollment is limited to 30 students. Classes begin January 2nd.

Enrollment in either program is "First Come, First Served."

Even if you placed your name on an "interest" list, you must complete your registration to reserve your seat.

courses and degrees. What began as an effort to educate and train the aerospace and defense industries in international trade compliance law soon spread to all industries and all nations. As regulations increased in complexity over the years, and as consequences for violations increased, the need for graduate-level degree programs intensified. Today that need is met.

As the first-of-its kind graduate law degree programs, the school's accrediting body recognized that the degrees break new education ground. Dunlap-Stone University is pleased to have had its pioneering efforts in this critical new area of the law recognized with the accreditation of its two new degrees, an educational first in America and the world.

Classes Starting Soon

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Notes from the President

Thank You for Your Patience and Support

by *Dr. Donald N. Burton*



The world of international trade is changing rapidly. That is the continuing message you hear from me and note on the pages of each issue of GlobalWatch®. Change is a challenge to all of us in this industry as it seems to come faster and faster. How do we prepare for the challenges these changes bring? Each of us has to make that hard call for ourselves. More than four years ago, our staff made a critical decision that would impact the future of our school. We chose to commit resources to develop the graduate degree programs we are showcasing in this issue. We didn't have a crystal ball to tell us if we were making the right decision, but we knew that if we listened to you—the industry leaders, government regulators and the thousands of students that have taken classes over the years—we would get it right. Our decision was to develop not one but two graduate compliance degrees to ensure we met the needs of everyone in our industry. We knew that by ensuring that our programs contained the information and knowledge needed to prepare the next generation of industry leaders, whether they were lawyers or industry professionals, we could not go wrong.

What our curriculum development specialists created in unison with subject matter experts from throughout industry is, in my opinion, absolutely incredible. I can't wait for you to see it. Keep in mind they had no road map to follow as

these programs are the first of their kind. Our accrediting body took months to review these programs and courses. Based on conversations I had with the Executive Director, I believe they recognized that Dunlap-Stone was the only educational institution that had the industry experience and regulatory expertise to develop these programs. As a testament to the thoroughness of the developers, the accreditors made no recommendations or comments for improving the content of the core classes. I am very proud of our staff and the two new masters degree programs they created. Simply amazing! The curriculum of both programs provide the regulatory knowledge and the enhanced critical thinking and analytical skills and abilities needed by compliance professionals as we move further into the 21st century.

I know some who read this issue won't have their bachelor degree or their JD. I encourage those who have chosen regulatory trade compliance law as their profession to continue their education. The profession is maturing. (See article on page 8.) As is the case in most professions, barriers to entry are rapidly formed in maturing professional fields. Some are already being erected in our industry as a growing number of companies already have set stringent qualifications for entry into this field. For those in need of their bachelor degree, I recommend our Bachelor

President- Continued on page 12

What is Different between the Two Degree Programs ?

Both graduate degrees were developed to meet two distinct different sets of needs. Although both degrees' central core of courses are the same--U.S. regulatory trade compliance--the Master of Science degree is broader in scope.

The MSc-Regulatory Trade Compliance (MSc-RTC) degree includes many topics outside of U.S. regulations. It includes importing, exporting mechanics and international doctrines and multilateral regimens as well as regulations for major trading partners of the U.S. It is ideal for those who need to master globally dispersed business units spread around the world.

The LL.M. U.S. Regulatory Trade Law degree focuses on U.S. Government agency regulations that impact trade.

What are the Entry Requirements?

Each program has its own specific entry requirements in addition to the university's graduate degree program entry requirements.

Is there a requirement that students must submit a GRE, GMAT or LSAT score to enter either program?

No. However, because of the advanced nature of these programs, there is a requirement that students must demonstrate basic proficiency over the EAR, ITAR and regulatory documentation prior to entry. This can be shown in several ways. Applicants should select the method commensurate with their experience:

1.Admission Exam: Applicants with a strong background in regulatory trade compliance (a working knowledge of the EAR, ITAR, and documentation) may elect to sit for a short entrance exam.

2.Comparable Coursework: Provide official transcripts from an accredited college or university showing successful completion of at least 12 semester credit hours of undergraduate regulatory compliance coursework in subjects including ITAR, EAR, trade documentation, and ethics.

3.Industry Certification: Provide evidence of current or past industry certification, such as CUSECO™.

Those applicants who cannot meet the prerequisite requirements should enroll in TRD-500, Regulatory Trade Compliance Basics, upon receiving conditional admission into the program, prior to beginning the program.

Can I apply courses taken outside these programs toward a Degree?

No. No courses can be transferred into either of these programs.

Even if you have taken undergraduate courses covering some of the same or similar topical areas at DSU previously, no course credits transfer into either program. These are graduate level courses with higher-level learning objectives and different learning outcomes designed at the graduate level.

Meeting the Entry Requirements:

Those not familiar with the topics noted in the entry requirements can meet that requirement by completing similar coursework at any accredited institution and having those transcripts sent to DSU's Registrar's Office.

Sitting for the Proctored Comprehensive Exam

Students of both degree programs are required to complete a proctored comprehensive examination as the final step of their program. The exam consists of six questions (different questions for different degrees) from which the student chooses three, one from each of three categories, to demonstrate his/her comprehensive knowledge of the program learning objectives. Students are allowed 3 hours to complete the written exam. The three areas are:

- Prevention
- Violation Response
- Compliance Processes



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

A service of International Trade Certification Authority, Inc.

Advertisement

Master of Science Degree Regulatory Trade Compliance

Program Objectives: The Master of Science – Regulatory Trade Compliance (MS-RTC) is a postsecondary, graduate degree that centers on the practical application and understanding of international trade compliance law and its program objectives, building on Dunlap-Stone University’s commitment to offer “Professionally Significant Degrees®.” It offers a solid exploration and analysis of regulatory trade compliance law, processes and concepts across a number of industrialized nations and global trade regimens supportive of managing the risks associated with operations involving the global supply chain.

MSc - RTC Degree

The MS-RTC program provides a grounding across a wide range of critical regulatory topics and doctrines drawn from the U.S. and other industrialized nations into this focused compliance degree program.

It was designed to meet the corporate need to possess personnel with detailed legal expertise in key positions who understand exporting and importing controlled goods into the U.S. and throughout the global supply chain.

Why Earn this Degree

Internationally, regulatory trade compliance management is expected to be one of the fastest growing fields of endeavor as laws and regulations continue to intensify amid the landscape of the growing global marketplace. The demand for experts is being fueled by the rapidly increasing fines and penalties that U.S. companies and others face for violating the regulations. The number of legal experts needed to manage and mitigate the risks associated with the increase in trade far out paces the supply.

MSc - RTC Major Program Topics

- Exporting and importing Mechanics, including INCOTERMS®
- Modern Logistics Principles and Practices
- Managing Trade Compliance and Mitigate Risks
- Critical Role of Empowered Officials
- Using Commerce License Exceptions
- Legal Usage of ITAR Exemptions and Pitfalls
- Legal perspectives of Agreements under the ITAR
- A Critical View of Export Documentation
- Building a Trade Compliant Culture
- Deemed Exports Legal Issues
- Major USG Agency Trade Compliance Regulations
- Practitioner’s view of Voluntary and Directed Disclosures
- Evaluate Trade Compliance Special Circumstances
- Compliance Audits practices and Methods
- Trade Compliance Treaties
- Jurisdiction and Classification of Commodities
- Organization and Legal Concerns Impacting Trade Compliance
- Legal Concerns in Drafting Provisos for Reconsiderations
- US Sentencing Guidelines
- Consent Decrees and Due Diligence
- Foreign Compliance Regimens
- Harmonized Tariff Schedule

Class Starts November 7th

Class size is limited to 15 students. Call an Enrollment Advisor Today to Reserve your Seat.

www.dunlap-stone.edu

(800) 474-8013 or (602) 648-5750

Graduates of the MS-RTC degree program will:

- Be prepared to work in industry, government, and a wide range of other settings in administrative and management roles, overseeing all aspects of the export and import of regulated goods and services.
- Demonstrate mastery of the major components, relationships and terminology associated with the regulatory trade compliance industry.
- Possess the regulatory knowledge needed to effectively manage trade compliance activities in a wide variety of settings.
- Apply critical thinking and analysis skills across regulatory settings, demonstrating ethical decision making.
- Utilize legal precepts, regulations and best practices to demonstrate competency in maintaining regulatory compliance.
- Understand the workings of major foreign compliance regimens.

LL.M. - U.S. Regulatory Trade Law

Degree Program

Program Objectives: The Master of Laws degree in U.S. Regulatory Trade Law (LL.M.-RTL) degree is a postsecondary, graduate law degree that centers on the practical application of U.S. international trade compliance laws, building on Dunlap-Stone University's commitment to offer "Professionally Significant Degrees®." The program offers a solid foundation in regulatory trade compliance law processes and concepts, while developing core competencies across supportive disciplines. The program prepares practicing lawyers and law school graduates to work in a range of regulatory compliance and legal settings, managing employees, processes and results in accordance with industry best practices and regulatory trade compliance laws.

The LL.M. - RTL Degree

The LL.M.-RTL program provides a grounding across a wide range of critical regulatory topics and doctrines drawn from numerous U.S. Government Agencies (USG) into this focused degree program.

It was designed to meet the needs of legal practitioners working in support of organizations seeking to prevent and manage the risks associated with exporting or importing controlled goods in violation of U.S. trade laws and compliance regulations.

Why Earn this Degree?

U.S. Regulatory Trade Compliance Law is expected to be one of the fastest growing fields of law into the foreseeable future as laws and compliance regulations continue to intensify amid the landscape of the growing global marketplace. This demand for experts is being fueled by the rapidly increasing fines and penalties that companies face for violating the regulations. Even today the sheer number of legal practitioners needed to mitigate the risks associated with the increase in trade out paces the supply.

LL.M.-RTL Major Program Topics

- Managing Trade Compliance and Mitigate Risks
- Critical Role of Empowered Officials
- Using Commerce License Exceptions
- Legal Usage of ITAR Exemptions and Pitfalls
- Legal perspectives of Agreements under the ITAR
- A Critical View of Export Documentation
- Building a Trade Compliant Culture
- Deemed Exports Legal Issues
- Major USG Agency Trade Compliance Regulations
- Practitioner's view of Voluntary and Directed Disclosures
- Evaluate Trade Compliance Special Circumstances
- Compliance Audits practices and Methods
- Trade Compliance Treaties
- Jurisdiction and Classification of Commodities
- Organization and Legal Concerns Impacting Trade Compliance
- Legal Concerns in Drafting Provisos for Reconsiderations
- US Sentencing Guidelines
- Consent Decrees and Due Diligence

Class Starts January 2, 2014

Class size is limited to 15 students. Call an Enrollment Advisor Today to Reserve your Seat.

www.dunlap-stone.edu

(800) 474-8013 or (602) 648-5750

Graduates of the LL.M.-RTL degree program will:

- *Be prepared to work in industry, government, and a wide range of other settings in administrative and management roles, overseeing the licensing and legal issues involving the export and import of regulated goods and services.*
- *Identify, explain, describe and apply the fundamental rules, policies and issues related to US regulatory trade compliance law.*
- *Apply critical thinking and analysis skills across regulatory settings, demonstrating ethical decision making.*
- *Utilize legal precepts, regulations and best practices to demonstrate competency in maintaining regulatory trade compliance.*
- *Identify significant issues within regulatory trade compliance, describe their origins, interpretations and implications within a legal context within scholarly/practitioner works.*

LL.M. - RTL Course Descriptions

Courses in the LL.M.-RTL Program

Course Code - Course Title

TRD-519 - Regulatory Disclosures
 TRD-520 - Trade Compliance Special Circumstances
 TRD-527 - Monitoring Export Compliance
 TRD-528 - Trade Compliance Treaties & Guidelines
 TRD-535 - Agency Regulations in Trade Compliance
 TRD-540 - Management of Trade Compliance
 TRD-555 - LL.M.-RTL Capstone

See catalog for the sequence courses must be taken.

TRD-519 Regulatory Disclosures

This graduate-level course examines the legal topics of due-diligence, voluntary (self) and directed disclosures as prescribed by the U.S. Government's International Traffic in Arms Regulations or Export Administration Regulations and other regulations. This course seeks to provide counsel a basis to determine its own disciplined and unique methods for assessing violations of regulations, determining voluntary disclosure responses, preparing for investigative audits, and making directed disclosures. As a capstone effort for this course, students design a position paper using the concepts from this course.

TRD-520 Trade Compliance Special Circumstances

This course explores the unique needs filled by the special circumstance provisions allowed by the U.S. Government (USG) in the administration of the export (trade) regulations of controlled goods and services. It examines the legal usage and applicability of these provisions in meeting USG strict license requirements, limited usage requirements and associated concerns as stipulated under the Code of Federal Regulations. Specifically, it examines in detail the "Exceptions" to the Export Administration Regulations (EAR) as administered by the Bureau of Industry and Security

(BIS) of the US Department of Commerce and the "Exemptions" to the International Traffic in Arms Regulations as controlled by the U.S. State Department (or their assigned successor, should proposed regulatory reform occur). With the knowledge gained in this course, students will be able to correctly utilize and manage the special regulatory provisions.

TRD-527 Monitoring Export Compliance

This advanced course explores issues related to monitoring and controlling export compliance. It builds upon foundation knowledge of export regulations (both EAR and ITAR) as it closely examines the topics of deemed exports, developing compliance audit regimens and controls.

TRD-528 Trade Compliance Treaties & Guidelines

This course examines international trade law principles and practices contained in treaties, doctrines and regimens impacting the movement of goods and services between countries. It examines the aspects of the World Trade Organization (WTO), Nunn-Wolfowitz Arrangement, Australia Group, NAFTA and other treaties and trade agreements, legal issues impacting foreign trade zones, and the U.S. Sentencing Guidelines.

LL.M. Program Details

Program Length: 7 courses. 56 weeks

Course Length: Each course is 8 weeks.

Course Schedule: Courses are taken sequentially, and run year-round. Classes begin on Thursday.

Course Credit hours: Each course is 4 graduate credit hours.

TRD-535 Agency Regulations in Trade Compliance

This course presents two major forces in global business compliance: the principles of the U.S. Foreign Corrupt Practices Act (FCPA) and the regulations of the U.S. Treasury's Office of Foreign Assets Control (OFAC). Students will study the FCPA's components and jurisdiction, as well as the impact of the Act on U.S. exporters, importers, investors in foreign projects, and others subject to the FCPA. The course also thoroughly examines regulations of the Office of Foreign Asset control (OFAC) and their foundation in law. Included is an exploration of: Country-based and list-based Sanctions, Specially Designated Nations, Licenses, Reporting, and Recordkeeping. The focus of this course is on helping provide compliance professionals with a hands-on, working understanding of the practical aspects of the FCPA and OFAC to ensure the successful continuation of business in foreign markets.

TRD-540 Management of Trade Compliance

This advanced course explores the role and obligations of those held responsible for regulatory trade compliance, including the special considerations and codified rules for forming agreements that meet regulatory agency requirements.

TRD-555 LLM Capstone Thesis

As the capstone experience for the LL.M.-RTL program, this course focuses on a significant legal issue within U.S. Trade Compliance and develops a scholarly-legal practitioner work exploring the topic.

MSc. - RTC Course Descriptions

Courses in the MSc-RTC Program

Course Code - Course Title

TRD-505 - Export Fundamentals
 TRD-510 - Import Trade Fundamentals
 TRD-520 - Trade Compliance Special Circumstances
 TRD-525 - Auditing & Assessing Trade Compliance Processes
 TRD-528 - Trade Compliance Treaties & Guidelines
 TRD-532 - Foreign Compliance Regimens
 TRD-535 - Agency Regulations in Trade Compliance
 TRD-540 - Management of Trade Compliance
 TRD-550 - MS-RTC Capstone Thesis

See catalog for the sequence courses must be taken.

Program Details

Program Length: 9 courses.72 weeks

Course Length: Each course is 8 weeks long

Course Schedule: Course are taken sequentially. and run year-round. Classes begin on Thursday.

Course Credit hours: Each course is 4 graduate credit hours.

TRD-505 Export Fundamentals

This course has been designed to help students form a sound foundation and basic understanding of factors affecting globalization of markets, particularly from the view of the exporter, focusing on general export practices, documentation requirements and global supply chain realities. All of the major practical general concepts and terminology of international trade are addressed in this course. It examines global supply chain issues and practical concerns confronting the logistics specialist, including logistics regulations, and logistics procedures and supply chain issues common among exporters in all nations. It provides an understanding of the current, practical general considerations affecting exporters as they move general goods between nations.

TRD-510 Import Trade Fundamentals

This advanced course examines the task of importing from several points of view: the legal, including duties and regulations, the business needs, and dynamics within the business enterprise. Developing systems and anticipating and planning for exceptions and shortfalls are emphasized. Those completing the class should be able to manage these aspects of importing on a strategic basis, including advanced planning for the import project.

TRD-520 Trade Compliance Special Circumstances

This course explores the unique needs filled by the special circumstance provisions allowed by the U.S. Government (USG) in the administration of the export (trade) regulations of controlled goods and services. It examines the legal usage and applicability of these provisions in meeting USG strict license requirements, limited usage requirements and associated concerns as stipulated under the Code of Federal Regulations. Specifically, it examines in detail the "Exceptions" to the Export Administration Regulations (EAR) as administered by the Bureau of Industry and Security (BIS) of the US Department of Commerce and the "Exemptions" to the International Traffic in Arms Regulations as controlled by the U.S. State Department (or their assigned successor, should proposed regulatory reform occur). With the knowledge gained in this course, students will be able to correctly utilize and manage the special regulatory provisions.

TRD-525 Auditing & Assessing Trade Compliance Processes

This course provides a practical examination of the concepts, tools and methods for auditing and assessing several crucial compliance processes, including "Deemed Exports", voluntary and involuntary (directed) disclosures and methods for auditing of the trade compliance effort. Any organization, large or small, bound by the U.S. Government's International Traffic in Arms Regulations or Export Administration Regulations or other regulations may find these topics helpful in determining its own disciplined and unique methods to avoid making costly violations of U.S. export laws. Throughout the course Best Practices serve as the basis for comparison against real life case studies involving these concepts.

TRD-528 Trade Compliance Treaties & Guidelines

This course examines international trade law principles and practices contained in treaties, doctrines and regimens impacting the movement of goods and services between countries. It examines the aspects of the World Trade Organization (WTO), Nunn-Wolfowitz Arrangement, Australia Group, NAFTA and other treaties and trade agree-

MSc-RTC- Continued on page 9



Discover why training to become a Certified U.S. Export Compliance Officer® is important to all U.S. aerospace & defense contractors and their trade compliance personnel.

(800) 474-8013

International Trade Compliance Industry Matures

Historical View of Trade Compliance Industry

By DSU Staff

The international regulatory trade compliance industry has begun to reach maturity. Leading up to the year 2000, when rules were few and trade itself was the focus in the 1960s and earlier, the industry was in its infancy. Then as global trade increased, trade compliance moved into its adolescence as governments followed broad general mandates to protect their national security interests. Nobody at that time recognized regulatory trade compliance as a profession. It was not a job or vocation; it was considered a menial task relegated to the shipping dock, generally something pushed onto the new employee. It began as an added paper-work task, something a shipping clerk did. Forms and requirements were easy. Early on many clerks simply made a copy of a master form, or a copy of a copy, if a license was required, not bothering to change much if anything on the form—even if it differed from what was being shipped. Many simply changed the value on the forms so that export value could be tracked. It was a much simpler time. Nearly all personnel in the 1970s and 80s—even in the large companies—had no formal classroom training. They learned what was needed on the job. People that filled these entry-level clerical positions, in most cases, were only required to have a high school education. Most were assigned or offered the position without knowing what a compliance person did. The skills required were viewed as secretarial in nature, primarily light typing and filing. Some may have attended uni-

versity, but seldom was it required. During staff change-overs, knowledge was passed from the experienced clerk who was moving into another more gratifying position to a novice, who in a few days would be responsible for compliance filings. On-the-job training was the norm in the early years. In some hold-out companies that is still the case today.

In the late 1970s and early 1980s, compliance training for people living in the Washington DC area changed. Feeling lost in trying to be in compliance with the increasing regulations, a group of workers from the major companies charged with licensing and compliance for their firms began attending gatherings at one of their group member's homes once a year. They invited State Department personnel to come and speak off-the-record to their group of 10 or 12 people, mainly from the larger defense companies. This was the beginning of the Society of International Affairs (SIA). Over the ensuing years, the SIA has grown into the massive conference provider known today.

During the adolescent period, State and Commerce Department's oversight of exports were cursory—less demanding and more supportive—and rules were much less than today. When violations were found the USG tended to work closely with industry to fix the issues. Fines were small and serious consequences few. This changed as the volume and size of the government and the size of companies grew. It could no longer be easily managed by a handful of government employees. Because of the increased volume of licensed ex-

ports resulting from military build-up, the first Gulf War and other concerns, USG contractors grew significant Washington DC based compliance oversight organizations in the 1980s and 1990s. This was to support the continued clerical administration of licensing performed at their various production facilities spread around the country After the events of September 11, 2001. **THE WORLD OF TRADE COMPLIANCE CHANGED FOREVER.**

After the threat of terrorism surfaced on 9/11, the USG immediately began tightening controls over all aspects of imports and exports as the country ramped up to fight the war on terrorism and all that that signified. Many government agencies soon were involved, adding investigative and oversight staffs—and massive new rules. They began to scrutinize all aspects of the licensing process and closely watch, and audit, the physical movement of goods and services entering and leaving the country. What was once a back-water activity in the shipping dock area of firms quickly moved to the forefront as fines increased, and severe penalties became common for violations. No longer was licensing a simple clerical add-on task performed by the newest, lowest paid employee. No longer was on-the-job training sufficient. Because of the risks, companies that historically paid little attention to compliance began budgeting more—hiring only people with college degrees to process their licenses and oversee the

Mature- Continued on page 10

MSc-RTC Courses

Continued from Page 7

ments, legal issues impacting foreign trade zones, and the U.S. Sentencing Guidelines.

TRD-532 Foreign Compliance Regimens

This course examines the compliance regulations and practices of the European Union, United Kingdom, Australia, Canada and the People's Republic of China export (and import). It explores each country's legal framework for managing regulated trade, and provides a practical understanding of each nation's regulatory requirements and concerns that impact the movement of controlled goods and services into the global supply chain.

TRD-535 Agency Regulations in Trade Compliance

This course presents two major forces in global business compliance: the principles of the U.S. Foreign Corrupt Practices Act (FCPA) and the regulations of the U.S. Treasury's Office of Foreign Assets Control (OFAC). Students will study the FCPA's components and jurisdiction, as well as the impact of the Act on U.S. exporters, importers, investors in foreign projects, and others subject to the FCPA. The course also thoroughly examines regulations of the Office of Foreign Asset control (OFAC) and their foundation in law. Included is an exploration of: Country-based and list-based Sanctions, Specially Designated Nations, Licenses, Reporting, and Recordkeeping. The focus of this course is on helping provide compliance professionals with a hands-on, working understanding of the practical aspects of the FCPA and OFAC to ensure the successful continuation of business in foreign markets.

TRD-540 Management of Trade Compliance

This advanced course explores the role and obligations of those held responsible for regulatory trade compliance, including the special considerations and codified rules for forming agreements that meet regulatory agency requirements.

TRD-550 MSc Capstone Thesis

As the capstone experience for the Master of Science – Regulatory Trade Compliance program, students complete a thesis, focusing on a problem of practice within trade compliance and develop a scholarly-practitioner work exploring the topic. The emphasis of the course is to complete a short-term, practical research effort that is problem-based and application-centered, culminating in a scholarly work suitable for publication that is APA compliant, yet tied to a problem of practice within the regulatory trade compliance arena.

Accepting Applications

Dunlap-Stone University is accepting applications for positions serving as adjunct faculty within the Graduate School at DSU.

Applicants must possess a terminal degree and possess expert knowledge in the area they wish to teach.

For complete information and requirements, please email Dr. Caulyne Barron, V.P - Chief Academic Officer at:

cbarron@dunlap-stone.edu.

About Dunlap-Stone University's Schools

Founded in 1995, Dunlap-Stone University is now comprised of three schools and the university's central administration. Each school serves a distinct population or need. They are:

The College of Arts and Sciences: This school is responsible for courses that comprise the general education requirements for most degrees. It is also responsible for associate of arts degrees and bachelor degrees other than international trade and business, This includes the Associate of Arts in Business Administration and Bachelor of Science Health Care Administration.

The International Import-Export Institute is the international trade business school within the university. It provides specialized trade-related bachelor degrees and training programs that help prepare individuals to sit for the various international trade industry certification examinations and government licensure.

The Graduate School at DSU, our latest school addition, is responsible for all graduate degrees, courses and programs. At this time it only has the two new degrees being announced in the publication.

The university's central administration consists of the Registrar's Office, the Bursar's Office and university administrative offices.

Enroll Today!

Dunlap-Stone University's

Professionally Significant Degrees® Program

Bachelor of Science - International Trade Management

Emphasis: **Trade Compliance Law**

Ask an Enrollment Advisor for details -. (800) 474-8013 - (602) 648-5750

**Late Fall
Classes Now
Enrolling**

Mature- Continued from page 8

processes. Soon it became common place for companies to hire experienced and knowledgeable compliance personnel away from other firms. This started the escalation in pay that has continued to this day.

As regulatory agencies hit their stride, soon all supply chain members to the big aerospace and defense contractors found themselves the target of increased scrutiny by licensing officials. And fines and penalties followed. This demand to prevent violations added further to the escalation in pay for those few who possessed knowledge of the regulations. This often resulted in firms offering 18 to 20% higher pay to entice the move.

As the role of compliance gained importance in corporate settings in response to the USG's ever increasing demands, aerospace and defense contractors built even bigger, more complex organizations to manage the risks and added layers of management. In doing this, compliance, in a growing number of firms, was placed under corporate governance, which required senior management positions near the top of the organizations. This was a major step in its maturation. As this maturity occurred, almost without notice, regulatory trade compliance became a distinct profession. Head hunters began to seek candidates with the distinct skill sets now required. Special schools and training organizations began training the unique knowledge and skills now needed. An organization was founded in the mid-1990's to perform

Change Your Career Trajectory with the MSc-RTC

AIM HIGHER

MSc- Regulatory Trade Compliance Degree

third-party validation of this critical knowledge in its successful certification testing program. Some attorneys changed practice areas as they saw the lucrative opportunities evolve within their legal profession, and many lawyers assumed management roles in corporate America as they became specialists over regulatory trade compliance law. Soon the distinct sub-discipline of international trade law began to emerge: international regulatory trade compliance law. The evolution of the discipline was nearly complete.

In the interim years, the discipline had become so demanding in skill sets and knowledge that those who served within the discipline were often thought to speak a different language of the law, possess a different practical view of the various administrative laws and practices with which it deals, and possess the

expansive library of knowledge necessary to work throughout the global marketplace in support of global trade compliance. The final step in the emergence of the new discipline was achieved when Dunlap-Stone University developed the first accredited graduate degree in regulatory trade compliance law which solidified the vast knowledge that made up the new discipline.

What began to emerge in the late twentieth century as a clerical position paying as little as \$16,000 to \$24,000 a year, as recently as 1999, now requires solid experience, extensive training and a college degree (or more) and commands up to \$90,000 a year or more for non-management personnel with experience, often requiring industry certification to gain entry into this grow-

Mature- Continued on page 11

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Mature- Continued from page 10

ing field. Management positions in regulatory trade compliance law at medium and large firms attract experienced attorneys conversant in USG agency compliance regulations and pay well into six figures or more. Practicing attorneys in this new discipline at major law firms are in high demand and command huge fees for their services, fees and fee-levels once paid for the historically important areas of the law, such as mergers, contracts and litigation.

Now that the industry has matured and gained its footing, it is expected to see tremendous growth in the discipline in support of global markets' continued expansion.

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DDTC **Update**
Directorate of Defense Trade Controls

**Meggitt-USA Consents to \$25m
in Fines and Penalties**

Resulting from a voluntary disclosure, Meggitt-USA, Inc. settled allegations that prior to their acquisition, entities now owned by the company violated the AECA and the ITAR in connection with the unauthorized export of defense articles, including technical data, the unauthorized provision of defense services, violation of the terms of provisos or other limitations of license authorizations, and the failure to maintain specific records involving ITAR-controlled transactions. Fines and remedial penalties of \$25,000,000 for civil violations were assessed. The company was required to pay \$1 million dollars immediately and another \$1 million on the second and third anniversary of the assessment. Because of the voluntary disclosure and actions taken by the company, the remaining \$22 million is suspended contingent on

the company following the terms of the agreement.

Source: www.pmdtdc.state.gov/compliance/consent_agreements/pdf/Meggitt_Order.pdf

**Aeroflex Incorporated Fined \$8
Million for Violations of the ITAR**

Aeroflex Incorporated settled allegations that it violated the AECA and the ITAR in connection with unauthorized exports and retransfers, and re-exports, of defense articles controlled under Categories XV and XI, to include technical data, to various countries Without admitting wrongdoing, the company entered into a consent agreement to pay \$8 million in fines and remedial compliance measures. \$2 million paid immediately and an additional \$2 million paid over two years. \$4 million in fines and penalties will be suspended if the company applies \$4 million to compliance measures as agreed to in the consent agreement.

Source: www.pmdtdc.state.gov/compliance/consent_agreements/Aeroflex.htm

**Amendment to the ITAR:
Registration and Licensing of
Brokers, Brokering Activities,
and Related Provisions**

The Department of State has issued an interim final rule amending the International Traffic in Arms Regulations (ITAR) relating to brokers and brokering activities and to related provisions of the ITAR. These amendments clarify registration requirements, the scope of brokering activities, prior approval requirements and exemptions, procedures for obtaining prior approval and guidance, and reporting and recordkeeping of such activities. This rule is effective October 25, 2013

Source: www.pmdtdc.state.gov/FR/2013/78FR52680.pdf



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GRADUATION ANNOUNCEMENT

The administration, faculty, and staff of Dunlap-Stone University are proud to announce the following individual graduated with the highest honors in October 2012. We apologize for not publishing his graduation notice before now. Congratulations!

Glade Cunningham

Degree Awarded: BS in International Trade Management
 Emphasis: Global Supply Chain Management
 Graduated: Magna Cum Laude

\$4,000 FREE Grant Money Offer Extended

The University’s Governing Board has extended the grant application deadline for the Health Care Achiever Grant. It’s open to all students worldwide who gain acceptance into DSU’s Bachelor of Science in Health Care Administration degree program prior to December 31, 2013. For more information and exact requirements contact an enrollment advisor

(800) 474-8013 or (602) 648-5750

President- *Continued from page 2*

Degree with an emphasis in trade compliance law. To those enrolling in either of these new degrees, I hope you enjoy your educational journey. The industry needs your wisdom, leadership and determination.

It has taken longer to develop these programs than expected. With the changes brought about by the Export Reform Initiative and the breadth of the programs that experts said was needed, it took many more advisors and consultants’ careful scrutiny to make these programs state of the industry, including best practices. To those who are the first to go through the programs, you will undoubtedly see tweaking and

adjustments. We appreciate your understanding. We welcome your ideas and input to help make the programs even better.

Now that these programs have been introduced, I can say that our university experts have begun development on other advanced, cutting edge educational programs. It began several months ago while we awaited accreditation of these two masters degrees. Accreditation standards prohibit me from discussing or naming them, but you might be able to guess what they are.

As Always, I appreciate your strong, positive support and encouragement. Thank you. Be well.

Classes Starting Soon

September 2013

- TRD-299 Agreements Under the ITAR
- TRD-311 Documentation for Export Compliance
- BUS-404 Researching the Global Village
- TRD-307 Understanding the EAR
- TRD-308 Mastering ITAR Exemptions
- TRD-129 Introduction to Importing
- TRD-141 Introduction to Incoterms(R) 2010
- TRD-143 Introduction to CTPAT
- TRD-225 Documentation for the Global Village
- BUS-113 Topics in Contemporary Business
- BUS-118 Introduction to Business Writing
- BUS-303 International Business Ethics
- FAE-263 Principles of Microeconomics
- FAE-302 Global Finance Methods
- HAS-105 Writing Across the Curriculum
- HAS-132 Introduction to Psychology
- MGT-402 Global Strategic Management
- MGT-445 Competitive Human Resource Management
- SCM-202 21st Century Logistics
- SCM-376 Purchasing in the Global Marketplace
- TRD-306 Understanding the ITAR
- TRD-320 Ethics in Trade Compliance

October 2013

- HAS-240 Shakespeare I
- STM-108 Mathematics Fundamentals
- TRD-311 Documentation for Export Compliance
- TRD 325 UK: Export Controls
- BUS-208 Innovation and Entrepreneurship
- BUS-101 Getting Started – Introduction to International Trade
- TRD-307 Understanding the EAR
- TRD-320 Ethics in Trade Compliance
- TRD-330 Export Compliance Audits
- BUS-405 Global Business Plan
- TRD-306 Understanding the ITAR
- TRD-322 Understanding NAFTA
- TRD-201 Exporting/Importing Environment
- TRD-299 Agreements Under the ITAR
- TRD-365 Ethics in Import Compliance

Course start dates are subject to change.

Class size for graduate courses is limited to 15 students per class. Maximum for undergraduate classes is 20 per class.



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General Competency Principles

Dunlap-Stone University (DSU) believes that a strong education is one that contains a breadth and depth of knowledge and viewpoints and that graduates should demonstrate the following core competencies:

1. *Written Communication:* Competency in written communication includes the ability to communicate effectively in written language, the ability to use a variety of modern information resources and supporting technologies, the ability to differentiate content from style of presentation, and the ability to suit content and style to the purpose of communication.

2. *Scientific and Quantitative Reasoning:* Competency in scientific and quantitative reasoning includes the ability to locate, identify, collect, organize, analyze and interpret data, and the ability to use mathematics and the scientific method of inquiry to make decisions, where appropriate.

3. *Critical Analysis and Reasoning:* Competency in critical analysis and reasoning includes the ability to arrive at reasoned and supportable conclusions using sound research techniques, including inference, analysis and interpretation.

4. *Technological Competency:* Technological competency includes the ability to use computer technology and appropriate software applications to produce documentation, quantitative data presentations and functional graphical presentations appropriate to various academic and professional settings.

5. *Information Literacy:* Information Literacy includes the ability to identify, locate and effectively use information from various print and electronic sources.

6. *Global and Cultural Perspectives Appreciation:* Appreciation of global and cultural perspectives includes comparing, contrasting, examining, and integrating diverse viewpoints and maintaining an environment of inclusiveness.

Graduate Degree Program Scheduling and Estimated Time to Completion

A full-time graduate student completes 24 graduate credit hours per year (six 4-credit-hour eight week courses). A full-time student who has met the entry prerequisite requirements would take slightly longer than one year (56 weeks of classes) to complete the 28 credits of the LL.M.-RTL degree. In the MSc-RTC program, which is 36 graduate credit hours, would take 72 weeks to complete, or about a year and a half.

Depending upon the goals of the student, commitments outside their studies, transfer credit accepted (of entry prerequisites) and the student's level of academic preparedness, it is reasonable to assume that a student could complete the program in the specified time. Students can sit out a course and resume when appropriate to their own constraints. Students will develop a schedule to completion with their academic counselor. Students must complete their degree within three years of gaining entry into the program or they will have to reapply to the program and meet any new requirements in effect at that time.



The International Import-Export Institute

at *Dunlap-Stone University*

19820 North 7th Street, Suite 100

Phoenix, Arizona USA 85024

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

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