



Global Watch[®]

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

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DSU Celebrates 20 Years of Service to the International Trade Industry

Begun informally in 1994 and incorporated in 1995, Dunlap-Stone University is celebrating its 20th year serving the educational needs of the worldwide international trade community. Since it began, DSU has seen tremendous growth and change. It watched the birth of the legal discipline of regulatory trade compliance after the events of 9/11. In response, the school has undergone constant change, adding accredited college courses and new degree programs as it worked to meet the practical and applied needs of those it serves. What began as an effort to validate the knowledge of

industry practitioners has grown into a world-class, respected university comprised of the Graduate Law Center, the International Import-Export Institute and the College of Arts and Sciences.

DSU achieved many industry “firsts” along the way. It was the first college in the nation to offer a bachelor’s degree with a trade compliance law emphasis. It was also the first accredited college to offer exam preparation training for what has become the industry certification standard in international trade—certifications required by an increasing number of aero-

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Historical Trade Agreement Gains Initial Support From China and U.S.

Asia-Pacific leaders meeting at an economic summit in Beijing have given their initial approval to a China-led free trade zone. The endorsement is seen as an achievement for Beijing, which has been pushing the Free Trade Area of the Asia-Pacific, or FTAAP, over a U.S.-led alternative.

Speaking at the end of the Asia-Pacific Economic Summit, Chinese President Xi Jinping called the support “historic.” “We decided to launch the FTAAP process. It represents a historic step we’ve made toward the realization of the FTAAP and marks the official launch of the process. It represents the confidence and resolution of the APEC members to push forward regional economic integration,” said Xi.

It is unclear how APEC’s endorsement will help lead to the implementation of the nascent trade initiative. The most tangible outcome appears to be the commissioning of a two-year study on how to achieve it.

U.S. officials have welcomed the Chinese plan, saying it does not conflict with Washington’s preferred trade zone, the Trans-Pacific Partnership, which notably does not include China. Free trade was a major focus of the APEC meeting and figures to be a big part of U.S. President Barack Obama’s meetings with top Chinese leaders on Tuesday and Wednesday.

Presidents Obama and Xi are meeting Tuesday for dinner. On

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University Announces First Tuition Increase Since August 2009

Dunlap-Stone’s Board announced that there will be a Tuition Rate Increase January 1, 2015

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Notes from the President

Maturity Comes to Export Controls

by **Dr. Donald N. Burton**



There is so much going on in the trade compliance industry that it will take several issues of GlobalWatch® to give you the full details. The big picture is that trade compliance and export controls as a legal discipline is maturing rapidly. The implications from this are staggering. It impacts exporting companies, peoples' career options and education needs; the way trade compliance is viewed as a profession; the way trade professionals are hired and the knowledge needed; the expectations of regulators on the profession; the legal consequences for violations and more. In short, stricter demands on all those involved in maintaining security of imports and exports, both government officials and those in companies involved in international trade, have risen to a higher professional level. In a sports comparison, the discipline of export controls has entered the major leagues.

What this means to individual companies is that trade compliance now requires many more resources than in the past and more highly trained and educated staff. No longer can a company expect on-the-job training with an occasional industry "brush-up" conference and a few training sessions with a Powerpoint over a two day session to be adequate. Considering that all USG agencies have tightened their standards and enforcement efforts related to the movement of goods and services across borders, the knowledge needed is now immense. Strict adherence to all of these USG

agencies' regulations is demanded. (See the enforcement cases page 4,). The regulatory trade compliance body of knowledge has grown to the extent that just knowing the ITAR and EAR regulations is just the starting point. Trade compliance now requires a level of sophistication unimaginable to the industry just a few short years ago. Countless trading partners of the U.S. have enacted or are in the process of enacting their own export controls. Those involved in maintaining compliance must now know the trade compliance controls of all nations in their supply chain. Anything less puts their company and our (their) nation at risk.

With hundreds of classes being offered online every quarter, Dunlap-Stone University is the market leader in educating the industry. Now celebrating our 20th year (See article page 1), Dunlap-Stone has grown up with the industry we serve. No other college or university in the world has the depth and breadth of trade compliance-related course offerings. Thousands of companies, USG agencies and foreign entities have had people enroll in our online programs.

The regulatory trade compliance industry may be maturing, but change will continue. Dunlap-Stone recognizes this and has many courses and programs under development to meet this need.

President- *Continued on page 3*

President- Continued from page 2

As sovereign nations adapt their regulations to meet their emerging needs and as the global supply chain itself matures, the need for export control experts of all nations' regulations is expected to increase. The challenge to individuals and the companies they protect is how to stay current with the growing body of knowledge. Some tell our enrollment advisors the real critical challenge is not obtaining the knowledge. They know we offer the practical and applied knowledge they need. They tell us their biggest challenge is having their companies recognize the urgent need and budget the education dollars. When I here this, I reflect on what I know always frees up their budget. We see our largest influx of enrollments from a company just after a major violation occurs and when a consent agreement is made public and after fines and penalties have been assessed and paid.

There is much more in this issue of GlobalWatch®. Read the review of the novel I wrote. (See page 9) Send me your copy and I promise to sign and return it. The treaty between the U.S. and China can have a huge impact on the world (See page 1.) The Export Control Reform effort is making progress (See Dashboard on page 5.) Attorneys are discovering the school's new LL.M. degree is a good investment. (See In-Compliance page 6.) And as always I want to congratulate our two new degree graduates, Mersad Livadic and Sarah McQuade. To all of those on the Student Honor roll, well done.

As always, thank you for your strong continued support. We are here to support you. We never forget that. Be well.

An Unbelievable Career Path and an Education to Match

Nothing in today's business world is as challenging as choosing a career path. Whether you do it fresh out of school or after years of trying to find your way, finding a vocation is daunting. Preparing for your chosen occupation is an even more challenging educational task. How do you know what you want to do before you do it? How do you know there will be jobs in that vocation after you finish school? Will it be just a job or a career? The list of questions goes on and on.

Dunlap-Stone University's "Professionally Significant Degrees®" programs address many of the questions people seek answers to before choosing an education path towards a career specialty. These programs were developed with long term career goals in mind and were designed with the needs of industry considered. Graduates from these programs possess the skills and knowledge employers want. These programs

are not just job training in focus, but rather career enhancement focused. They provide the knowledge, skills and abilities needed to gain employment, and the in depth education to aid the student during a lifetime pursuing a career.

The Bachelor of Science in International Trade Management is perhaps one of the most valuable degrees being offered today by DSU or any school. That is because the future jobs in international trade are nearly unparalleled globally. This degree provides the practical "how to" knowledge and theoretical skill sets needed to manage most aspects of the movement and control of goods crossing borders as the global marketplace continues to expand. No other accredited university in the nation offers a similar program online or on-ground. Many of the applied, proprietary trade-related courses in the unique program were developed by DSU over the last twenty years are offered no where else. If the frontlines of international trade are where you see your future, this program is for you. It offers three possible emphasis areas: Trade Compliance Law, Global Supply Chain Management and Management. Pick one or all three.

According to occupational guides, there are over 1100 different career paths in the international trade arena. DSU's program, depending on the emphasis area chosen, helps prepare you to ride the tidal wave of growth as the global marketplace continues to expand across the globe. Contact an enrollment advisor to get your questions answered.



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.

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BIS Update NEWS and Sanctions

Oil Firm Pays \$1 million in Criminal Fines

WASHINGTON—U.S. Department of Commerce, Industry and Security announced that Robbins & Myers Belgium S.A. (R&BB), a wholly-owned subsidiary of Robbins & Myers Inc., pleaded guilty today to four counts of violating the International Emergency Economic Powers Act and the Export Administration Regulations.

The guilty plea stemmed from actions by R&BB that, in 2006, caused four illegal exports, reexports and/or transshipments of stators—important components of oil extraction equipment—that had made from steel that had been milled in the United States to a customer operating oil fields in Syria.

As part of its plea agreement R&BB agreed to pay a total of **\$1 million in criminal fines** (\$250,000 for each violation) and to serve a term of corporate probation. The gross proceeds received by Robbins & Myers Belgium for these four illegal exports was \$31,716. As part of its plea agreement, R&BB has forfeited the entire \$31,716 to the government. R&BB has also entered into a civil settlement with the Department of Commerce requiring the company to pay **\$600,000 in civil penalties**.

Intel Subsidiary Agrees to \$750,000 Penalty

Bureau of Industry and Security (BIS) announced that Wind River Systems of Alameda, Calif., a wholly-owned subsidiary of Intel Corporation, has agreed to a \$750,000 civil penalty to settle charges that it sold encryption software products to foreign government customers and to organizations identified on the BIS Entity List without the required Department of Commerce licenses.

In April 2012, Wind River Systems **voluntarily disclosed** to BIS that between 2008 and 2011 the company made 55 exports of operating software valued at \$2.9 million to governments and various end users in China, Hong Kong, Russia, Israel, South Africa, and South Korea. The operating software is controlled under Export Administration Regulations for national security reasons, and some of the export recipients in China are on the BIS Entity List.

“I approved penalties...” said Assistant Secretary of Commerce for Enforcement, David W. Mills. “because the violations were voluntarily disclosed, and the company received significant mitigation...”

Italian Company Agrees to \$100,000 Penalty for Unlawful Technology Export to Syria

Bureau of Industry and Security (BIS) announced that Area S.p.A. (Area), located in Italy, has agreed to a \$100,000 civil penalty settling charges that it knowingly sold U.S.-origin network monitoring equipment to the Syrian Telecommunications Establishment (STE) without the required U.S. Government authorization.

In February 2011, Area sold a Central Monitoring System (CMS) to STE. The CMS is capable of collecting data about web surfing, emails, online chatting, and Voice-over-Internet Protocol (VOIP). In the hands of the Syrian Government, the system could be used to further the repression of the Syrian people.

The sale of the CMS to STE, which contained minimal U.S. content, was not subject to the Export Administration Regulations. However, Area subsequently transferred U.S.-origin network monitoring equipment to STE to monitor and test the CMS. This subsequent transfer required U.S. Government authorization, which was not obtained. Area purchased the network monitoring equipment, valued at approximately \$140,000, from a company located in San Mateo, California. Area personnel hand-carried the equipment from Italy to Syria and then installed and provided training for STE. Area knew that U.S. export regulations prohibited the unlicensed transfer of U.S.-origin items to Syria.

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DDTC**Update**

Directorate of Defense Trade Controls

Export Control Reform Dashboard

The Directorate of Defense Trade Controls' (DDTC) Export Control Reform (ECR) timeline is shown below. For more detailed information click the link at the bottom of the chart.

ECR Implementation Status

No.	USML Category Description	Key Milestones		Federal Register Notice(s)	
		Effective Date	Transition End Date	Final Rule	Correction Rule
I	Firearms	TBD	TBD	TBD	TBD
II	Artillery	TBD	TBD	TBD	TBD
III	Ammunition	TBD	TBD	TBD	TBD
IV	Launch Vehicles, Guided Missiles, Ballistic Missiles, Rockets, Torpedoes, Bombs, and Mines	07/01/2014	06/30/2016	79 FR 34	79 FR 36393
V	Explosives and Energetic Materials, Propellants, Incendiary Agents, and Their Constituents	07/01/2014	06/30/2016	79 FR 34	79 FR 36393
VI	Surface Vessels of War and Special Naval Equipment	01/06/2014	01/05/2016	78 FR 40922	79 FR 26
VII	Ground Vehicles	01/06/2014	01/05/2016	78 FR 40922	79 FR 26
VIII	Aircraft and Related Articles	10/15/2013	10/14/2015	78 FR 22740	78 FR 61750
IX	Military Training Equipment	07/01/2014	06/30/2016	79 FR 34	79 FR 36393
X	Personal Protective Equipment	07/01/2014	06/30/2016	79 FR 34	79 FR 36393
XI	Military Electronics	12/30/2014	12/29/2016	79 FR 37536	TBD
XII	Fire Control/Sensors/Night Vision	TBD	TBD	TBD	TBD
XIII	Materials and Miscellaneous Articles	01/06/2014	01/05/2016	78 FR 40922	79 FR 26
XIV	Toxicological Agents	TBD	TBD	TBD	TBD
XV	Spacecraft and Related Articles	11/10/2014	11/09/2016	79 FR 27180	TBD
XVI	Nuclear Weapons Related Articles	07/01/2014	06/30/2016	79 FR 34	79 FR 36393
XVII	Classified Articles, Technical Data, and Defense Services	10/15/2013	10/14/2015	78 FR 22740	78 FR 61750
XVIII	Directed Energy Weapons	TBD	TBD	TBD	TBD
XIX	Gas Turbine Engines and Associated Equipment	10/15/2013	10/14/2015	78 FR 22740	78 FR 61750
XX	Submersible Vessels and Related Articles	01/06/2014	01/05/2016	78 FR 40922	79 FR 26
XXI	Articles, Technical Data, and Defense Services Otherwise Not Enumerated	10/15/2013	10/14/2015	78 FR 22740	78 FR 61750

DDTC web site Date of image 11-21-14 <http://pmdtdc.state.gov/ECR/index.html>

RE: Inquiry regarding ITAR Risk Assessment Determination

MIL SPEC
ITAR compliant

Because of recent changes to the US export controls under the President's Export Control Reform Initiative, the very first step that needs to be taken to ensure that a supplier is ITAR compliant is for them to:

1. Submit a Commodity Jurisdiction (CJ) request to the Directorate of Defense Trade Controls (DDTC). Click here: https://www.pmdtdc.state.gov/commodity_jurisdiction/index.html
2. This will tell the manufacturer who "owns the items"—are they licensed by Commerce Department under the EAR or the State Department under the ITAR.
3. The Determination by DDTC will indicate whether the company/ manufacturer needs to register with DDTC and obtain licenses for its exports from them.
4. In today's world just because something is Military Specification does not necessarily mean it is ITAR. Only DDTC can make that determination.

If the items manufactured are ITAR controlled, then certain employees that are involved in maintaining plant security, handling or shipping them and other tasks will need training on compliance with the regulations.

In Compliance....

As Industry Matures, Practicing Attorneys Drawn to New Graduate Law Degree

by DSU Staff

Multimillion dollar fines for export violations have been on the rise for years. This is the result of increased regulation and stricter controls to protect the nation's imports and exports after the terrorists' events of 9/11. This signals opportunity for lawyers that know regulatory trade compliance law. However, few attorneys possess this expertise because until recently there was no graduate law program available. For the most part, those working in trade compliance and export controls learned the discipline in the trenches while assisting clients. Last year that changed. The Graduate Law Center at Dunlap-Stone University (DSU) introduced the nation's first accredited graduate law degree to educate attorneys in the complex regulatory trade compliance laws emanating from nearly 20 different US Government agencies and departments. Dr. Donald Burton, president of DSU said, "Our new Master of Laws degree in U.S. Regulatory Trade Law (LL.M. -RTL) is reaching a much

Small town attorneys across America are beginning to recognize the need for trade compliance to be added to their skill sets

larger audience than predicted. We expected interest would come from attorneys in mid to large law firms located on the east and west coasts. What happened caught us off guard. Not only did those groups show interest, but attorneys in towns and cities all across America did."

Dr. Burton said attorneys in small towns are experiencing a new phenomena. Their local manufacturing clients and others are beginning to see significant growth in sales internationally. He said these lawyers don't want to loose their growing clients to firms on the east or west coasts because they don't possess the trade compliance expertise to continue representing them. Some have already lost clients due to this lack of expertise. In a smaller community loosing one growing client can be a disaster. These small town practitioners have begun to recognize this. They see the urgent need to enhance their skill sets in order to meet this growing need.

Practicing attorneys in the bigger cities also feel the need, says Dr. Burton. As competition heats up for premier clients on the east and west coasts, experienced attorneys are feeling the need for a graduate degree to validate their expertise in regulatory trade compliance law to their prospective new clients. They may have been assisting clients in this practice area for some time. Today, as more attorneys are entering this lucrative field, lawyers are discovering a real need to differentiate their legal practice from other law firms. The LL.M. - RTL helps them meet that objective. Dr. Burton said that it is quickly becoming common now that the LL.M. in U.S. Regulatory Trade Law degree program is available for potential clients to investigate the educational credentials of lawyers to ensure they possess the legal acumen needed in export controls. He said that it has become like many other mature fields of law, including tax and environmental law, clients want to see the graduate degree on the wall.

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Amendment to the International Traffic in Arms Regulations

Federal Register / Vol. 79, No. 197 / Friday, October 10, 2014 / Rules and Regulations

Final Rule

The following changes are made to the ITAR with this final rule:

(1) Definitions previously provided in §§ 121.3, 121.4, 121.14, and 121.15 are removed from these sections and incorporated into U.S. Munitions List Categories VIII, VII, XX, and VI, respectively;

(2) USML Category II is amended to clarify that grenade launchers are controlled in paragraph (a) as a result of the revisions previously made to USML Category IV pursuant to Export Control Reform;

(3) USML Category IX is amended to enumerate military training not directly related to a defense article, which is a controlled activity pursuant to ITAR § 120.9(a)(3). This change is required in order to provide exporters a USML category to cite for military training when not related to a defense article;

(4) The note to paragraph (b) in the

ITAR Amend- Continued on page 8

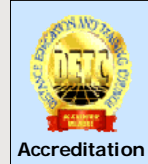
New Courses? Anyone?

Every year at this time the Curriculum Development department at DSU solicits input from our students and industry leaders as to what new course topics are needed. The more detailed a description of the topics and learning outcomes you suggest should be in the new course, the better.

Send your email to info@dunlap-stone.edu and put "COURSE SUGGESTION" in the subject line.



Education Requirements for Advancement within the Trade Compliance Industry are changing quickly. Are you Prepared?



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This online 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.

**Next Start Date
February 12, 2015**

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

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

**Next Start Date
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DSU Military Scholarship Worth Up to \$9,700

Dunlap-Stone University honors our nation's military veterans all year long, not just on Veterans Day. Our way of saying "thank you for your service" is by giving veterans of any era of military service (and current service members) and their immediate family members our DSU Military Scholarship. The scholarship, once awarded, covers 25% of the tuition cost for as long as it takes you to complete your education. It can be used toward masters or bachelor degree programs and any classes.

Not including the cost of text-

books, the total tuition cost for a student completing his or her entire bachelor degree program at Dunlap-Stone University would be approximately \$27,500. That is far less than the cost of most state colleges charge for one year of a similar four year degree program.

Even adult family members of Vietnam and Korea era service are eligible. To qualify students must complete the scholarship application and provide proof of their family member's military status. A DD-214 or a copy of a current LES. For complete details contact your enrollment advisor.

ITAR Amend- Continued from page 7

specially designed definition is revised to clarify that catch-all controls are only those that generically control parts, components, accessories, and attachments for a specified article and do not identify a specific specially designed part, component, accessory, or attachment. This revision is intended to help ensure that exporters properly apply ITAR § 120.41 when classifying their article and clarify that when a specific article is described on the USML, it is enumerated and is not part of a catch-all;

(5) The definitions previously provided in ITAR § 121.8 are removed to new ITAR § 120.45;

(6) The policy with regard to when forgings, castings, and machined bodies are controlled as defense articles is removed from ITAR § 121.10 and placed in ITAR § 120.6;

(7) The threshold for lithium-ion batteries controlled in Category VIII(h)(13) is increased from greater than 28 volts of direct current (VDC) nominal to greater than 38 VDC nominal, so as not to control on the USML such batteries in normal commercial aviation use;

(8) A control for specially designed parts, components, accessories, and attachments is added to the helmets controlled in Category VIII(h)(15);

(9) The phrase "electric-generating" is added to the control describing fuel cells in Category VIII(h)(23) to clarify that fuel bladders and fuel tanks are not within this control;

(10) The word "enumerated" is replaced with the word "described" in the paragraphs of the USML for technical data and defense services directly related to the defense articles in that Category to clarify that the controls on technical data and defense services apply even if the defense article is described in a catch-all;

(11) Conforming changes are made to citations throughout these sections; and

(12) Minor reference corrections are made to Supplement No. 1 to Part 126, including moving the footnote to the entire Supplement from the end to the opening to better clarify if an item is excluded from eligibility in any row, it is excluded from that exemption, even if also described in another row that contains a description that may also include that item.

20 Years- Continued from page 1

space and defense contractors worldwide. Its Graduate Law Center was the first and only accredited online college to offer a graduate law degree in U.S. Regulatory Trade Law. Perhaps the biggest "first" is its status as the first accredited university to develop international trade related programs targeting the practical and applied needs of trade compliance professionals worldwide.

Listening to our students and the industries we serve, we are crafting the next 20 years at DSU. New degree programs have been identified and time-lined for completion. Staying closely tuned to the needs of the compliance industry, new courses and degree emphasis areas are nearing completion and new courses to meet emerging compliance needs are being closely examined. New programs that focus further on healthcare and the life sciences are in development as DSU further expands its trademarked *Professionally Significant Degrees*® program offerings.

Dunlap-Stone and its various schools are just getting started. What we do next comes from our students and their employers. Over the next 20 years, DSU will remain true to its mission. It will remain committed to serving our students with the unrivaled, best education and service available anywhere. Focusing on our mission and service to our students assures that DSU will remain the industry leader far beyond the next 20 years.

**The next Semester
Starts in January**

Have you enrolled yet?

Trade Industry Receives Special Book Signing Opportunity for “By What is Sure to Follow”

Want to understand more about PTSD (Post-Traumatic-Stress-Disorder) beyond the headlines and the hype? Get up close and personal with PTSD in this highly acclaimed novel by Dr. Donald Burton, a veteran of the Vietnam War. Published June 1, 2014, the book has received accolades for its realism and unflinching emotional portrayal of PTSD coming home. If you have a family member or friend suffering from PTSD from any war, reviewers on Amazon and other popular sites worldwide say you should read this book. Veterans are even stronger in their support. (See the review side bar)

A Signed Gift

Dr. Burton has offered to personally sign your book if you send it to the school with your name (plus the name you want it signed to) and return address noted. The school will pay the return postage and if received shortly will get it back to you signed to put under the tree for Christmas.

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A Recent Independent Book Review Posted on Amazon.com:

***** 5.0 out of 5 stars

“A Must Read. A real-life insight into the whys of PTSD.”

“This book is extremely well written. As a vet who was there I was drawn into the story by the realism of what it was like; memories came flooding back. From college days, to the draft notice, basic and advanced training and living conditions in ‘Nam you will follow Luke Sims through it all. A view of everyday life in a war zone is combined with tense moments, hair-raising action and an insight into the fears and feelings of the troops involved. Based on actual events, the book kept me wanting to know what was going to happen next and turning pages into the wee hours. You will experience life with Luke and see how war changes him forever as he transforms from a carefree college student focused on parties and women to a hardened killer in the span of one duty tour. Unlike other books about the Vietnam war, this one shows the emotional baggage that is an unavoidable result of the experience. “By What is Sure to Follow” has what on the one hand is a twist ending and on the other a logical outcome of having lived the stress of war.”



Prepare Yourself for Career Opportunities

Non-Attorneys

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Masters of Science
Degree gives you an
advantage in pursuing
Senior Level
Positions In Industry**

Next Start Date:
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are in demand

Agreement- Continued from page 1

Wednesday, they will hold formal talks as part of a state visit by Obama.

Understanding on high-tech products

Earlier Tuesday, the U.S. and China reached a breakthrough that could lead to fewer tariffs on high-tech products. President Obama and Chinese leaders have reached an understanding that could lead to the slashing of tariffs on high-tech exports like medical equipment and videogame consoles. U.S. Trade Representative Michael Froman made the announcement in Beijing, where President Obama has been attending the Asia Pacific Economic Cooperation summit.

“This is encouraging news for the U.S.-China relationship. It shows how the U.S. and China work together to both advance our bilateral economic agenda but also to support the multilateral trading system,” said Froman.

The development comes as President Obama works to find common ground with China in the face of friction over issues including China’s maritime claims and the suspicion among Chinese leaders that the United States is trying to contain China’s rise as a global power.

White House officials call the understanding an important breakthrough that they hope will bring about a rapid conclusion to negotiations for the Information Technology Agreement the World Trade Organization in Geneva.

Talks on the agreement have been on hold since last year due to disagreements on which

Attention Compliance Attorneys

Barrier to Entry Threatens Impact on Legal Practitioners

As the risks and costs of export violations have increased, the demand for lawyers with regulatory trade compliance expertise has increased dramatically. In certain instances, the USG has begun to require lawyers to prove they have the knowledge and expertise to legally represent clients in this arena. With so much at stake, and so many attorneys entering the field, companies’ executives have also begun to look closely at attorneys’ credentials before choosing one. Knowledgeable clients now require their attorney to

products should be covered under the deal. The announcement came a day after Obama unveiled a new arrangement to extend the validity of visas for Chinese visitors, a move he hopes will deepen ties and help the U.S. economy. Both announcements have to do with economic cooperation and they happened in the first part of President Obama’s visit, in the framework of APEC. That, analysts say, has been the easy part of the visit.

Obama’s meetings with Chinese leader Xi Jinping have thus far been in the context of the APEC summit, in the presence of leaders from across the Asia Pacific region.

Source: <http://www.voanews.com/content/us-china-breakthrough-on-wto-free-trade-deal/2515601.html>

Attorneys
Master of Laws in
U.S Regulatory Trade Law
Call for Next Start Date
Space is Very Limited

possess more than just a law degree and a license to practice law. Just as in many other mature areas of the law, such as environmental law and taxation law, informed companies want their compliance attorney to possess an advanced law degree. This necessity impacts both inexperienced and experienced attorneys. Possessing an accredited Master of Laws (LL.M.) in U.S Regulatory Trade Law (LLM-RTL) is the ticket. Even with several years of practice in export compliance, un-credentialed attorneys must now compete for clients against attorneys from prestigious law firms that have their LL.M.-RTL. Those new to this promising and lucrative field of regulatory trade law, especially with premier law firms and when soliciting major clients, discover they may be shut out without this credential. Experienced attorneys recognize the inevitable truth that this industry has matured. This credential has become an important barrier to entry to those who don’t meet this requirement and a major plus for attorneys that possess it.

Dunlap-Stone University is the only accredited university that offers an LL.M.-RTL degree. The respected 56 week, online graduate law degree program graduates “practice ready” attorneys. For more information regarding this program and its entry requirements, contact an enrollment advisor today. The next program start date is January 1, 2015..

Classes Starting Soon

November 2014

BUS-401 Global Culture
 BUS-440 Legal Environment of Business
 FAE-450 International Economics
 HAS-270 Introduction to Anthropology
 HCA-133 Introduction to Public Health
 MGT-135 Introduction to Leadership
 MGT-335 Modern Management Principles
 MGT-345 Organizational Behavior
 SCM-127 Freight Forwarder Practices
 SCM-412 Global Supply Chain Strategies
 STM-160 Statistics in Business
 TRD-140 Importing Duties and Regulations
 TRD-299 Agreements Under the ITAR
 TRD-307 Understanding the EAR
 TRD-311 Documentation for Export Compliance
 TRD-319 Managing Disclosures
 TRD-320 Ethics in Trade Compliance
 TRD-324 Canada Export Controls
 TRD-330 Export Compliance Audits
 TRD-365 Ethics in Import Compliance
 TRD-528 Trade Compliance Treaties

December 2014

TRD-257 Empowered Officials Essentials
 TRD-318 Introduction to OFAC
 TRD-540 Management of Trade Compliance
 TRD-304 Customs Broker Exam Prep
 TRD-311 Documentation for Export Compliance
 TRD-330 Export Compliance Audits
 TRD-365 Ethics in Import Compliance

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\$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 March 30, 2015. For more information and exact requirements contact an enrollment advisor

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January 2015

TRD-532 Foreign Compliance Regimens
 TRD-510 Import Trade Fundamentals
 TRD-519 Regulatory Disclosures
 BUS-102 Introduction to Business
 HAS-103 Critical Thinking Analysis
 BUS-111 Introduction to Customer Service
 FAE-230 Business Accounting Concepts
 BUS-403 Global Marketing
 BUS-113 Topics in Contemporary Business
 BUS-118 Introduction to Business Writing
 BUS-303 International Business Ethics
 TRD-307 Understanding the EAR
 TRD-201 Exporting/Importing Environment
 SCM-125 Port Authority
 SCM-202 21st Century International Logistics
 SCM-379 Warehousing
 STM-385 Information Systems
 TRD-320 Ethics in Trade Compliance
 TRD-141 Incoterms® 2010
 TRD-304 Customs Broker Exam Prep
 TRD-306 Understanding the ITAR
 STM-106 Computing Essentials
 TRD-214 Trade Compliance Environment - I
 HAS-188 Introduction to The Revolutionary War
 TRD-308 Mastering ITAR Exemptions
 BUS-204 Innovation and Entrepreneurship
 BUS-404 Researching the Global Village
 TRD-366 Topics in Import Management
 TRD-129 Importing
 TRD-350 China Export Controls Overview
 TRD-309 Commerce License Exceptions
 TRD-304 Customs Broker Exam Prep



Dunlap - Stone University

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Course Tuition Rate Increase January 1, 2015

Dunlap-Stone University's administration announced its first tuition increase in five and a half years. The increase of \$20.00 per credit hour will impact only undergraduate course tuition enrollments for classes starting on or after January 1, 2015. Students enrolling in 2015 start-date courses beginning before March 1, 2015 and paying before the January 1st date will avoid the price increase on those courses. Students paying after January 1st, including earlier deferrals debited after this date, will pay the new tuition rate. Beginning January 1st, 2015 the cost of a three-credit hour course will increase from \$930.00 to \$990.00. Graduate level courses are not affected by this increase.

Christmas Season Office Hours and Christmass Class Break

Thanksgiving Day - Closed
Day after Thanksgiving closed

Christmas eve day close at 1pm
Christmas Day - Closed
Closed Day after Christmas

Christmas Class Break

All classes in progress will break for Christmas December 17th and resume January 1st, 2015.

The university administrative offices, including enrollment advising, will be open during the class break. Some staff members will be taking vacation days during this time.

Three Skills You Can Improve in 6-Weeks or Less

It is that time of year again, staring down new year's resolutions and gearing up for performance reviews. December and January offer opportunities to build new skills in just a few short weeks.

- 1. Change how you look at information and how you make decisions.** HAS-103, Critical Thinking and Analysis gives an overview of different approaches that can increase your ability to critically assess information and draw reasoned conclusions. If your job description includes words like "assess," "analyze," "determine," or "manage," this class can sharpen those skills.
- 2. Demonstrate needed knowledge.** Do you need to show your company you are ready to lead at the next level in compliance? Consider enrolling in Empowered Officials

Essentials (TRD-257) in December, or Mastering ITAR Exemptions (TRD_308) or Commerce License Exceptions (TRD-309) in January to show your organization that you are building new skills that support their compliance efforts. Maybe the Custom's Broker Exam is next on your list of achievements. TRD-304 can help you prep for the exam.

- 3. Cross-train and strengthen skills outside of compliance.** Maybe you want to brush up on your customer services skills (BUS-111), accounting (FAE-230), marketing (BUS-403), or overall understanding of what could help make your company great (BUS-113).

Decision Time

You have a bachelor degree, of which you are proud. It wasn't easy to earn. Most of the subordinates you hired have a masters degree.

What are your career prerogatives?

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GRADUATION ANNOUNCEMENT

Mersad Livadic

Degree Awarded: BS in International Trade Management
 Emphasis: Trade Compliance Law
 Graduated with Honors: *Cum Laude*

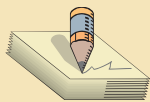
Sarah McQuade

Degree Awarded: BS in International Trade Management
 Emphasis: Management
 Graduated with Honors: *Magna Cum Laude*



Congratulations!

The administration, faculty, and staff of Dunlap-Stone University are proud to announce these outstanding graduates. Congratulations to them and their supportive families for achieving this life milestone!



Dunlap-Stone University Student Honor Roll

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

Honor - Distinction - Excellence

AMINAAHMAD
 ASHLEY AKERS
 KAREN ALANIZ
 DIANA ALBERT
 ELIZABETH ALFORD
 CONNIE ALLEN
 DEBORAH ALLEN
 STANLEY ALLEN
 DANA ALVARES
 LEOPOLD (LEE) ALVAREZ
 CATHERINE ARTI-INGRAM
 JEFFREY ARVIK
 CYNTHIA BARRON
 SUZANNE BECKMAN
 GARY BLEDSOE
 ROBERT BROMLEY
 MARK BURLESON
 ANA BURROWS
 ELMA (EJ) CASTOR
 ANDRE CAVAZOS
 JOSHUA CLEPPER
 TRENTON CONNER
 MICHAEL COOK
 MEGAN CORRIGAN
 JENNIFER DAHLGREN
 BEVERLY DEMMA
 DARREN DICKSON
 MICHELE DOTSON
 JASON DOUGLAS
 TISHA DUBOIS
 THOMAS DURAND
 REGINA ESSENMACHER
 MADELYNNE FARBER
 SHERIDA FEAZELL
 RAY FISCHER
 BARBARA FLYNN

ALICIA FOWLER (FKA WORTHINGTON)
 JAMES FOX
 RENEE GIONFRIDDO
 DANIEL GRITTMAN
 KIMBERLY GURSKI
 SUSAN HAERTLING
 PATRICK HAMKER
 TORSTEN HELK
 MELISSA ITALIA
 MERY JONES-PROUT
 NJOKI KAMUIRU
 NORLENE KARIM
 ANDREA KELLEY
 ROSEMARY KENDRICKS
 JENNIFER KING
 LAURA KOSS
 ERICA KRAUSS
 CONNIE LEEMASTERS
 JENNIFER LEWANDOWSKI
 BETH LISANTI
 SCOTT LONG
 CHRIS LU
 KIM MAKURAT
 DAVID MARTELL
 TERRANCE MASON
 CHRIS MCGOWAN
 TIMOTHY MCHENRY
 SARAH MCQUADE
 TERI MILLER
 TERRI MOOREFIELD
 MONICA NINO
 CELEDONIA PACHECO
 JOHN PODOLL
 BENJAMIN POPE
 KIMBERLY PRITULA
 RENATE RADFORD

REBECA RAMIREZ
 JAMIE SCHAEFFER
 LYNETTE SEWELL
 ELIZABETH SIMON-HOLSCHBACH
 NATHAN SKOP
 KRISTIN SMITH
 MELINDA SMITH
 TAMARA SPRINKLE
 JO-ANNE STEWART
 TONI STIVERS
 PAULETTE SZAJNA
 JUDIT TANAI
 BRITTANY THIGPEN
 ANDRIA TOSCANO
 JACQUELINE TORGERSON
 BRENDA TRINKA
 MICHAEL TUCKER
 JAMES UPCHURCH
 SELVIN VALENZUELA
 CARLOS VALLE MARTINEZ
 CHERYL VAN ACHE
 CYNTHIA WHITECOTTON
 YEGOR YELENCHAK
 ANNE YOUNG

Congratulations to these Outstanding Students

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

As of Nov 21, 2014



The International Import-Export Institute

at *Dunlap-Stone University*

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