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THE NEWSLETTER OF THE INTERNATIONAL IMPORT-EXPORT INSTITUTE
AT DUNLAP-STONE UNIVERSITY
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The Hottest Job in America: Export Compliance Officer

With corporate fines reaching easily into the tens of millions of dollars for export violations, and violations themselves on the increase, it is not surprising that those who help mitigate the risks of violations are in high demand. In the article: **“Hottest Job in America: Compliance Officer”** ([Wall Street Journal, Jan. 15, 2014](#)) America was alerted to extraordinary high paying jobs in regulatory compliance. This immediately caused people to seek out more information on what it takes to become a compliance officer. What they discovered was that although “corporate compliance officers” in general may offer a decent career path, the hottest of all compliance jobs and by far the highest paying are export compliance officers, ones who serve as corporate Gatekeepers with oversight responsibility for protecting Americas’ international trade effort, specifically goods impacting national security. They found that is where multi-million dollar fines and penalties happen, fines that can quickly escalate into many tens of millions of dollars. An export compliance officer’s role is to ensure total compliance with all US Government (USG) export controls, including the ITAR, the EAR, and a dozen or more other agencies’ regulations. Experienced export compliance officers, with five to eight years experience, often earn \$65,000 to \$89,000 a year or more, if serving in the role of registered Empowered Official. Senior export compliance managers with oversight responsibility can earn in the low six figures in larger organizations. To obtain any of these high paying

jobs, special education, training and knowledge are required.

Those interested in pursuing one of these coveted jobs discovered that Phoenix, AZ based Dunlap-Stone University is the only university in the nation that specializes in regulatory trade compliance law. Other online or on-ground universities may offer a class or two, but DSU’s Graduate Law Center offers more than 60 accredited online courses, covering nearly all aspects of USG trade regulations (import and export) and also covers other major trading nations’ export regimens and multilateral trade regimens. Dunlap-Stone offers an online Export Compliance Law bachelor degree emphasis, twelve accredited international trade law compliance certificate programs and its Graduate Law Center offers the nation’s only accredited law degree for this high-paying discipline—the Master of Laws (LL.M.) in U.S. Regulatory Trade Law, which is reserved for legal practitioners.

Unknown outside the industry it has served for over 20 years, Dunlap-Stone has been training trade compliance professionals for many, if not most of the [world’s largest corporations](#) and many USG agencies as well. “Since the article in the Wall Street Journal, our enrollments are way up,” said Dr. Donald Burton, president of Dunlap-Stone University. “Even though we have been filling classes and adding more classes every year for years, there has been a large up-shift in demand recently because of the WSJ article.” Dr. Burton said being an export

compliance officer is a demanding job and it takes a special type of person and knowledge. He said those who do well as export compliance officers are those that enjoy the precision and details of the job. He added the pay is exceptional for those who have the skills, knowledge and experience to mitigate the risks. Dr. Burton noted that the career possibilities for those who are up to the task are nearly unlimited. He attributes this to the fact that the industry is just in its infancy.

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Notes from the President

Full Speed Ahead

by *Dr. Donald N. Burton*



There is nothing more exciting here at Dunlap-Stone than growth. During the remainder of this year, the growth planned here at DSU is unbelievable. Not only do we have over a 100 courses scheduled to start before January, but we have several new classes nearing completion that will debut soon. The hint is they cover the trade regulations of other countries that we've had requested.

In the final states of development is an elective course for the health care program that is expected to spawn an entire graduate degree program over the coming years. Healthcare workers will probably gasp when we make the formal announcement. Until then we can't tell you more about it.

As to this issue of GlobalWatch®, the lead story on page one should have caught your attention although if you work in trade compliance you probably already knew this anyway. Now that it is public knowledge, you might see a little bump in pay as your employer realizes your value. Good luck on that.

Our Masters degree in trade compliance (See article on page 3) has gained popularity. There have been five start dates for the graduate degree program that began just over a year and a half ago. That shows how important this graduate degree is and also gives people an idea of what credentials it takes to

be a member of senior management in trade compliance nowadays.

As usual you will find BIS and DDTC's latest enforcement action on pages 4 and 5.

In the In-Compliance column (see page 6) you may get a sense of what the trade compliance industry has been and where it is going. On page 8 you might find the article on boutique law firms' feeding frenzy interesting if not provocative.

I believe one of the most important articles in this issue is the one about DSU's bachelor degree that explains the importance of the word "trade" in its title. It can be found on page 12.

As always, I want to congratulate the growing list of graduates celebrated in this issue. The large list of Honor Roll student deserve a salute as well. Well done to all of you. I thank you for your continued strong support. Be well.

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Trade Compliance Law

Master of Science - Regulatory Trade Compliance

Next Program Start Date October 29th

Dunlap-Stone University offers this Master of Science degree in Regulatory Trade Compliance. This online program's central focus is international trade compliance law—for most U.S. agencies and for other major trading nations, and other related laws, treaties and regimens impacting global trade. This 72 week, 36 graduate credit hour program consists of nine eight week courses taken sequentially over approximately a year and a half.

The Master of Science: Regulatory Trade Compliance (MSc-RTC) degree is an accredited, postsecondary graduate degree that centers on the practical application of program objectives, building on Dunlap-Stone University's commitment to offer "Professionally Significant Degrees®." The program offers a solid foundation in international trade compliance law practices, processes and concepts, while developing core competencies across the discipline.

This is not a masters degree in international commerce law that deals with the broader issue of commerce and trade between nations.

Career Opportunities

This graduate degree program was developed specifically for experienced, working international trade compliance professionals. These individuals aspire to advance their knowledge and skills to the level necessary to move into senior management career positions with international trade compliance oversight responsibility for movement of licensed goods and services between nations. No other college or university offers a similar degree.

The program prepares individuals to work in a range of international trade compliance settings, managing employees, processes and results in accordance with industry best practices and in compliance with regulatory trade law.

Occupations

- Senior Corporate Management with responsibility for regulatory oversight
- Government Administrative Regulation specialist
- Trade Compliance Consultant

- Global Supply Chain Regulatory Compliance Oversight Positions
- Empowered Official
- Law Office as trade compliance specialist support
- Management within international firms and organizations
- Corporate Advisor
- Regulatory Educator

Required Courses

Students enrolled in the MSc-RTC program must complete the following course requirements.

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

Active Links Embedded in GlobalWatch®

If you are reading GlobalWatch® using Acrobat Reader, and want to know more, you are able to click on [blue](#) links within articles or links shown as the source or reference for the article.

Contact an enrollment advisor for complete enrollment details and entry requirements

BIS Update NEWS and Sanctions

BIS Adds Al Naser Airlines To Mahan Air Temporary Denial Order

WASHINGTON— The U.S. Department of Commerce’s Bureau of Industry and Security (BIS) issued an order denying the export privileges of Al Naser Airlines, Bahar Safwa General Trading, and Ali Abdullah Alhay for ongoing efforts to illegally export civilian aircraft to Iran in violation of the Export Administration Regulations (EAR).

The U.S. Department of the Treasury designated Iraq-based Al-Naser Airlines, Syrian businessman Issam Shammout, and his UAE-based Sky Blue Bird Aviation pursuant to Executive Order 13224, a counter-terrorism authority. These entities and this individual were sanctioned for providing support to Iran’s Mahan Air, which was designated in October 2011 pursuant to E.O. 13224 for providing financial, material and technological support to Iran’s Islamic Revolutionary Guard Corps-Qods Force (IRGC-QF).

The BIS order adds the parties to an existing Temporary Denial Order (TDO) against Mahan Air of Iran. TDOs are issued by the Assistant Secretary for Export Enforcement denying the export

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Chicago Area Man Sentenced To 24 Months For Attempting To Illegally Export Thermal Imaging Camera To Pakistan

CHICAGO — A Bolingbrook man was sentenced to 24 months in federal prison for violating U.S. export laws by attempting to ship a thermal imaging camera from his company in Schaumburg to a company in Pakistan without obtaining a license from the U.S. Commerce Department, federal law enforcement officials announced today. The defendant, Bilal Ahmed, 34, of Bolingbrook, Illinois, was also ordered to complete a term of two years of supervision after his release by U.S. District Judge Rebecca R. Pallmeyer. Ahmed pled guilty to one count of willfully violating export control regulations, specifically the International Emergency Economic Powers Act, between June 2009 and March 2014.

Ahmed was the owner, president, and registered agent of Trexim Corporation, an Illinois corporation based in Schaumburg, which was in the business of purchasing items for export from the United States. The defendant was regularly involved in the negotiation, purchase, and export of materials from United States manufacturers to overseas locations, including Pakistan. The defendant re-

Camera Continued on page 8

Export Control Reform (ECR)

ECR Implementation Status Information

Click this link

<https://www.pmdtdc.state.gov/ECR/index.html>

Attention Compliance Professionals

To advance their careers, a growing number of Compliance Professionals are earning their Master of Science Degree in Regulatory Trade Compliance

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Major Export Enforcement Case Summaries

can be viewed at:

www.pmdtdc.state.gov/compliance/documents/OngoingExportCaseFactSheet.pdf

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DDTC

Directorate of Defense Trade Controls

Update**New Jersey, Man Admits Smuggling \$65 Million In Sensitive Electronic Components To Russia**

NEWARK, N.J. – A Mountainside, New Jersey, man admitted his role in an international procurement network that obtained and smuggled more than \$65 million worth of electronics from the United States to Russia in violation of export control laws.

Alexander Brazhnikov Jr., 36, a naturalized United States citizen born in Moscow, pleaded guilty to one count of conspiracy to commit money laundering, one count of conspiracy to smuggle electronics from the United States, and one count of conspiracy to violate the International Emergency Economic Powers Act (IEEPA).

“As he admitted in court, Brazhnikov was responsible for nearly 2,000 illegal shipments of regulated, sensitive electronics components, many of which wound up in the hands of Russian military and security forces,” U.S. Attorney Fishman said. “He also admitted going to extraordinary lengths to conceal the nature and destination of the shipments, as well to hide the tens of millions of dollars in illegal proceeds generated by the scheme. Shutting down schemes like this keep all of us safer.”

Special agents seized \$4,075,237 in proceeds related to the charged offenses, as well as real property and other assets valued at more than \$600,000.

Source:

<http://www.justice.gov/usao-nj/pr/union-county-new-jersey-man-admits-smuggling-65-million-sensitive-electronic-components>

Taiwanese National Pleads Guilty to Violating U.S. Sanctions on Exportation of Goods to Iran

In San Antonio, 44-year-old Kunlin Hsieh (pronounced “SEE-uh”) (aka Kunlin Xia), a sales manager for Junbon Enterprises Co., Ltd. in Taiwan, pleaded guilty to conspiring to ship U.S. communications technology to the Republic of Iran.

Hsieh admitted that from October 2007 to August 2014, he conspired with others to obtain electronic parts, namely circuit boards with American-made laminates, from U.S. companies without disclosing to them that the parts were destined for Iran. These parts had dual-use military and civilian capability and could be used in such systems as missile guidance systems, secure tactical radio communications, and military radar networks. At no time did Hsieh ever apply for or acquire a U.S. Department of Treasury’s Office of Foreign Assets Control (OFAC) license to export goods to the Republic of Iran

Hsieh faces up to 20 years in federal prison and a fine not to exceed \$1,000,000. Sentencing is scheduled for September 25, 2015.

Source:

<http://www.justice.gov/usao-wdtx/pr/taiwanese-national-pleads-guilty-violating-us-sanctions-exportation-goods-iran>

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The Winds of Education May be Shifting

The winds of popular opinion tend to change direction every so often when it comes to beliefs about the value of post secondary education. It can be very confusing to the hidden majority of working adults who don’t have a college degree. Should they pursue a college degree or not?

Until the U.S. Senate and the Federal government started reporting “gainful employment” discrepancies a couple of years ago—raising the question of whether students will earn enough to repay student loans—the popular belief was to get a decent job a person had to have a college degree. It was widely reported that jobs that required a high school diploma a generation ago now require a bachelor degree. It was called “education creep”. For over a decade education pursuit was in. A major portion of adults felt as though they had to get a degree—any degree. Adult post secondary education exploded. Now the winds have begun to shift, no longer a torrent, more like lost wind moving around the landscape. There is confusion.

As people interested in bettering themselves begin to look seriously at education they heard conflicting view points. Some say get any college degree and you’re set. Some say don’t get a bachelor degree... get a trade—become a tradesman. Some say follow your passion when it comes to learning. Some critics say that getting a bachelor degree is too costly and the return on investment just isn’t there based on the escalating high cost of tuition today. There are as many points of view as there are points on a compass. So should you

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In Compliance....

Where is the Trade Compliance Industry Going?

by DSU Staff

To understand where the trade compliance industry is going, you have to understand its past. In the decades before the new century, trade compliance as we know it today did not exist. Times were simpler. Concerns over the movement of imports and exports across national borders in most countries were minimal. Export controls consisted mainly of tracking exports and imports to measure international trade for econometric models. The military and its contractors worked together with government officials to protect sensitive military issues. It was a simpler time. The world view was simpler, safer.

Today the world is more complex. Recognition of that fact became clear with the terrorist activities that lead to the terrorist attacks of September 11, 2001—9-11. From that nightmare emerged an awareness of how vulnerable the U.S. and other major trading nations were because of the lax trade regulations and enforcement from the last century. It signaled a slow change across all parts of government in the U.S. and around the world.

Just like it takes a large ship considerable distance to change direction, that was the case with the large buracracy of the U.S. Government (USG). Almost immediatly the State Department and the U.S. Commerce Department began to tighten controls. They did this through the revamping of their regulations—putting export controls in place to monitor and regulate all the export of goods and services that are critical to the U.S. national security. Since that slow beginning, all USG agencies that have a role in protecting US interests have slowly enacted their own rules and regulations to protect America’s homeland.

Those who work in trade compliance roles within industry and government are discovering it is no longer enough for them to know their own rules and regulations. Every year the complexity and interdependence on other agencies makes it a constant learning curve for trade compliance professionals to stay abreast of all sister agencies regulations.

As most major trading countries take their lead from the US, Americas, trade partners are enacting their

own set of regulations to protect their trade effort and to protect the global supply chain. The future looks bright for trade compliance professionals who recognize the necessity to stay current with the global tapetry of regulations that impact their sources of supply and their customers. There is little doubt that the future will see even tighter controls and more regulations of trade in the coming decades as the global makretpace matures.



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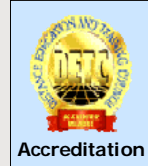
consider going back to school? How should you make that decision?

It depends on your personal career plan. A Career Plan is a document, a map if you will, of the career path you are pursuing. It doesn't have to be rigid and only target a single final career objective in a specific organization. But all career plans should have a number of basic elements. It should express what career is being targeted and what requirements are necessary for entry into the career. For example, to be a medical doctor (MD), a person has to possess a pre-med bachelor degree, be accepted into and graduate from a medical school that offers an MD, residency and more. If the career being sought is that of a Journeyman plumber in a union shop, the requirements will be just as detailed. Passing a set of exams, state licensing, apprenticeship and finally journeyman. Some careers may only have a short list of formal requirements but those who excel in their careers do much more than hit the minimums. An exceptional journeyman plumber must possess many skills—he/she must be a good communicator, must think logically as a problem solver, have good decision-making skills, be organized and above all be competent. In short, be educated. It isn't enough to just be a good plumber; a journeymen plumber is a problem solver that can communicate ideas and achieve results. It is the same for all careers. It takes careful, considerate planning to map out a career path.

The question as to what type postsecondary education should someone pursue is an interesting one. It has been written that if you don't know what you want to do then get a liberal arts education. It gives you a broad education that



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



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polishes you and makes you a discipline and educated thinker. For some, pursuing a liberal arts degree is more than a challenge; it is painful taking classes that are only marginally of interest to them. Those who learn by the "hands-on" approach often find liberal arts programs do not work well for them, unless the program is something like "theater design" or stage management.

So where do you start? It actually starts before you begin laying out your career path. It starts with an honest personal profile assessment. Inventory what are your strengths, weaknesses, skills, mental acuity, passions, impossibilities, temperament, fears and physical realities in your world. Whatever career you're considering must align with this personal

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Airline Continued from page 4

privileges of a company or individual to prevent an imminent or on-going export control violation.

According to the TDO, Al Naser Airlines, based in Iraq, sought to acquire, for Mahan Air, at least two Airbus aircraft that were located in the United States. Ali Abdullah Alhay, a twenty-five percent owner of Al Naser Airlines who was acting on its behalf, signed a Letter of Intent for the aircraft as well as subsequent Sales Agreements. Payments were wired from the account of Bahar Safwa General Trading of Dubai, United Arab Emirates, an entity suspected of acting as a front company for Mahan.

Agents from the BIS Office of Export Enforcement detained the two aircraft prior to their export from the United States. Recent press reports indicate that Al Naser Airlines continues its efforts to procure commercial aircraft for Mahan Air.

Mahan Air has been subject to a Temporary Denial Order since 2008 that has been successively renewed, most recently in January 2015 for its on-going procurement efforts and attempts to evade U.S. export law. Additionally, in October 2011, the U.S. Department of the Treasury named Mahan Air as a Specially Designated Global Terrorist for providing financial, material and technological support to Iran's Islamic Revolutionary Guard Corps-Qods Force.

Source: <https://www.bis.doc.gov/index.php/about-bis/newsroom/press-releases/172-about-bis/newsroom/press-releases/press-releases-2015/868-bis-adds-al-naser-airlines-to-mahan-air-temporary-denial-order>

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ceived orders for goods from Pakistani entities, including Pakistan's Space and Upper Atmosphere Research Commission, also known as SUPARCO, and then purchased and exported those items to the Pakistani entities, including to SUPARCO. Ahmed knew that the export of goods, particularly the export of goods designated as "dual use" items, was controlled in some instances by the Department of State and the Department of Commerce and was aware that certain items required a license issued from either the Department of State or the Department of Commerce in order to be exported from the United States.

The items exported by Ahmed included, among other things, a FLIR HRC-U thermal imaging camera, carbon fiber to make "bullet proof-vests," and microwave laminate, all to Pakistan. Each of those items was on a Commerce Department list of controlled export goods for reasons of national security and regional stability. A license was required to ship the items to Pakistan. The defendant exported and attempted to export those items to Pakistan without ever having applied for such a license.

"For a period of at least four years, defendant made it his business to export items from the United States to overseas locations, without obtaining the necessary licenses and approvals when required. In fact, based just on the purchase orders recovered from defendant's computer at the time of his arrest, purchase orders reflected the export of approximately 203 items from the United States to Pakistan," stated Assistant U.S. Attorney Bethany Biesenthal in the government's sentencing memorandum.

Source: <https://www.bis.doc.gov>

The Feeding Frenzy for Boutique Law Firms

Even though large, national law firms are cashing in big on the demand for legal services to contend with the flood of new laws and regulations impacting international trade, smaller regional law firms that specialize in regulatory trade compliance law are having a field day as smaller manufacturers in the supply chain of some of America's largest aerospace and defense companies wake to the fact that a violation of the recent changes in export controls can not only result in million dollar fines for their small firm, but could also result in shutting down the company and with them getting jail time.

This fear is causing a feeding frenzy for boutique firms rushing to fill these smaller companies' need. They are quietly exploiting the opportunity and are growing fast as they gain market share, knowing that soon competitor law firms will realize what is happening all across America.



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What Happened to These Documents?

by Joseph Zodi

For international business (and for domestic, too!) there is only one thing worse than missing documents. That is having incorrect documents.

If our documents are missing, it's a shortfall, but we can try to expedite them, or possibly even get by with copies. In the United States, the import regulations permit Customs and Border Protection to allow the importer to clear the goods now, and post a bond allowing 180 days to produce the documents.

What happens when documents are incorrect? Often, nothing happens. The shipment is held up until a correction is made. Sometimes, many shipments go through, but a violation results in an audit, where a pattern of errors (and violations) is uncovered. In the United States, the statute of limitations allows penalties as far back as five years.

What happens that makes documents incorrect?

One example is incorrect information. This is often because documentation within an organization hasn't successfully moved from domestic to international orientation.

"FOB Long Beach, California" has one meaning for domestic use (Uniform Commercial Code, applicable for transactions within the United States). It means something quite different for international use (International Commercial Terms of Sale or Incoterms®). As one ex-

ample, internationally, "FOB" can only mean that the seller has loaded the goods on board a vessel at the origin waterport. The current version is Incoterms® 2010, and the IIEI has a course, TRD 141, covering the subject in detail. And, incidentally, there is also a Long Beach, New York, so we want to be sufficiently detailed in our information. "FOB Long Beach, California, U.S.A." is a good usage.

The packing list should clearly indicate if we are listing pounds (lbs.) or kilograms (kgs.). For international usage, conversion to kilograms (divide pounds by 2.204) often is a great help because metric is the norm outside the United States.

Another difficulty can be a lack of clarity. An example is using a \$ symbol on invoices which is perfectly appropriate for a domestic U.S. transaction. But if we are

selling to Canada, do we mean United States Dollars (USD) or Canadian Dollars (CAD)? We sell to Mexico: do we mean Mexican Pesos (MXP)? The symbol is widely used so here we need clarity when going international.

Clarity also means that all those examining the document should be able to understand what is shown. If we label our product with our stockkeeping unit (SKU), A1002, this isn't clear to those outside our organization. If we say, "A1 Tape," is it a measuring tape or adhesive tape? Including the generic description can be a big expeditor of cargo.

Another point is consistency: where one document says one thing and another document says another. Our manually prepared customs invoice correctly says "CPT buyer's door, Montreal, Quebec, Canada" but our computer system printed out a commercial invoice that says "FOB Paris, Texas" because that is the only way we sell domestically. Trouble can be ahead if we don't make a correction before sending out the documents. (Note if we only indicate "FOB Paris" there are still more potential problems. There is Paris, France, of course, but also

Zodi Continued on page 10

Prepare Yourself for Career Opportunities

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 Compliance Law
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 October 29, 2015

**Compliance means
 Complete Compliance**

Zodl Continued from page 9

Paris, Arkansas and others; potentially greater trouble lies ahead.)

Lastly, a major error in some organizations is including the Harmonized Tariff Schedule classification on documents moving between countries. The numbers often are different. Example: regular table salt. The U.S. classifies it as 2501.00.00.00 and Canada classifies it as 2501.00.1000 (neither number exists in the other country's HTS). Table salt is 2501.0001 for Mexico, which only uses eight numbers. And the Schedule B number? Sometimes it is the same as the Harmonized Tariff Schedule of the United States (HTSUSA) number, but sometimes it is different. But the Schedule B itself a classification designed for exporting from the United States and it is not used in other countries at all.

We need to be clear, correct, and consistent in our documentation, doublechecking documentation over as necessary. For our organization, this can be a substantial time and money saver, not a cost. And it is good customer service, making for smooth operations on the other side for our buyer.

Author

Joseph Zodl is the author of countless articles and a popular industry book now in its fifth edition titled **Export-Import: Everything You and Your Company Need to Know to Compete in World Markets.**

Winds- Continued from page 8

inventory. If you are five feet tall and you want to be a police officer and the requirements are that you must be at least five feet seven inches, you need to face that fact in picking a career. If you are not good at math, careers requiring math expertise are out for you.

A career plan does not guarantee you will have the career you planned for. But generally a career plan will assure you as you pursue your goal that your choices of employment or occupation will embody the characteristics of the type of career you are seeking.

Education can help you change your personal inventory. You can enhance your abilities and overcome weaknesses and more. Through education you may find new passions and new ideas that shift your dreams to new career choices.

So if you are considering returning to school and you have completed your personal inventory and sketched out your career plan, what is next? Homework. Be analytical. Look at the jobs that you would like to fill once you have finished your education. Look at what they pay. Check the number of jobs available. Look at what it will cost to graduate. Look at where the jobs are. How competitive are getting one of those positions? Next, honestly compare yourself to the field of people you would be competing against. If you still find the career attractive, ask yourself what else you need to do to stand out amongst the competition; how can you enhance yourself educationally to enter your career?

Realizing in today's world the winds' direction can change before you have finished your education and preparation, what education do you need to prepare for this con-

tingency? Experts say that by having a firm education foundation students can adapt to the changing workplace. Perhaps a wiser approach is to develop strong analytical skills, exceptional written and verbal communication skills and also possess exceptional decision-making abilities is a good start. These traits and abilities are valuable in all careers. No matter which direction the winds of education blow, pursuing the right education aligned with your well thought out career objectives will serve you well.

This opinion article was written by DSU staff

Introduction to Japan Export Controls

The university's newest course, Introduction to Japan Export Controls (TRD-327), is nearing completion. The school's Curriculum Development Specialists and Subject Matter Experts are on schedule to have this course ready for enrollments before the end of the year. Contact your favorite enrollment advisor to put your name on the waiting list today.

Course Description

This three credit hour, six-week course provides an introduction to Japan's Export Controls for English language speakers. Topics include an in-depth examination of Japan's export controls, control lists, regulatory framework impacting trade, related import issues, the processes of licensing exports, and the management of the licensing effort and processes.

This course can be used as an elective in the bachelor degree program or taken as an "Open Enrollment" stand alone course. For complete details speak with your advisor.

Classes Starting Soon

September 2015

TRD-321	The Harmonized Tariff Schedule
BUS-404	Researching the Global Village
TRD-257	Empowered Official Essentials
TRD-317	Introduction to the Foreign Corrupt Practices Act
TRD-365	Ethics in Import Compliance
TRD-323	Australia: Export Controls
TRD-141	Introduction to Incoterms (R) 2010
TRD-311	Documentation for Export Compliance
TRD-143	Introduction to CTPAT
TRD-260	Encryption Controls
TRD-307	Understanding the EAR
TRD-319	Managing Disclosures

October 2015

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 Mgmt
SCM-202	21st Century Logistics
SCM-376	Purchasing in the Global Marketplace
TRD-225	Documentation for the Global Village
TRD-306	Understanding the ITAR
TRD-320	Ethics in Trade Compliance
TRD-510	Import Trade Fundamentals
TRD-535	Agency Regs in Trade Compliance
STM-108	Mathematics Fundamentals
TRD-101	Getting Started in International Trade
TRD-129	Introduction to Importing
TRD-201	Exporting/Importing Environment
TRD-340	Importing Munitions
STM-175	Introduction to Earth Science
TRD-214	Trade Compliance Environment 1
TRD-309	Commerce License Exceptions
TRD-311	Documentation for Export Compliance
TRD-325	UK: Export Controls
BUS-405	Global Business Plan
HAS-240	Shakespeare I

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TRD-307	Understanding the EAR
TRD-308	Mastering ITAR Exemptions
TRD-366	Topics in Import Management
TRD-320	Ethics in Trade Compliance
TRD-505	Export Fundamentals
TRD-528	Trade Compliance Treaties & Guidelines
TRD-535	Agency Regulations in Trade Compliance

November 2015

BUS-204	Innovation and Entrepreneurship
TRD-215	Trade Compliance Environment 2
TRD-306	Understanding the ITAR
TRD-322	Understanding NAFTA
TRD-299	Agreements Under the ITAR
BUS-401	Global Culture
BUS-440	Legal Environment of Business
FAE-450	International Economics
HCA-133	Introduction to Public Health
MGT-135	Introduction to Leadership
MGT-335	Modern Management Principles
MGT-345	Organizational Behavior
SCM-412	Global Supply Chain Strategies
STM-160	Statistics in Business
TRD-140	Importing Duties and Regulations
TRD-311	Documentation for Export Compliance
HAS-270	Introduction to Anthropology
SCM-127	Freight Forwarder Practices
TRD-307	Understanding the EAR
TRD-319	Managing Disclosures
TRD-324	Canada: Export Controls



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Class start date schedules are subject to change based on class enrollments and other factors.



Dunlap - Stone University

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The word “TRADE” in DSU’s Bachelor Degree Program sets it Apart

Bachelor of Science in International Trade Management

At first glance Dunlap-Stone University may appear to serve a narrow niche market with its Bachelor of Science in International Trade Management degree program. But upon closer examination the school’s one of a kind program targets one of the largest and fastest growing markets anywhere: global trade.

International trade activity, including the goods and services it provides, dominates nearly every industry worldwide and every market or discipline a person might choose as a vocation. One aspect of trade or its byproducts touches most people’s lives in most countries. From the foods we eat to the goods we consume, international trade has made life for most of us what it is today.

Many schools across the U.S. offer either an “international management or international business bachelor degree”. According to published records, those programs don’t fully teach the practical aspects international trade. There is a world of difference between international business curriculum and international trade as taught at DSU. Although DSU’s

program does teach the same theories of international business as those other programs, it goes far beyond theories. It also teaches students to be active participants in global trade at all levels. Students learn the practical and applied aspects of securely moving goods between nations safely, investigating and opening global markets and complying with most global regulations impacting trade. From the very first class in the program students get “hands-on” experience, applying what they learn about global trade to the practical issues and concerns needed in industry.

In the U.S. and other developed nations, international trade touches most peoples’ lives at work and at play. It does this in ways most take for granted. Look around your home or office and you see nearly everything is made in another country. Shelves are full at the store; the goods we consume come from far and wide in ways that seem almost effortless if not magical. It is more than the global supply chain at work, bringing raw materials from one side of the world to be transformed in another location into components to be assembled in yet another distant country and be used in yet another. It does not just happen. It is GLOBAL TRADE. It is these practical and applied principles and skill sets that are the focus of DSU’s education programs. Because global trade brings food to our table and most other commodities we take for granted in our daily lives, most of us take for

granted the word “TRADE”. When people see the word “international business” in other schools’ catalogs, they just assume that means “trade”. In most instances it does not. Dunlap-Stone University’s Bachelor of Science in International Trade Management program is unique. Many of the courses within the program cannot be found anywhere else. You won’t find a similar program elsewhere. That is why DSU is a magnet for people who want to learn the critical skills needed as the global marketplace matures.

With the rapid globalization of most industries, nearly every business is impacted by global trade and the practices governing trade. Understanding the practical and applied aspects of how an enterprise in any industry is dependent on flow of global trade is critical in today’s super competitive marketplace. In today’s job market, those who possess the skills that add value to their employers’ core competencies have a competitive advantage in their career advancement. That is why over 40% of 2013 accreditation survey respondents reported they received a pay raise or promotion after completing their course of study at DSU and IIEI. Over 98% of survey respondents in our most recent accreditation effort reported that they would recommend DSU to their friends.

Contact an enrollment advisor to discover your graduation date.

Attorneys

Master of Laws in
U.S Regulatory Trade Law

Call for Next Start Date

Space is Very Limited

GRADUATION ANNOUNCEMENT

Joshua Clepper

Degree Awarded: **Associate of Arts**
 Emphasis: Business Administration
 Graduated with Honors: *Magna Cum Laude*

Christina Serrano

Degree Awarded: **Bachelor of Science**
 Emphasis: Trade Compliance Law

Sherida Feazell

Degree Awarded: **Master of Science** - Regulatory Trade Compliance
 Graduated with Honors: *Magna Cum Laude*

James Fox

Degree Awarded: **Master of Science** - Regulatory Trade Compliance
 Graduated with Honors: *Magna Cum Laude*

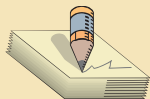
Andrea Kelley

Degree Awarded: **Master of Science** - Regulatory Trade Compliance
 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 all the supportive families and friends for helping them achieve this life milestone!



Dunlap-Stone University Student Honor Roll

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

Honor - Distinction - Excellence

Amina Ahmad
 Ashley Akers
 Tatiana Alekseenko
 Jan Allmeyer
 Dana Alvares
 Lee Alvarez
 Magdeline Andrion
 Sean Barni
 Cynthia Barron
 Julianne Behnke
 Michael Beitler
 Andrew Booth
 Dana Buss
 Lisa Chapin
 John Chew
 Joshua Clepper
 Valerie Chu
 Justin Cook
 Michael Cook
 Christopher Cornett

Jennifer Dahlgren
 Deen Dell
 Tracey Doyle
 Wendy Epley
 Carla Felton
 Mona Ferrigno
 Barbara Flynn
 Alicia Fowler
 Rada Gaynullina
 Joshua Gelder
 Rusty Groves
 Susan Haertling
 Annette Hayden
 Torsten Helk
 Claire Hoberecht
 Christina Huelsman
 Deborah Janis
 Michael Jeffers
 Ryan Jones
 Jennifer King

Laura Koss
 Diana Krekelberg
 Diane Lengyel
 Alvin Lim
 Carolyn Lott
 Janet Mantell
 Lazara Martinez
 Andrew McBride
 Paula Messer
 Barbara Milam
 Jamie Muratet-Beel
 Skip Murphy
 Jonathan Myrick
 Colon Ng
 Li Nie
 Richard Ornelis
 Tracy Perreault
 Kimberly Pritula
 Renate Radford
 Cheryl Rockwell

Beth Schroll
 Elizabeta Stajic
 Andria Toscano
 Jeanine Turell
 Mark Tylicki
 Kelsi Walker
 Cynthia Whitecotton
 Lauri Wierzbicki
 Stephanie Wood
 Aaron Yip
 Jeffery Zinsli

Congratulations to these Outstanding Students.

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



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