



FALL 2016 INTERNATIONAL PROFESSIONAL SERIES

*Certified Global Business Professional (CGBP)
Certification Training*

The International Professional Series *For Both Novice and Experienced Exporters*

The *International Professional Series* at Bryant University provides participants with the expertise and hands-on information to help them succeed in the global marketplace. For those new to international trade, this is an excellent introduction to the key components of global business. For trade professionals, this is an opportunity to broaden your knowledge and stay current on the latest regulations and best practices.

Presented by skilled business professionals who are subject matter experts, each seminar will cover relevant topics that together will provide a comprehensive overview of the international business process. Choose individual sessions according to your interests, or attend all six sessions and receive a Bryant University *International Professional Series* Certificate. Completing the International Professional Series will also prepare participants to sit for the Certified Global Business Professional exam and earn their *CGBP certification* (see below).

Global Business Management - October 13, 2016

Global Supply Chain - October 27, 2016

Global Trade Finance - October 18, 2016

Global Marketing - November 1, 2016

Export Regulations - October 20, 2016

Import Procedures & Regulations - November 8, 2016

REGISTRATION 8:00 AM

PROGRAM: 8:30 - 3:30 (Lunch Provided)

LOCATION: Bryant University, 1150 Douglas Pike, Smithfield, RI 02917

NASBITE and the Certified Global Business Professional (CGBP)

The *Certified Global Business Professional (CGBP)* certification is an internationally recognized professional credential issued by NASBITE that demonstrates an individual's competency in international business. The CGBP certification recognizes the individual's level of experience and knowledge, and can enhance their opportunities in the global business environment. Upon successful completion of the *International Professional Series*, participants will be prepared to sit for the CGBP exam.

The CGBP exam is administered by an independent testing agency and is *not* included in the cost of the International Professional Series. There are test locations in RI, MA and CT. The next exam dates are:

- November 28 - December 20, 2016 (Registration deadline: October 16, 2016)
- ♦ March 6 - April 3, 2017 (Registration deadline: January 22, 2017)



For more information on CGBP and to register: <http://www.nasbitecgbp.org/>

Cost: \$125 per session

All 6 Sessions: \$625.00*

Eligible RI companies may be able to receive financial assistance with registration costs.

Call 401-232-6525 for more details.

Brought to you by the Chafee Center for International Business at Bryant University, in partnership with Commerce RI and the U.S. Small Business Administration. Reasonable accommodations will be made for individuals with disabilities.

LOCATION:

Bryant University
Fisher Center, 1st Fl, Pappitto
1150 Douglas Pike,
Smithfield, RI 02917
www.bryant.edu



<p align="center"><u>Session 1</u></p> <p align="center">Global Business Management</p> <p align="center">Thursday, October 13, 2016</p>	<p align="center"><u>Session 2</u></p> <p align="center">Global Trade Finance</p> <p align="center">Tuesday, October 18, 2016</p>	<p align="center"><u>Session 3</u></p> <p align="center">Export Regulations</p> <p align="center">Thursday, October 20, 2016</p>
<p>Key topics will include:</p> <ul style="list-style-type: none"> • Global Business Planning • Ethical & Cultural Issues • Export Readiness Assessment • Key Legal Considerations • Intellectual Property Rights • Foreign Corrupt Practices Act (FCPA) • Corporate Responsibility • Cyber Security 	<p>Key topics will include:</p> <ul style="list-style-type: none"> • Basic Accounting Principals • Methods of Payment • Foreign Exchange • Trade Finance • SBA Loan Programs • Ex-Im Bank • Receivables Insurance • Global Tax Issues • Risk Assessment and Management 	<p>Key topics will include:</p> <ul style="list-style-type: none"> • Overview of Export Controls • Agencies Involved • Determining Jurisdiction • Understanding the EAR • Understanding ITAR • AES/Census • Creating an Export Compliance Program
<p align="center"><u>Session 4</u></p> <p align="center">Global Supply Chain & Logistics</p> <p align="center">Thursday, October 27, 2016</p>	<p align="center"><u>Session 5</u></p> <p align="center">Global Marketing</p> <p align="center">Tuesday, November 1, 2016</p>	<p align="center"><u>Session 6</u></p> <p align="center">Import Procedures & Regulations</p> <p align="center">Tuesday, November 8, 2016</p>
<p>Key topics will include:</p> <ul style="list-style-type: none"> • Global Logistics • Modes of Transportation • Calculating Freight Costs • Documentation • Supply Chain Security • CT-PAT • INCO Terms • Cargo Insurance • Sourcing Strategies 	<p>Key topics will include:</p> <ul style="list-style-type: none"> • Creating an Export Marketing Plan • Research Resources • Methods of Market Entry • Contracts and Representation • Product Standards and Regulatory Compliance • Landed Costs • Marketing Tools: Trade Missions/ Trade Shows/ Department of Commerce Programs 	<p>Key topics will include:</p> <ul style="list-style-type: none"> • Harmonized Tariff Overview and Use • Import Documents • Free Trade Agreements • Foreign Trade Zones • Duties, Taxes, Quotas • Country of Origin Determination • Markings • Import Programs • Duty Drawback

REGISTRATION

Cost: \$125.00* per session (including lunch)

Pre-Register for All 6 Sessions: \$625.00*

To Register online:

<https://www.regonline.com/intlproffall2016>

Or call: 401-232-6409

The Chafee Center for International Business

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Funded in part through a Cooperative Agreement with the U.S. Small Business Administration



Brought to you by the Chafee Center for International Business at Bryant University, in partnership with Commerce RI and the U.S. Small Business Administration.

Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact Heather DeMarco at 401-232-6409.

The Chafee Center for International Business
 1150 Douglas Pike,
 Smithfield, RI 02917
 401-232-6407
www.bryant.edu/chafeecenter