CHARTERED
INSTITUTE OF PROFESSIONAL CERTIFICATIONS



CERTIFIED U.S. IMPORT EXPORT CONTROLS, SANCTIONS REGULATIONS AND TRADE COMPLIANCE

Fully Accredited By:

Chartered Institute of Professional Certifications

CPD Certification Service



PROGRAM OVERVIEW

The United States operates one of the most expansive and rigorously enforced trade compliance regimes in the world. With over **15 federal agencies administering overlapping export controls, sanctions programs, and import regulations**, and with OFAC's Specially Designated Nationals list **updated more than 1,000 times** a year, the compliance burden on organizations engaged in cross-border trade has never been heavier.

This certified program transforms regulatory complexity into practical decision frameworks you can **apply immediately across import, export, and sanctions activities. You will master how to apply reasonable care, determine HTSUS (Harmonized Tariff Schedule of the United States) and ECCN classifications, and assess country-of-origin and valuation requirements** with precision. You will also sharpen your ability to **conduct EAR (Export Administration Regulations) and ITAR screening** before transactions proceed, catching red flags before they become violations.

Beyond understanding the rules, you will learn to recognize exactly when restrictions apply and document a defensible basis for every decision. You will develop **structured approaches to export licensing, sanctioned and restricted-party screening, and OFAC compliance**, and strengthen your ability to **assess counterparties against applicable sanctions and restricted-party lists, identify red flags, and escalate higher-risk transactions**. You will also examine disclosures, mitigation, and administrative inquiries to understand how enforcement issues develop and how stronger controls can sharply reduce exposure.

ACCREDITATIONS

CPD CERTIFIED
The CPD Certification Service

Trustpilot
4.8

CHARTERED
INSTITUTE OF PROFESSIONAL CERTIFICATIONS
4.6



PROGRAM OVERVIEW

Through transaction-based exercises and real-world case studies, you **will evaluate import scenarios, perform export-control screening, and assess sanctions risks**. This hands-on approach will sharpen your judgment, documentation, and escalation discipline, enabling you to build defensible processes and elevate regulatory readiness across international operations.

Upon successful completion, you will earn the **Certification in U.S. Import Export Controls, Sanctions Regulations and Trade Compliance**. This distinguished credential validates your capability across import compliance, export controls, and economic sanctions, and demonstrates your ability to strengthen compliance programs, manage regulatory obligations, and drive more resilient international trade operations.

ACCREDITATIONS

CPD CERTIFIED
The CPD Certification Service

Trustpilot
4.8

CHARTERED
INSTITUTE OF PROFESSIONAL CERTIFICATIONS
4.6

KEY SKILLS YOU WILL GAIN

From This Program



IMPORT COMPLIANCE GOVERNANCE
EXPORT COMPLIANCE GOVERNANCE
SANCTIONS COMPLIANCE GOVERNANCE
TRADE COMPLIANCE PROGRAM MANAGEMENT

IMPORT RISK ASSESSMENT
EXPORT CONTROL SCREENING
SANCTIONS RISK ASSESSMENT
TRANSACTION-LEVEL TRADE RISK ASSESSMENT

REASONABLE CARE FRAMEWORKS
CUSTOMS ENTRY REVIEW
HTSUS CLASSIFICATION
ECCN CLASSIFICATION

COUNTRY OF ORIGIN DETERMINATION
MERCHANDISE VALUATION
USML CATEGORIZATION
EAR COMPLIANCE
ITAR COMPLIANCE

EXPORT ORDER OF REVIEW
EXPORT LICENSING

YOUR FACULTY DIRECTOR



Robert Kossick

Seasoned International Trade Law & Sanctions Specialist

Robert Kossick is a distinguished international trade, customs, export controls, and sanctions practitioner with over 20 years of experience across the United States, Latin America, and China. A **board-certified international trade practitioner, licensed U.S. customs broker, and certified export specialist**, he brings deep expertise in **import and export compliance, economic sanctions, trade enforcement, regulatory risk, and transaction security**. His work spans customs law, compliance planning, enforcement, and international trade policy.

Robert has practiced customs and trade law with a Fortune 50 corporation, served as a **trade policy analyst under a former U.S. Trade Representative, and advised the World Bank, the Mexican Office of the Presidency, and the Washington District Export Council**. He is currently a principal at Olsson Frank Weeda and lectures at the University of Washington Law School, Seattle University School of Law, and University of International Business and Economics. He also **serves on the boards of the U.S.-Mexico Chamber of Commerce PNW Chapter and the Global Sanctions Training Foundation**.

OUR PARTICIPANTS

Over 70% of FORTUNE 500 Companies Have Attended Our Accredited Programs Before























PROGRAM AGENDA

MODULE 1 - FUNDAMENTALS OF U.S. IMPORT POLICY AND PRACTICE

- Importing Overview
- Building Blocks
- Compliance Screens and Mechanisms

MODULE 2 - IMPORT COMPLIANCE IN PRACTICE

- The Duty of Reasonable Care and Compliance Screening
- Internal Advice and Rulings
- Internal Controls and Compliance Programs

MODULE 3 - U.S. IMPORT ENFORCEMENT

- Administrative Communications and Inquiries
- Administrative Enforcement and Mitigation
- Judicial Enforcement

MODULE 4 - FUNDAMENTALS OF U.S. EXPORT POLICY AND PRACTICE

- Exporting Overview
- Building Blocks
- Transaction Walkthrough

MODULE 5 - U.S. EXPORT CONTROLS

- Export Control Screening Under The EAR And ITAR
- Export Licenses, Authorizations, and Approvals
- Antiboycott Screening

MODULE 6 - U.S. EXPORT COMPLIANCE

- Export Clearance Under the FTR
- Export Compliance Programs
- Emerging Export Issues

MODULE 7 - U.S. EXPORT ENFORCEMENT

- Administrative Oversight
- Administrative Enforcement
- Judicial Enforcement

MODULE 8: FUNDAMENTALS OF U.S. ECONOMIC SANCTIONS

- Sanctions Overview
- Building Blocks
- Tools and Application Dynamics



PROGRAM AGENDA

MODULE 9 - U.S. ECONOMIC SANCTIONS COMPLIANCE

- Sanctions Screening
- OFAC Licensing
- Sanctions Compliance Programs

MODULE 10 - U.S. ECONOMIC SANCTIONS ENFORCEMENT

- Administrative Oversight
- Administrative and Judicial Enforcement
- Unblocking and Delisting

YOUR CHARTER DESIGNATION



Chartered Institute of Professional Certifications' programs are unique as they provide you with professional charter designations and marks that can be used across your lifetime once you have completed our programs.

Upon successfully completing this program, you will be awarded the **Certification in U.S. Import Export Controls, Sanctions Regulations and Trade Compliance**, ready to be added to your resume, CV, and professional credentials. This professional certification carries **lifelong validity** and sends a clear signal of your expertise in U.S. import compliance, export controls, economic sanctions, and trade regulations. It validates your capability to navigate complex trade requirements, strengthen compliance programs, manage regulatory and enforcement risks, and sustain compliant international operations.

This program is developed by the **Chartered Institute of Professional Certifications**, and its content has been certified by the **CPD Certification Service** as adhering to continuing professional principles.

ABOUT US

49,525 Business Leaders Have Attained Their Chartered Certifications Since 2009

390 Certified and Fully Accredited Programs

87% Chartered Leaders Have Reported Career Promotions and Enhancements

Chartered Institute of Professional Certifications

All of Chartered Institute of Professional Certifications programs are fully accredited programs. The professional charters and designations are trademarked credentials that can only be used by professionals who have completed and passed our accredited program. It is also independently accredited by CPD as adhering to the highest standards of continuing professional principles.



OUR FACULTY DIRECTORS

We Collaborate With Instructors From Renowned Institutions

HARVARD UNIVERSITY

Wharton University of Pennsylvania

Stanford University

UNIVERSITY OF MICHIGAN

LSE THE LONDON SCHOOL OF ECONOMICS AND POLITICAL SCIENCE

Columbia Business School

London Business School



CONTACT US TODAY

We Thank You for Your Ongoing Support of Our Programs

Singapore and Asia Pacific Enquiries

Email: advisor@charteredcertifications.com
Phone: +65 6716 9980
Address: Chartered Institute of Professional Certifications
1 Gateway Drive
#20-04 Westgate Tower
Singapore 608531

Australia and New Zealand Enquiries

Email: advisor@charteredcertifications.com
Phone: +61 3 9909 7310
Address: Chartered Institute of Professional Certifications
530 Little Collins Street, Level 1
Melbourne VIC 3000, Australia

UK, Europe and Middle East Enquiries

Email: advisor@charteredcertifications.com
Phone: +44 (020) 335 57898
Address: Chartered Institute of Professional Certifications
86-90 Paul Street
London, EC2A 4NE

USA Enquiries

Email: advisor@charteredcertifications.com
Phone: +1 888 745 8875
Address: Chartered Institute of Professional Certifications
99 Wall Street #3936
New York, NY 10005