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

**Fully Accredited
By:**

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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



4.8



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



4.8



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.

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We Thank You for Your Ongoing Support
of Our Programs

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