



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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Enrollments Skyrocket

The year 2015 has brought fresh enthusiasm for trade compliance law degree seeking students. Enrollments are up nearly 30% as the export controls industry continues to grow and mature.

Students say they are preparing for the growth in management trade compliance related jobs experts say will result as the industry matures.

Growth is happening in both undergraduate and graduate compliance related degree enrollments and from students seeking to prepare for their industry certification degrees.

Join your friends and associates in preparing for a bright future.

WTO Cuts World Trade Growth Forecasts for 2015

(Reuters) - Global goods trade will grow less than hoped this year and next, and factors including regional conflicts and the Ebola outbreak are putting a quick return to stronger growth at risk, the World Trade Organization said on Tuesday.

Trade in goods will grow by 3.1 percent this year, much less than the 4.7 percent the WTO forecast in April. It cited "weaker-than expected GDP growth and muted import demand in the first half," according to a statement.

Trade was likely to grow 4.0 percent in 2015 rather than the 5.3 percent expected previously, still far below the 20-year average of 5.2 percent and "risks abound in the form of geopolitical tensions, regional conflict and health crises (Ebola)".

WTO economists had previously seen conditions for stronger trade return-

ing after a two-year slump, but instead it stagnated in early 2014 as import demand fell in developing countries and harsh U.S. weather and a Japanese sales tax rise also weighed.

The possibility of worse tensions over Ukraine, a deepening Middle East conflict and increased panic caused by West Africa's Ebola outbreak have all clouded the forecast, the WTO said.

Source: <http://www.reuters.com/article/2014/09/23/us-global-economy-trade-idUSKCN0H11KZ20140923>

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If Made in China, Hard Entry to U.S.A

Labor dispute leads to shutdown of 29 West Coast U.S. seaports, key trade links with Asia and Pacific Rim



Importer and exporters of goods into and out of the U.S. scramble to find alternatives of using portals in Canada and Mexico. For more go to:

<http://www.usnews.com/news/business/articles/2015/02/12/west-coast-seaports-mostly-shut-down-amid-contract-dispute>

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Notes from the President

Incredible is the Right Word

by *Dr. Donald N. Burton*



In our last issue of GlobalWatch when we began our celebration of our 20th year serving our nation and the world, I was so busy that I didn't stop to ponder the significance of that feat. The last 20 years went by in a blink. If I thought that was fast it is nothing compared to how fast things are going now. Shortly we will graduating our first graduate students, the first in our nation to earn their Masters Degree in Regulatory Trade Compliance Law. What a milestone. Since that group started we have two more cohorts of students right on their heels. When they graduate they will possess the highest degree of knowledge in the industry. It is going to be fun watch their careers and where they take that knowledge to.

As was noted on the front page of this issue, enrollments are up, way up. Large global companies everywhere are partnering with the school or simply increasing their enrollments as they strive to educate their global staffs on trade compliance regimens. It does not hurt that DSU keeps expanding its course offering to include major trading nations around the globe. See what I mean? It is hard to keep up with the changes. Shortly we will open enrollment for an online course covering Japans' export and import regulations. Others courses, I can't mention yet, are soon to follow.

I think what makes me happiest is the number of students who took classes from us back in 2004 to 2008 are coming back now to finish the bachelor degree or start their masters degree. I am so pleased to welcome them back.

In this issue I reflect on the last

20 years (see page 3) and look a bit into the future. As usual on pages 4 and 5 you will find BIS and DDTC topics of interest. Starting on page 6 in the In-Compliance column the topic of unlawful diversion of shipments is discussed in an article from BIS.

Those of you considering attending the BIS West Coast Conference need to already have you tickets and plans in order. See details about the conference on page 10. Read the article about wounded warriors on page 2. It's nice to know of the support for them is unwavering.

We congratulate Yegor Yelenchak on graduating with honors in February. And I also applaud those who made the honor roll. Well done to all.

If you are going to the BIS West Conference, stop by our both and say "HI" to Wini Hunt. She enjoys meeting new people and seeing old friends, As always, thank you for your strong, continued support. Be well.

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Reflections from DSU's Founder

He Looks Back Over the First 20 Years at Dunlap-Stone University
to See the School's Bright Future

Since DSU's founding over two decades ago much has changed, but many things have remained the same. The college evolved amid rapid change in the industries we serve, changes in technology, changes in the needs of our students, and changes within the school itself. Pausing at our 20th anniversary, we review these changes and reflect on our future direction. Dr. Donald Burton was recently asked to address this history and what comes next.

Initial comment from Dr. Burton:

The school has always focused on meeting the needs of students, truly "student centered learning." Early on, we knew that courses and programs we offered would not be the typical theory and overly-academic view of international trade taught elsewhere. From our very first online classes in 1996 designed to teach the skills that certification exams assessed, we focused on the practical application of skills that students and their employers said they wanted. We made those skills and abilities the learning outcomes for our courses. We decided we would leave discussion of the policy issues that determined laws and regulations to others. Our students wanted information relevant to their jobs: how to safely conduct trade between nations. This approach has worked for the last 20 years.

Q: What were the original goals of the organization?

A: Originally, the goal of the organization that is now DSU was to fill

a need identified by the U.S. Department of Commerce (DOC): to validate the knowledge of exporters. They envisioned an independently-developed, academically-sound certification program that would help U.S. District Export Council staff members across the U.S. determine where they should focus their efforts to assist exporters. In essence, they wanted to know if people seeking help were really "export ready." Certification, they said, would tell them that.

A year of research went into determining a baseline of knowledge needed by export practitioners, and then the company was formed. Even though people had business cards that said "export manager," those early exams we administered showed that they really did not possess the knowledge needed to successfully work with DOC to export. They could not pass a test consist-

ing of the most basic skills and knowledge needed to work with DOC; they weren't ready for help.

With this knowledge, we developed training materials to teach the skills needed to both pass the exam and conduct international trade transactions. Then the effort expanded. The skills needed to perform a range of roles within the import-export arena were identified and corresponding certifications were developed. The International Import-Export Institute, as it was called then, became a well-respected leader in professionalizing the international trade field.

Then industry leaders approached us, asking that we pursue accreditation. They wanted our practical courses to be accredited college courses so that they could use their educational benefits programs to train their employees. In 2003, the training entity gained state licensure as a school and accreditation as a college, and the certification test development and administration functions became a separate department, then division, and ultimately was spun off as a separate corporation.

Over the intervening years, Dunlap-Stone University (DSU) grew into what it is today: a respect university comprised of the College of Arts & Sciences, the International Import-Export Institute—the renowned business school for practical international trade knowledge and skills—and the Graduate Law Center at DSU, offering the only accredited Master of Laws degree



BIS Update NEWS and Sanctions

Indicted Chinese National Lands At Boston's Logan Airport To Face Federal Prosecution For Supplying Iran With Nuclear Production Parts

BOSTON – Sihai Cheng, a/k/a Chun Hai Cheng, a/k/a Alex Cheng, a citizen of the People's Republic of China (PRC), arrived at Logan Airport to face charges for conspiring to export pressure transducers to Iran which can be used in the production process of weapons-grade uranium.

Cheng is charged in a ten-count indictment with Seyed Abolfazl Shahab Jamili, an Iranian national, and two Iranian companies, Nicaro Eng. Co., Ltd. (Nicao) and Eyvaz Technic Manufacturing Company (Eyvaz). They are accused of conspiring to export, and exporting, highly sensitive U.S. manufactured goods with nuclear applications to Iran.

The indictment alleges that Cheng supplied thousands of parts that have nuclear applications, including U.S. origin goods, to Eyvaz, an Iranian company involved in the development and procurement of parts for Iran's nuclear weapons program. nited States.

For the complete press release visit: www.bis.doc.gov/index.php/forms-documents/doc_download/1105-cheng-arrest

Updated Guidelines for Agreements

Updated Feb 2, 2015

Licensing: Notice: Effective immediately, DDTC will make a slight change to the validity dates for certain agreements affected by Export Control Reform. If an agreement contains multiple USML categories, the "relevant final rule" now refers to the last rule impacting any of the categories contained in the agreement. This change has been made to alleviate the potential burden on exporters of seeking multiple authorizations or multiple amendments due to the staggered release of the revised USML categories. The Guidelines for Preparing Electronic Agreements, Table 20.1, Note 1, is hereby changed to read: "If an agreement contains multiple USML categories, the "relevant final rule" refers to the last rule impacting any of the agreement's categories."

See supporting information at right.

For complete details click this link:

<https://www.pmdtcc.state.gov/licensing/agreement.html>

Export Control Reform (ECR)

ECR Implementation Status Information

Click this link

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

Activities Frequently Requiring Agreements

- Supporting Direct Commercial Sales to Foreign Parties
- Providing Overseas Maintenance or Training Support
- Technical Studies, Evaluations, Demonstrations or Consultations with Foreign Parties
- Release of Manufacturing Data or Rights
- Efforts to Import Technology from Abroad
- Supporting a Foreign Military Sales Case (Beyond scope of LOA)
- Supporting U.S. government-Sponsored Foreign Contracts

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DDTC

Directorate of Defense Trade Controls

Update**New Requirements for the Permanent Export of Unmanned Aerial Systems**

In support of the U.S. policy on the export of military unmanned aerial systems (UAS), DDTC now requires certain assurances of proper use from the foreign end users prior to export. In addition to the required DSP - 83, Non Transfer and Use Certificate, DDTC now requires an addendum to paragraph five (5) of the DSP - 83 to address this requirement. The DSP - 83 with the required addendum, signed by the foreign end user and U.S. applicant, must be submitted at the time of initial application for a permanent export license. The temporary export of UASs (i.e. marketing) will not require assurance at the time of export but any sale and subsequent permanent export must comply with this requirement. The addendum must be in the following format: (Click link to view)

<https://www.pmdtcc.state.gov/documents/AG%20Validity%20Dates%20-%202002%2011%2015.pdf>

Major Export Enforcement Case Summaries

can be viewed at:

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

Click link for Document

Chief Officer of Engineering Firm Sentenced For Attempted Illegal Shipment To Iran

Hetran Inc. and its Chief Executive Officer, Helmut Oertmann were sentenced for their involvement in a conspiracy to evade export reporting requirements and with attempting to smuggle to Iran a lathe machine in violation of U.S. export regulations. Oertmann received a sentence of 12 months probation. Hetran, an engineering and manufacturing plant in Orwigsburg, Schuylkill County, Pennsylvania, was also sentenced a fine of \$337,500 cash and \$500,000, which was suspended. The fine made both Oertmann and Hetran jointly liable for payment.

According to U.S. Attorney Peter Smith, Hetran manufactured a horizontal lathe, also described as a bar peeling machine ("peeler"), valued at more than \$800,000 and weighing in excess of 50,000 pounds. The machine is used in the production of high grade steel or "bright steel", a product used, among other things, in the manufacture of automobile and aircraft parts.

Source: http://www.bis.doc.gov/index.php/forms-documents/doc_download/1101-hetran-12-03-14-chief-officer-of-engineering-firm-sentenced-for-attempted-illegal-shipment-to-ir

Specially Adapted Housing for Wounded Warriors and Disabled Veterans

Are you a Veteran with a severe service-connected disability that affects your mobility? Do you know someone who is? The Department of Veterans Affairs (VA) administers the Specially Adapted Housing program, designed to help severely disabled Veterans and Servicemembers purchase or construct an adapted home, or modify an existing home to accommodate a disability. Two grant programs exist: the Specially Adapted Housing (SAH) grant and the Special Housing Adaptation (SHA) grant.

We want to ensure anyone who might qualify knows about this program.

The SAH grant is designed to help disabled Veterans and Servicemembers by providing a barrier-free living environment, such as a wheelchair accessible home, that affords Veterans a level of independent living they may not otherwise enjoy. Veterans and Servicemembers with specific service-connected disabilities (including loss/loss of use of both lower extremities) may be entitled to a grant for the purpose of constructing or modifying a home to meet their adaptive needs, up to the current maximum of \$70,465.

The SHA grant can be used to increase the mobility of eligible Veteran and Servicemembers throughout their residences. Veterans and Servicemembers with specific service-connected disabilities (including severe visual impairment or loss/loss of use of both hands) may be entitled to this type of grant, up to the current maximum of \$14,093.

For those who do not yet own a home, a temporary grant may be

Wounded Warrior- *Continued on page 8*



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In Compliance....

EAR Best Practices for Preventing Unlawful Diversion of U.S. Dual-Use Items Particularly through Transshipment Trade

by BIS Staff

The best practices identified herein are intended to help industry guard against diversion risk. Both government and industry recognize that implementing effective export compliance programs is an important component of responsible corporate citizenship and good business practices.

The success of export control laws rests on well-managed and comprehensive export compliance programs. The diversion of dual-use U.S. origin items from authorized to unauthorized end-uses, end-users, or destinations, even inadvertently, undermines efforts to counter the proliferation of weapons of mass destruction, terrorism, and other threats to national and international security. Global “transshipment hubs”—i.e., countries or areas that function as major hubs for the trading and shipment of cargo—pose special risks due to their large volumes of export, transit, transshipment, and import and re-export traffic. Such hubs make transshipment trade particularly vulnerable to the diversion of sensitive items to unlawful purposes.

To combat diversion risk, the Bureau of Industry and Security (BIS) has exchanged information with industry (including exporters, freight forwarders, carriers,

consolidators, express couriers, and others) involved in the export of items subject to the Export Administration Regulations (EAR). BIS consolidated existing best practices and established new practices aimed at preventing diversion. BIS recognizes the importance of soliciting input from industry to define this new set of best practices to prevent diversion.

The publication of these best practices creates no legal obligation to comply with such practices on the part of any person, absent a legal requirement that is set forth elsewhere in the EAR. Compliance with these best practices creates no defense to liability for the violation of the EAR or other export control laws. However, demonstrated compliance with these best practices may be considered in assessing a person’s conduct.

Although BIS issues this guidance on industry best practices as it applies to items and transactions that are subject to the EAR, the guidance clearly has broader potential application. BIS envisions this guidance as a step toward a strengthened dialogue with all members of the export logistics supply chain industry, other agencies that administer export controls, and foreign governments in a manner that

may make the guidance pertinent beyond its application to the EAR.

Principles

These best practices are based on the following four principles:

- Industry and government should work together in a cooperative partnership on a domestic and global basis to foster secure trade.
- Secure trade will reduce the incidence of diversion of dual-use items to prohibited end-uses and end-users.
- Effective export management and compliance programs will encourage expeditious movement of legitimate trade.
- Industry can achieve secure trade objectives through quality-driven export management and compliance practices.

Practices

The following reflect new best practices that guard against diversion risk, particularly through transshipment trade.

Best Practice No. 1 – Companies should pay heightened attention to the Red Flag Indicators on the BIS Website and communicate any red flags to all divisions, branches, etc., particularly when an exporter denies a buyer’s order or a freight forwarder declines to provide export services for dual-use items.

Diversion- Continued on page 7

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Best Practice No. 2 - Exporters/ Re-exporters should seek to utilize only those Trade Facilitators/Freight Forwarders that administer sound export management and compliance programs which include best practices for transshipment.

Best Practice No. 3 - Companies should "Know" their foreign customers by obtaining detailed information on the bona fides (credentials) of their customer to measure the risk of diversion. Specifically, companies should obtain information about their customers that enables them to protect dual-use items from diversion, especially when the foreign customer is a broker, trading company or distribution center.

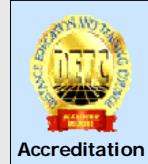
Best Practice No. 4 - Companies should avoid routed export transactions when exporting and facilitating the movement of dual-use items unless a long standing and trustworthy relationship has been built among the exporter, the foreign principal party in interest (FPPI), and the FPPI's U.S. agent.

Best Practice No. 5 - When the Destination Control Statement (DCS) is required, the Exporter should provide the appropriate Export Control Classification Number (ECCN) and the final destination where the item(s) are intended to be used, for each export to the end-user and, where relevant, to the ultimate consignee. For exports that do not require the DCS, other classification information (EAR99) and the final destination should be communicated on bills of lading, air waybills, buyer/seller contracts and other commercial documentation. For re-exports of controlled and uncontrolled items, the same classification and destination specific information should be communicated on export documentation as well.

Best Practice No. 6 - An Exporter/Re-exporter should provide the ECCN or the EAR99 classification to



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*The class dates shown have space available at this time. The school's web site may show other dates that have been filled.

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freight forwarders, and should report in AES the ECCN or the EAR99 classifications for all export transactions, including "No License Required" designation certifying that no license is required.

Best Practice No. 7 - Companies should use information technology to the maximum extent feasible to augment "know your customer" and other due-diligence measures in combating the threats of diversion and increase confidence that ship-

ments will reach authorized end-users for authorized end-uses.

For Further Information Contact: Office of Technology Evaluation, Gerard Horner at : gerard.horner@bis.doc.gov or (202) 482-2078, or Donald Creed at donald.creed@bis.doc.gov or (202) 482-8341.

Source: www.bis.doc.gov/index.php/other-areas/office-of-technology-evaluation-ote/transshipment-best-practices

The International Traffic in Arms Regulations

Updated ITAR Online

The Department of State is responsible for the export and temporary import of defense articles and services governed by 22 U.S.C. 2778 of the Arms Export Control Act ("AECA"; see the [AECA Web page](#)) and Executive Order 13637. The International Traffic in Arms Regulations ("ITAR," 22 CFR 120-130) implements the AECA. The ITAR is available from the Government Printing Office (GPO) as an annual hardcopy or e-document publication as part of the Code of Federal Regulations (CFR) and as an updated e-document.

UPDATED ITAR:

The Electronic Code of Federal Regulations (e-CFR) is a regularly updated, unofficial editorial compilation of CFR material and amendments published in the Federal Register. The updated, but unofficial, version of the ITAR provided by e-CFR is linked below.

- [ITAR Part 120 - Purpose and Definitions](#)
- [ITAR Part 121 - The United States Munitions List](#)
- [ITAR Part 122 - Registration of Manufacturers and Exporters](#)
- [ITAR Part 123 - Licenses for the Export of Defense Articles](#)
- [ITAR Part 124 - Agreements, Off-Shore Procurement and Other Defense Services](#)
- [ITAR Part 125 - Licenses for the Export of Technical Data and Classified Defense Articles](#)
- [ITAR Part 126 - General Policies and Provisions](#)
- [ITAR Part 127 - Violations and Penalties](#)
- [ITAR Part 128 - Administrative Procedures](#)
- [ITAR Part 129 - Registration and Licensing of Brokers](#)
- [ITAR Part 130 - Political Contributions, Fees and Commissions](#)

Source: https://www.pmddtc.state.gov/regulations_laws/itar.html

Wounded Warrior- *Continued from page 5*

available to SAH/SHA eligible Veterans and Servicemembers who are or will be temporarily residing in a home owned by a family member. The maximum amount available to adapt a family member's home for the SAH grant is \$30,934 and for the SHA grant is \$5,523.

VA has staff located nationwide to assist individuals in applying for and receiving these grants. You can find more detailed information about qualifying disabilities here: <http://benefits.va.gov/homeloans/adaptedhousing.asp>, and you can find contact information for an SAH Agent in your area here: http://www.benefits.va.gov/HOMELoans/contact_agents.asp.

Each Veteran's housing/living needs are as unique as their physical disabilities. The Specially Adapted Housing program provides hands-on, personalized, customized service to severely disabled Veterans seeking home adaptations.

Other quick reference information can be found on our SAH graphic at:

www.benefits.va.gov/BENEFITS/infographics/special_adaptive_housing.html#sthash.f05MRI0b.dpbs.

If you have any questions, please email

sahinfo.vbaco@va.gov
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DSU *Refleccions* Continued from page 3

(LL.M.) in U.S. Regulatory Trade law.

Q: What has changed at DSU over time?

A: To answer, first we have to acknowledge what hasn't changed: Our commitment to providing an unrivaled educational experience for our students remains unwavering. But, to achieve this goal, nearly everything has changed! Systems have evolved to meet the needs of our expanding course offerings and programs. As we have grown, our staff members have revamped our approaches, listening to our students and their employers. As a result, almost everything we do has evolved.

Q: What has changed in education over the last 20 years?

A: This really asks two questions, one about education standards in America and the other about how the educational needs of industries we serve have changed.

Accreditation standards for universities have changed immensely since we were initially granted accreditation. What we have done from the beginning by developing ways to make sure that we assess what students actually know, tailoring our courses to set learning outcomes has become the educational standard. Distance learning is much more common now, but schools are often so caught up in the bells and whistles that they forget what students are there to learn. As tuitions skyrocket, we have tried to keep our tuition low.

The depth and breadth of knowledge that exists now in export regulations as compared to 20 years ago is staggering. The industry has matured. It has moved from shipping clerks to "c-level" professionals.

Q: What are you most proud of with DSU?

A: Without question I am most proud of the quality of the courses and programs we offer the industry. I am equally proud of what we have done to provide knowledge to a segment of the population that needed it, one that had been ignored by educators. So I guess you could say I'm proud of the ground we have broken and what has grown from that effort. But I am proud of many things about our school.

I am proud that it is a family run business and that my family—my wife and all of our children—have helped build it from its earliest years until now. Even the school's name honors my family, using the surnames of my grandmother and grandfather, my mother's parents. My grandmother was a school teacher in early 1919 in a one-room school house in the desolate foothills of the Rocky Mountains of Wyoming.

I am proud of our staff and faculty. Some of them have been here over ten years. They all are amazing in the way they are able to assist students and the care they take in helping people achieve their goals. They are genuinely good people and it shows in the way they

treasure our students. Some faculty had teaching backgrounds, while others were subject matter experts who became phenomenal educators.

I am proud of our students. Our programs are not easy. Matter of fact, they are hard so that we are confident in the educational value our students receive. Our undergraduate programs use textbooks that are found in MBA programs at top schools. Why? I felt it was important to go beyond "regurgitated-learning" because I wanted our students to be ready to use their skills in real world settings. Our students are in high demand. I am proud of that.

So I guess what I am really saying is that I am proud of what we've accomplished and the quality of the legacy we have created. I am proud that we were able to work with industry and government leaders to create a source of knowledge that is used daily by people around the world to ensure trade is safe, secure and understood. I am proud that we've always put education first.

Q: What is your vision for the next 20 years of DSU?

I am excited about DSU's future. Our school is already at the forefront of the changes happening in education not only in America, but worldwide. The online education model envisioned by the late Dr. Gerry Bedore, Sr. is changing the world. We are fortunate that with his guidance at our founding, we now have over 20 years experience with delivering the incredible education experience that he developed. Our planners are in the process of identifying and developing the future areas of learning in which we will bring our trademarked "Professionally Significant Degree®"

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Next Start Date:
May 7, 2015



The 10th Annual Export Control Forum

February 23-24, 2015

The Export Control Forum is a one-and-a-half day program dedicated to bringing the business community up-to-speed on the latest initiatives underway in the export control field, including the recent developments in the Export Control Reform initiative.

Over the day-and-a-half program, you will hear key policy, management, technical, legal, and enforcement personnel from the Bureau of Industry and Security and other relevant agencies provide detailed information on recent changes, and those you can expect in the near future. Day one will conclude with a networking reception, offering you the opportunity to mingle and discuss issues of concern with the presenters and other participants. On day two, we will continue in plenary session.

For those of you who have requested an Update-like offering on the west coast, this is it! The streamlined day-and-a-half format is intended to provide a lot of value in a package that fits into your busy schedule.

Location/Time

The Export Control Forum will be held February 23-24, 2015 at the Radisson Newport Beach Hotel located at 4545 MacArthur Boulevard, Newport Beach, CA 92660. On day one registration and continental breakfast will begin at 7:00am and the Forum sessions will run from 8:30am to 5:00pm. The day will conclude with a reception from 5:15pm to 7:15pm. Day two will commence with a continental breakfast at 7:00am. The event concludes at noon on Tuesday.

Visit Dunlap-Stone University's International Import-Export Institute at the 10th Annual Western Region BIS Conference

Whether you are an existing student at DSU or just curious about our education and training programs, visit our Booth, #12, and speak to Wini Hunt, one of the school enrollment advisors. She has a lot of promo goodies to share with you this being our 20th year, handouts, information and precious things.

Learn about our new Master of Science in Regulatory Trade Compliance degree. It is about to graduate its first students from this year and a half long program. Discover what it takes for entry in this program that helps prepares the next generation of senior compliance

leaders.

Being a smaller conference, you will be able get all of your questions answered.

If you're considering making trade compliance law your career, Wini can provide you with all the answers. She is knowledgeable about the school's courses and programs and she can guide you as you prepare for the various industry certification exams. She can also answer questions if you're considering enrolling in one of the University's bachelor degree programs, including the most popular trade compliance law emphasis. Ask her about the new courses.

With DSU's "Open Enrollment" policy, you can begin taking any un-



Wini Hunt Moss

dergraduate online courses immediately, if you meet their entry requirements. Stop by and get the answers you need to make an informed decision about your career education.

Classes Starting Soon

February 2015

TRD-307 Understanding the EAR
 TRD-320 Ethics in Trade Compliance
 TRD-317 Intro to the Foreign Corrupt Practices Act
 SCM-127 Freight Forwarder Practices
 TRD-215 Trade Compliance Environment 2
 TRD-225 Documentation for the Global Village
 TRD-505 Export Fundamentals
 TRD-306 Understanding the ITAR
 BUS-118 Introduction to Business Writing
 BUS-401 Global Culture
 FAE-302 Global Finance Methods
 HAS-105 Writing Across the Curriculum
 HAS-132 Introduction to Psychology
 MGT-135 Introduction to Leadership
 MGT-335 Modern Management Principles
 MGT-402 Global Strategic Management
 MGT-445 Competitive HR Management
 SCM-376 Purchasing in the Global Marketplace
 HAS-184 Introduction to Short Story
 TRD-129 Introduction to Importing
 TRD-143 Introduction to CTPAT
 TRD-304 Customs Broker Exam Prep
 TRD-216 Trade Compliance Environment 3
 TRD-299 Agreements Under the ITAR
 STM-171 Introduction to Physical Science
 TRD-311 Documentation for Export Compliance

March 2015

TRD-525 Auditing & Assessing Trade Compliance Processes
 TRD-527 Monitoring Export Compliance
 TRD-550 MSc Thesis
 BUS-405 Global Business Plan
 TRD-201 Exporting/Importing Environment
 TRD-101 Getting Started in International Trade
 TRD-318 Introduction to OFAC
 TRD-307 Understanding the EAR

ENROLL TODAY!

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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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TRD-257 Empowered Officials Essentials
 TRD-306 Understanding the ITAR
 TRD-325 UK: Export Controls
 BUS-403 Global Marketing
 BUS-440 Legal Environment of Business
 FAE-230 Business Accounting
 FAE-450 International Economics
 HCA-133 Introduction to Public Health
 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

April 2015

HAS-260 Terrorism in the 21st Century
 SCM-127 Freight Forwarder Practices
 TRD-322 Understanding NAFTA
 TRD-519 Regulatory Disclosures
 TRD-510 Import Trade Fundamentals
 HAS-151 Introduction to American Government
 TRD-320 Ethics in Trade Compliance
 TRD-330 Export Compliance Audits
 HAS-191 Introduction to Theatre History
 TRD-307 Understanding the EAR
 TRD-315 Deemed Exports
 STM-175 Introduction to Earth Sciences
 TRD-306 Understanding the ITAR
 TRD-311 Documentation for Export Compliance
 TRD-323 Australia: Export Controls
 TRD-340 Importing Munitions



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DSU Administrator Publishes Case Study on DSU's Assessment Process

Dr. Caulyne Barron's work has been included in the *Handbook of Research on Advancing Critical Thinking in Higher Education*, due for release from IGI Global in 2015. Her chapter, "Developing an Assessment Program to Measure Critical Thinking: A Case Study at a Small, Online College" posits that the assessment cycle is a valuable part of the discussion of teaching critical thinking skills in post-secondary settings. Acknowledging that critical thinking is a crucial skill for post-secondary students, the chapter ties accreditation mandates to the need to include robust outcomes assessment measures in college programs that teach critical thinking. The chapter traces one small, nationally-accredited online college's efforts to develop a robust assessment plan to measure how well students met general education and program objectives, particularly those related to critical thinking skills in a business program. The efforts to comply with accreditation standards and to demonstrate a culture of assessment resulted in a culture shift that sought meaningful data about how well the college was educating its students and meeting its mission.

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

Introduction to Encryption Controls Course

For those who need to understand the licensing requirements and processes related to cryptology, the new Introduction to Encryption Controls course (TRD-260) may be just what you need. The new course will begin enrolling students once the final course development review has been completed. Interested students can request to be notified when enrollment commences.

Course Description: This six-week online orientation to encryption controls takes a systems approach to the topic. It was designed to help individuals develop a general practical working understanding of the licensing requirements, classification issues and exceptions allowed. It examines the diverse added duties and responsibilities required to maintain compliance with US Government (USG) rigid cryptology license requirements.

Those interested in learning more about becoming an instructor at DSU and teaching this course should contact Dr. Caulyne Barron, Ed.D. email at: [cbarron\(at\)dunlap-stone.edu](mailto:cbarron(at)dunlap-stone.edu).

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DSU Reflections *Continued from page 9*

programs to the world. We plan on leveraging the education model of online learning imagined and first pioneered by the late Dr. Gerry Bedore, Sr., my friend and mentor. It is his model that we have been using for the last 20 years. It was Dr. Bedore Sr. who said students should learn the most from their discussion with each other about the topics rather than just from textbooks. We have proven that to be true. We want more people in the world to have access to his way of learning.

We have already begun to offer courses that detail the export regulations of major trading countries. As we grow, we will expand that effort,

keeping our promise to help educate the world of international trade, bringing knowledge to practitioners and novices alike. We will build more bridges to nations as the global village expands.

Over the next 20 years we pledge to remain open to change, listening to our students and their employers, whether they are governments, businesses or communities around the world. We expect that by helping to spread knowledge to the far corners of the globe that the world will be a better and safer place for our children's children.

GRADUATION ANNOUNCEMENT

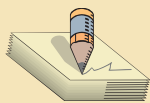
Yegor Yelenchak

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



Congratulations!

The administration, faculty, and staff of Dunlap-Stone University are proud to announce this outstanding graduate. Congratulations to him and his supportive families and friends for helping him achieve this life milestone!



Dunlap-Stone University Student Honor Roll

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

Honor - Distinction - Excellence

Deborah Allen
 Leopold Alvarez
 Catherine Arti-Ingram
 Suzanne Beckman
 Andrew Booth
 Kathy Butler
 Kevin Carlson
 Joshua Clepper
 Angie Colligan
 Terry Courtemanche
 Colby Ellsworth
 Wendy Epley
 Regina Essenmacher
 Kristin Estenger
 Martha Everhart
 Sherida Feazell
 Carla Felton
 Mona Ferrigno
 Bruce Fiedorowicz
 Carol Fischer
 Babara Flynn
 Alicia Fowler
 James Fox
 Daniel Grittman
 Kimberly Gurski
 Susan Haertling
 Tammy Heyer
 Claire Hoberecht
 Collins Jackson
 Luke Juarez

Suzanne Kachigian
 David Kay
 Andrea Kelley
 Jennifer King
 Candice Knuteson
 Diane Lengyel
 Chris Lu
 Martin Maier
 Kaori McCoy
 Timothy McHenry
 Angela Miner
 Terri Moorefield
 Danielle Mulka
 William Munley
 Monica Nino
 Megan Olsen
 Richard Ornelis
 Julio Oviedo
 Kelley Peachey
 Elizabeth Pineiro-Doyle
 Benjamin Pope
 Renate Radford
 David Richards
 William Roden
 Adrian Rosas
 Leigh Ann Rutherford
 Gisela Schaefer
 Ilan Servadio
 Janelle Sheppard
 Melinda Smith

Markus Sorrells
 Gayle Soucek
 Heather Steckel
 Amy Styers
 Paulette Szajna
 Brittany Thigpen
 Tamela Thompson
 Andria Toscano
 Brenda Trinkka
 Pamela Turinsky
 James Upchurch
 Cheryl Van Achte
 Susan Washburn
 James Westropp
 Cynthia Whitecotton
 John Wood
 Stephanie Wood
 Robert Yaroch
 Yegor Yelenchak
 Aaron Yip

Congratulations to these Outstanding Students

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

As of Feb 5, 2015



The International Import-Export Institute

at *Dunlap-Stone University*

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