



ECS

Thursday, September 13, 2017

7:45 am	Breakfast
PART II – EAR:LICENSING UNDER THE 600 SERIES	
8:30 am	Presentation: “Understanding Commerce/BIS and the Regulations” <i>A look at the Commerce Department, Bureau of Industry & Security & the CCL. Suzanne Palmer (Tab 13)</i>
9:15 am	Presentation: “The Ten General Prohibitions & Red Flags” A review of Part 736 of the EAR. Mal Zerden (Tab 14)
9:45 am	Coffee Break
10:00 am	Presentation: “Reading the Export Control Classification Number (ECCN), Reasons for Control & Country Charts” An examination of EAR Part 738 & 774. Suzanne Palmer (Tab 15)
10:45 am	Exercise 3: Finding a Product on the CCL (Tab 16)
11:00 am	Presentation: “BIS Registration, Applying for a License, Preparing a Letter of Explanation (LOE) and U.S. Government Staffing Points” Suzanne Palmer (Tab 17)
12:00 pm	Lunch
1:00 pm	Presentation: “License Exceptions & the Strategic Trade Authorization” A review of Part 740 of the EAR. Mal Zerden (Tab 18)
1:45 pm	Exercise 4: Utilizing the Exceptions (Tab 19)
2:15 pm	Break
2:15 pm	Presentation: “Due Diligence: Preventing Violations” Mal Zerden (Tab 20)
3:00 pm	Presentation: “EAR & ITAR Recordkeeping & Compliance” Suzanne Palmer (Tab 21)
3:30 pm	Answers to Quiz/Seminar Wrap Up/Evaluations Presentation of Training Certificates (Tab 22)