Advanced Compliance for Restricted and Controlled Goods Training Course



30 Nov - 04 Dec 2026

Berlin

5800 € (Per Person)

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Course Introduction / Overview:

Navigating the complex landscape of international trade requires a profound understanding of the regulations governing restricted and controlled goods. This course provides a comprehensive framework for managing trade compliance effectively, mitigating risks, and ensuring seamless cross-border operations. In a globalized economy, failure to adhere to export controls, import regulations, and sanctions can result in severe financial penalties, reputational damage, and legal consequences. As detailed by legal scholar Professor Raj Bhala in works like "International Trade Law: An Interdisciplinary, Non-Western Textbook", the intricacies of these regulations demand specialized knowledge and strategic implementation. This program, offered by BIG BEN Training Center, is meticulously designed to transform complex legal jargon into actionable business strategies. Participants will delve into critical areas such as the Export Administration Regulations (EAR), International Traffic in Arms Regulations (ITAR), customs procedures, and sanctions screening. The curriculum moves beyond theoretical knowledge, focusing on the practical development and auditing of Internal Compliance Programs (ICPs). By mastering these principles, professionals can safeguard their organizations, enhance supply chain security, and leverage compliance as a competitive advantage in the international marketplace. This course is the definitive guide for any professional seeking to master the domain of controlled goods compliance.

Target Audience / This training course is suitable for:

- Compliance Officers and Managers.
- Export and Import Specialists.
- Supply Chain and Logistics Professionals.
- Legal Counsel and Corporate Lawyers.
- Procurement and Sourcing Managers.
- International Sales and Business Development Managers.
- Freight Forwarders and Customs Brokers.
- Research and Development Engineers involved in controlled technology.
- Internal Auditors and Risk Management Personnel.
- Government Relations and Public Affairs Staff.

Target Sectors and Industries:

- Aerospace and Defense.
- Manufacturing and Industrial Goods.
- Technology, Software, and Telecommunications.
- Pharmaceuticals and Life Sciences.
- Energy, Oil, and Gas.
- Chemical Manufacturing and Distribution.
- Financial Institutions and Banking.
- Logistics and Transportation.
- Consulting and Legal Services.
- Governmental agencies and public sector bodies.

Target Organizations Departments:

- Legal and Compliance Department.
- Logistics and Supply Chain Management.
- Procurement and Purchasing.
- International Trade and Global Operations.
- Sales and Marketing.
- Internal Audit and Risk Management.
- Research and Development (R&D).
- Finance and Accounting.
- Customer Service and Order Fulfillment.

Course Offerings:

By the end of this course, the participants will have able to:

- Develop a comprehensive understanding of the international legal framework for controlled goods.
- Differentiate between various regulatory regimes, including EAR and ITAR.
- Implement effective screening processes for customers, suppliers, and transactions.
- Master the procedures for commodity classification and jurisdiction determination.
- Navigate the complexities of applying for and managing export and import licenses.
- Design and implement a robust Internal Compliance Program (ICP).
- Conduct thorough risk assessments related to trade compliance within the supply chain.
- Manage customs documentation and procedures to ensure smooth clearance.
- Prepare for and respond to internal and external compliance audits.
- Formulate strategies for handling voluntary disclosures and addressing compliance breaches.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be immersive, interactive, and highly practical, ensuring that participants can immediately apply their learning in a real-world context. We move beyond traditional lecture-based formats to create a dynamic learning environment. The course heavily relies on case studies drawn from actual enforcement actions and industry best practices, allowing participants to analyze complex compliance scenarios and debate potential solutions. Interactive group workshops will challenge teams to conduct risk assessments, classify products, and draft elements of an Internal Compliance Program (ICP). Role-playing exercises will simulate interactions with customs officials and internal stakeholders, honing communication and problem-solving skills. Our expert instructors facilitate engaging discussions, encouraging participants to share their unique challenges and experiences. Continuous feedback is a cornerstone of our approach, with structured Q&A sessions and practical exercises that are reviewed in detail. This blended learning model, combining expert instruction with hands-on application, ensures a deep and lasting understanding of strategic trade compliance, empowering participants to build resilient and effective compliance frameworks within their organizations.

Course Agenda (Course Units):

Unit One: Foundations of Global Trade Compliance

- Introduction to Restricted and Controlled Goods.
- The International Regulatory Landscape and Key Treaties.
- Core Principles of Export Controls and Import Regulations.
- Understanding Key Terminology: Dual-Use, Deemed Exports, and Technology Transfers.
- The Role and Responsibilities of a Compliance Professional.
- Consequences of Non-Compliance: Penalties, Fines, and Reputational Damage.
- Building the Business Case for a Robust Compliance Program.

Unit Two: Mastering U.S. Export Controls

- Deep Dive into the Export Administration Regulations (EAR).
- Navigating the Commerce Control List (CCL) and ECCN Classification.
- Understanding the International Traffic in Arms Regulations (ITAR) and the U.S. Munitions List (USML).
- Determining Licensing Requirements and Available Exceptions.
- The Process of Applying for an Export License.
- Managing Technology Control Plans and Deemed Export Rules.
- Record-Keeping Requirements for Export Transactions.

Unit Three: Navigating Import Regulations and Customs

- The Global Framework of Customs Compliance.
- Harmonized Tariff Schedule (HTS) Classification and Product Valuation.
- Country of Origin Determination and Marking Rules.
- Managing Customs Documentation: Commercial Invoices, Packing Lists, and Certificates.
- Special Customs Procedures: Free Trade Zones and Bonded Warehouses.
- Preparing for and Handling Customs Audits and Inquiries.
- Strategies for Mitigating Import Duties and Taxes.

Unit Four: Sanctions, Embargoes, and Transaction Screening

- Understanding Economic Sanctions and Embargo Programs (OFAC).
- Comprehensive Guide to Denied Party and End-User Screening.
- Identifying and Mitigating Red Flags in International Transactions.
- Country-Specific Sanctions Programs and Their Business Impact.
- Developing and Implementing an Effective Screening Policy.
- Managing False Positives and Escalation Procedures.
- The Role of Technology in Automating Screening Processes.

Unit Five: Building and Auditing an Internal Compliance Program (ICP)

- The Essential Elements of an Effective Internal Compliance Program (ICP).
- Conducting a Comprehensive Trade Compliance Risk Assessment.
- Developing Policies, Procedures, and Work Instructions.
- Implementing Training and Awareness Programs Across the Organization.
- Strategies for Monitoring, Measuring, and Auditing Compliance Performance.
- Handling Potential Violations and Conducting Internal Investigations.
- The Process and Benefits of Voluntary Self-Disclosure.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

In an era of rapidly shifting geopolitical alliances, how can a static, rules-based compliance program remain agile enough to mitigate unforeseen risks associated with controlled goods?

What unique qualities does this course offer compared to other courses?

This course distinguishes itself by focusing on the strategic integration of compliance into core business functions, rather than treating it as a standalone legal obligation. While other programs may concentrate solely on the memorization of regulations, our curriculum emphasizes the development of critical thinking and analytical skills needed to navigate the gray areas of international trade. We move beyond the "what" of compliance to explore the "why" and "how," using a Socratic method of inquiry combined with real-world case studies of both catastrophic failures and strategic successes. The content is structured to build a proactive compliance culture, empowering participants to become internal champions who can articulate the value of compliance in terms of risk mitigation, market access, and competitive advantage. Our approach is deeply rooted in practical application, focusing on the creation and auditing of a living, breathing Internal Compliance Program (ICP) that adapts to geopolitical shifts and evolving business models. The insights gained here are not just about avoiding penalties; they are about building a resilient, ethical, and globally competitive organization from the inside out.