

## REPRESENTATIVE FACULTY BIOS



### John Boelke – JD, MBA, CUSECO®, CITE®

John Boelke is the Empowered Official and Export Control Manager for ASRC Aerospace at Kennedy Space Center where he supports NASA's research and development in engineering and science for launch operations. John is a graduate of the University of Wisconsin, has an MBA from Embry Riddle University, received his Juris Doctorate from Barry University, and earned his CUSECO in 2005.

### Robert Perkins – Ph.D, CITE®

Dr. Robert Perkins has 34 years of experience in the importing and exporting business and is recognized as a licensed customs broker since 1974. He has served on many trade committees and in an executive capacity or on boards for many associations. He was appointed as a Trade Ambassador with Customs and Border Protection (CBP) offering subject matter expertise for the new Automated Commercial Environment information system. From 1992 to 1996, he served as a member of the Commercial Operations Advisory Committee (COAC), a group formed by Congress to offer constructive dialogue with Customs and Border Protection. Dr. Perkins has held positions as Senior Vice President in two organizations, Chief Operations Officer in one organization, and Vice-President of a developing brokerage business unit for a large carrier conglomerate. He is currently a Senior International Trade Advisor for a large consulting firm in Washington, DC. Dr. Perkins holds a BS, MBA, and a Doctoral Degree in Management and Organizational Effectiveness.



### Joseph Zodi – MBA, CITM®, CITE®, CUSECO®

Joseph Zodi has over 30 years of experience in international trade, serving in a variety of roles including a Licensed Customs Broker, and with Dial Inc. in their import-export operations division. He is currently with an international consulting firm. He is also constantly in demand nationally, speaking on the subject of international trade. Joseph is the author of Export-Import: Everything You and Your Company Need to Know to Compete in World Markets, now in its fourth printing. He earned an MBA from Western International University and a bachelor's degree (B.A.) from Fordham University. Joseph has been teaching at IIEI for about ten years.

# GRADUATE REGULATORY TRADE COMPLIANCE PROGRAM

Transform the trajectory  
of your career quickly.



### TUITION:

\$7,080

### APPLICATION FEE:

\$30.00

### INDUSTRY EXAM:

\$495.00

(CUSECO Test Fee)



### ADMISSIONS REQUIREMENTS

- 18 years of age
- Bachelor degree from an accredited college or university
- Proficient in reading and writing of the English language (TOEFL Score of 85 or higher)
- Complete the required enrollment forms by all applicable deadlines
- Acknowledge and accept the university tuition policies
- Complete the Application for Admission
- Provide official transcripts/official records for all post-secondary education institutions previously attended to DSU's Office of the Registrar directly
- Provide written acceptance of DSU's Offer of Admission

# ENROLL TODAY

Contact Wini Hunt at:  
**800.474.8013**  
whunt@dunlap-stone.com  
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This Graduate Program is offered Exclusively  
By Arizona Summit Law School in Concert with Dunlap-Stone University

# According to the The Wall Street Journal, the international trade compliance industry is booming.

The consequential demand for regulatory trade compliance professionals is growing rapidly as the laws impacting the movement of goods between nations continues to increase and companies struggle to comply with the challenging regulations in the trade compliance industry.

Our accredited, online Graduate Regulatory Trade Compliance program provides you with the skills and knowledge needed to immediately be “practice ready” to serve in important roles in helping keep America’s international trade safe. It will also qualify you to sit for the industry recognized certification test that serves as the gateway to an attractive financial return on an educational investment that requires as little as half a year of your time.

## Increase Your Income

According to a 2016 Trade Compliance Salary Survey, average starting salaries can range from **\$61,395** for associates to **\$172,000** for Vice Presidents in this rapidly growing field.<sup>1</sup>

## Enhance Your Quality of Life

Positions in this booming field can be found not only in large metropolitan areas, but cities large and small across America and internationally.

## Develop a New Skill Set

This program is a perfect fit for lifelong learners who want to change their direction in law, enter a corporate setting using their legal skill sets outside the practice of law, or gain an additional practice specialty. This knowledge will increase their marketability.

## Discover a Career Path

In 24 weeks, you can complete the course. The online format enables you to fit the program into even the busiest schedule; and the **classroom is open 24/7**.

## Join a Booming Industry

This new and exciting field of international trade compliance will provide you with an opportunity to help protect exports from national security threats. Due to exorbitant fines companies must pay for non-compliance with federal regulations, there is an urgent need for qualified persons with the necessary expertise. So now is the most opportune time to seize this opportunity.



## PROGRAM OVERVIEW

The Graduate Trade Compliance Program (Studies in Export Compliance) consists of four six-week online courses that help prepare students to take the Certified U.S. Export Compliance Officer® certification exam and qualify for careers assisting clients or employers in maintaining compliance with U.S. export laws. These instructor-led classes can be completed in six months and have fixed start and end dates, with low student faculty ratios, not to exceed 1:15.

### Key Program Features

- Prepares individuals to sit for the Certified U.S. Export Compliance Officer® (CUSECO) exam, a credential that will enhance your marketability and expertise.
- Offers maximum flexibility with our online classroom which is available 24/7.
- Taught by faculty working in the field and infuse real world insights into every course.
- **Equips graduates with the knowledge and skills to acquire in-demand positions across most industries involved in international trade such as:**
  - Export Controls expert within a legal practice
  - U.S. Government (USG) Administrative Regulation Specialist within the global supply chain logistics
  - Trade Compliance Consultant
  - Corporate “Empowered Official” with signature-approval overall exports
  - Corporate in-house consul with oversight responsibility for licensing exports with the USG
  - Consultant to assist exporting companies in maintaining compliance with export laws
  - Outside consul assisting companies in mitigating the risks of existing violations of export regulations

*“I thoroughly enjoyed this class and I learned more than I expected to within a 6 week period. The format of having to write essays and case studies based on particular scenarios has been very useful to me as it causes you to dig into the regulations to figure out how they would apply. For me, this is a much better way of learning and more importantly retaining what I learned.” – Denise A.*

## About the Profession of Regulatory Trade Compliance

Prior to the terrorist events of September 11, 2001 (9/11), the discipline of regulatory trade compliance law (as we know it today) did not exist.

Immediately after 9/11 however, at the President’s directive, all (USG) agencies began to put in place what became a flood of new regulations to ensure the safety of America against any and all terrorist threats. The areas of greatest concern were the nation’s borders and the movement of goods into and out of the nation. The U.S. State Department and Department of Commerce were most affected and they began to grow in depth and sophistication; in the intervening years this new discipline of regulatory trade compliance law has expanded to include the regulations from all USG agencies that impact directly or indirectly imports or exports and national security issues. Experts agree the discipline is still in its infancy.

The need for trade compliance professionals at all levels throughout the global supply continues to grow.

The reason is increasingly harsh penalties, fines (easily in the tens of millions of dollars) and other sanctions (i.e. the possibility of jail time for responsible parties) resulting from violations are what drives this need. Consequently, exporting corporations need the internal skill sets and knowledge provided in this program to mitigate the tremendous risks and liabilities associated with their trade effort. In addition, corporations equally need outside legal representation to litigate regulatory licensing matters that may arise.

The Graduate Regulatory Trade Compliance Program provides the knowledge and skills needed to meet the needs of industry in maintaining compliance with the continually expanding regulations from the State and the Commerce departments.

## COURSE DESCRIPTIONS

### ITAR: Legal and Practical Considerations

This graduate-level, six week course provides a strong understanding of the current International Traffic in Arms Regulations as required for successful compliance in daily operations as well as strategic planning. The course material is constantly updated to remain current with the Export Control Reform Initiative. The program is designed to assist legal practitioners and those who are (or aspire to be) responsible for corporate export compliance to understand the International Traffic in Arms Regulations.

### EAR: Legal and Practical Considerations

The current Export Administration Regulations, enforced by the Bureau of Industry and Security of the U.S. Department of Commerce, is the focus of this six-week graduate course. It is taught from the perspective of the practicing professional who needs to know, understand and use this information on a regular basis. Special emphasis is placed on relating the EAR to the broader aspects of U.S. export controls in accordance with all applicable U.S. laws and regulations. It is up-to-date with the changes made under the Export Reform Initiative.

### Export Documentation for Graduate Learners

This six-week graduate course examines the documentary requirements and supporting regulations and recommendations for U.S. export transactions and related activities; including export licenses/applications and required supporting forms, certifications and other information, export shipping, item classification, customer screening and required record keeping. This hands-on course approaches documentation from the perspective of the clerical need to understand all aspects of the documentation and reporting processes.

### Regulatory Trade Compliance Ethics

This course explores the forces that shape business ethics, specifically as they relate to international trade compliance. It examines business ethics as an integrated system at all levels within an organization, and assesses the most common factors impacting ethical performance in the trade compliance workplace.



After passing the certification test you will become a Certified U.S. Export Compliance Officer®

A Certified U.S. Export Compliance Officer® (CUSECO) has met, and continues to meet, the industry’s highest professional standards in their knowledge and expertise of the regulatory environment of United States export compliance, including the International Traffic in Arms Regulations and the Export Administration Regulations and other government agencies.

Individuals who achieve this level of professional development usually serve at a high level in their organization, or aspire to attain a higher level position, overseeing the regulatory compliance of goods and services that must meet these critical government regulations. This knowledge helps organizations become ITAR compliant.