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# Training*Personalized*

For Companies with **ITAR-Controlled  
Products, Services, and Technologies**

## SELECT

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**TRAINING COURSES**



## CONSULT

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**TRADE ADVISORY**  
SERVICES



Candace  
Goforth

Debi  
Davis



## PERSONALIZE

**ADD YOUR COMPANY  
CONTENT**



Select the **TrainingPersonalized** package that best suits the size and industry of your organization. Each package includes current and engaging online training modules, ranging from function-specific export awareness to advanced export practitioner and empowered official training.

Schedule a consultative session with Content Enablers' subject matter experts, led by renowned export compliance professionals Candace Goforth and Debi Davis, to identify the trade compliance policies, procedures, and internal compliance resources that will be directly embedded into each training configuration.

The Content Enablers customer success team will work with you hand in hand to brand and personalize your training. CE's proprietary **CEAuthor** tool allows full integration of your company videos, spreadsheets, and policy and procedure documents into customized and branded training.

Schedule a no-obligation meeting or email us to learn more and get started!

Email: [info@contentenablers.com](mailto:info@contentenablers.com)



**SCHEDULE A MEETING**

## Summary

No one knows your business as well as you do—but creating internal training content can be challenging and costly. That’s why we’ve developed **TrainingPersonalized** Packages—an innovative new approach to designing trade compliance training that allows you to leverage your compliance policies & procedures, documents, and valuable legacy training by integrating them into our engaging, continually updated training library.

Training is curated to include only the elements and training **scenarios that are relevant for your different learner roles** to hit the training sweet spot—avoiding the common pitfalls of overtraining or undertraining your employees.

An expert consultant from **CE’s Trade Advisory Services Consulting Team** will kickstart the process with a 1-day virtual training session for your key export compliance staff. You will benefit from the decades of experience of professionals such as **Candace Goforth** or **Debi Davis** to help you identify existing assets for integration and advise on curation of training modules with maximum impact for your learners.

The Result is a unique training solution that:

- Is personalized to your company’s specific compliance requirements
- Engages your learners with training relevant to their job function
- Integrates your specific compliance instructions, statements of work, and messaging
- Includes the personal guidance of recognized and respected experts in the field of export compliance

## The Options—Scalable and Tailored to Your Business

Content Enablers’ expansive training library includes **engaging and current training** that ranges from:

- **General export and sanctions awareness** training
- **Job-function specific export and sanctions compliance training** with relevant scenarios for your teams in:
  - **Aftermarket Support & Program Management**
  - **Engineering**
  - **Executive Leadership**
  - **Human Resources**
  - **Information Technology**
  - **Marketing & Business Development**
  - **Procurement & Supply Chain**
  - **Transportation**

- **Advanced and in-depth export and sanctions training** for your **export practitioners** covering the “Order of Review” for Jurisdiction and Classification, Licenses & Authorizations, Export Clearance, and Compliance Programs.
- Focused training on important export compliance topics such as **encryption, technical data, controlled unclassified information, emerging technologies**, and many more

We make the entire library available to your organization for content choices—no matter what the size— with seamless integration of your existing trade compliance assets and documents under the guidance of our team of experts.

## How It Works

### 1. Select Your Training Package

Choose Your Level:

	<b>Bronze Package</b> \$15,000	<b>Silver Package</b> \$40,000	<b>Gold Package</b> \$60,000
Job-Specific Export Awareness and Topic-Specific Training	<b>1,500</b> Users in up to <b>5</b> selected courses	<b>5,000</b> Users in up to <b>12</b> selected courses	<b>20,000</b> Users in up to <b>20</b> selected courses
Export and Sanctions Training for Leadership	<b>5</b> Users	<b>10</b> Users	<b>20</b> Users
Advanced Export Training for Compliance Practitioners	<b>2</b> Users	<b>5</b> Users	<b>10</b> Users

\*See [ADDENDUM 1](#) for the list of available courses for Dual-Use Organizations

## 2. Consult with an Expert

An expert consultant from CE's Trade Advisory Services consulting team will kick-start the process with a virtual training workshop for your key export compliance staff. You will benefit from the decades of experience of professionals such as [Candace Goforth](#) and [Debi Davis](#) to help you identify existing assets for integration and advise on curation of training modules with maximum impact for your learners.

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**TRADE ADVISORY**  
SERVICES



Candace Goforth



Debi Davis

During the workshop, we will:

- Facilitate a discussion with your trade compliance personnel, leadership, and other key compliance stakeholders to identify the risks associated with your company's export operations, location, and products.
- Identify your organization's policies, procedures, standards of work, legacy training, and other compliance assets that address these risks.
- Introduce you to our personalization worksheet to help you identify, document, and frame company-specific policies, documents, guidance, and resources, then embed them directly into each training configuration to tailor training to specific job functions, product lines, locations, etc.

### 3. Personalize with Your Policies and Procedures

A dedicated customer success manager will help you personalize your recommended training configurations using our proprietary **CEAuthor** and **CECurator** tools.

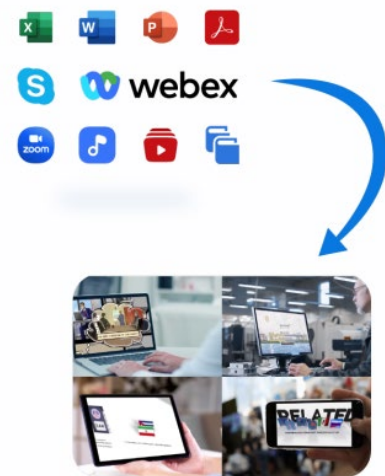
#### Curation

Quickly and seamlessly add, delete, or rearrange the topics in each training configuration to include only the elements that are relevant for your different learner roles.

#### Add Company-Specific Content

Your customer success manager will use our proprietary rapid development tool, the CEAuthor, to embed your company-specific resources in these formats into your training configurations:

- Text Copy and Notes
- Hyperlinks
- JPG and PNG Images
- MP4 Videos
- PDFs
- Word, PowerPoint, and Excel Documents and Spreadsheets



### 4. Deploy Your Training

- Utilize CE's state-of-the-art learning platform or deploy via SCORM-compliant package on your internal LMS.
- Track the progress of your learners and generate reporting and documentation for your trade compliance training efforts.
- Update and extend your training as your organization's size or needs change or as new regulation requirements necessitate.

## ADDENDUM 1

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# TrainingPersonalized Course Library: Defense Controls

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Your **Awareness**, **Job-Function-Specific**, and **Focused Topical Courses** can be selected from the options below. We will provide guidance on which courses would be best for your team based on your learner location, role, and industry.

- **Bronze Plan:** Pick and Personalize 5 courses
- **Silver Plan:** Pick and Personalize 12 courses
- **Gold Plan:** Pick and Personalize 20 courses

### General Export & Sanctions Awareness

*Meets DDTC Tier 1 Training Requirement*

- Export Compliance: U.S. Defense Controls (Meets DDTC Tier 1 training requirements)
- Introduction to U.S. Sanctions & Embargoes

### Job-Function-Specific Training: Defense Controls

*Meets DDTC Tier 3 Training Requirement*

- Advanced Export Compliance for U.S. Aftermarket Support and Program Management: Defense Controls
- Advanced Export Compliance for U.S. Engineering: Defense Controls
- Advanced Export Compliance for U.S. Human Resources: Defense Controls
- Advanced Export Compliance for U.S. Information Technology: Defense Controls
- Advanced Export Compliance for U.S. Marketing and Business Development: Defense Controls
- Advanced Export Compliance for U.S. Procurement and Supply Chain: Defense Controls
- Advanced Export Compliance for U.S. Transportation: Defense Controls

### Focused Topical Courses

- Export-Controlled Technical Data and Technology Management
- International Travel
- Screening
- Technology Control Plans
- Technology Control Plans: International
- U.S. Export Controls on Emerging Technologies
- U.S. Export Controls on Encryption
- U.S. Export Controls on Semiconductors
- U.S. Export Documents and Incoterms 2020
- U.S. Foreign Trade Regulations
- U.S. Military and Military-Intelligence End-Use and End-User Controls Overview

- U.S. Recordkeeping Requirements
- Antiboycott Rules Compliance
- Cybersecurity
- Foreign Corrupt Practices Act (FCPA)
- Identifying and Addressing Forced Labor
- Identifying and Handling Controlled Unclassified Information
- National Industrial Security Program Operating Manual (NISPOM) Training
- Security Clearance Refresher Training
- Special Security Agreement (SSA)
- Whistleblowing

Your **Executive Leadership** team will get this course:

*Meets DDTC **Tier 2** Training Requirement*

- Advanced Export Compliance for U.S. Leadership: Defense Controls

Your **Advanced Export Compliance Practitioner Users** will have access to these courses during the training period. We will provide guidance on which course or courses would be best for your team based on your learner location and industry.

#### **U.S.-Based Users**

*Meets DDTC **Tier 4** Training Requirement*

- Foundations of U.S. Export Compliance for U.S. Practitioners
- U.S. Export Authorizations for U.S. Practitioners
- U.S. Export Classification for U.S. Practitioners
- U.S. Export Clearance for U.S. Practitioners
- U.S. Sanctions & Embargoes for Practitioners
- U.S. Export Compliance for Empowered Officials

#### **Non-U.S.-Based Users**

- Foundations of U.S. Export Controls for Non-U.S. Practitioners
- U.S. Export Authorizations for Non-U.S. Practitioners
- U.S. Export Classification for Non-U.S. Practitioners
- U.S. Export Compliance for Non-U.S. Practitioners
- U.S. Sanctions & Embargoes for Practitioners