



Export University

Export 201

Training for Global Success

Are you a new exporter unsure about international regulations, marketing issues or finance options? Or an established business looking to get your staff up to speed on sales or distribution agreements or international logistics? Do you have questions regarding intellectual property protection for your product or the tax implications of selling internationally?

We're here to help

We are the District Export Council (DEC) of Oregon and SW Washington – a group of volunteer experts from the local international business community, appointed by the Secretary of Commerce, who are committed to expanding the capacity of local exporters. In this role, we have developed a curriculum of customizable on-site training modules aimed at meeting your company's unique needs at an affordable price. Our panel of industry experts and business leaders will provide you with concise, comprehensive training on topics your company selects covering multiple aspects of international business, such as the legal, financial, logistical, regulatory, and strategic concerns. Our wide range of Council expertise will be able to provide your company with functional, industry- and country-specific information tailored to your requirements.

The training can be scheduled at your site at a mutually beneficial time. Payment is per module only, meaning your company may bring as many attendees as desired without increasing the cost. This is particularly useful for smaller and start-up companies. Each customized module lasts from 60 to 90 minutes and costs only \$200.

These Export 201 training modules are offered in conjunction with individual and group training activities conducted by the US Commercial Service and other partners locally, and are intended to be more in-depth and focused to company needs. DEC members also work with the US Commercial Service to counsel firms on individual issues. For more information on the DEC and Export University, visit www.exporthoregon.org. For more information on the US Commercial Service, please visit www.trade.gov/oregon-portland

Customized Training Modules Available

- *Evaluating Export Readiness*
- *Finding and Vetting Distributors Overseas*
- *Legal Aspects of Working with Distributors Overseas*
- *eCommerce Best Practices for Global Sales*
- *Customs/Freight Forwarding Issues*
- *International Supply Chain Issues*
- *Export Finance/Credit Insurance*
- *Protecting Intellectual Property Worldwide*
- *Establishing an Export Compliance Program*
- *Export Licensing*
- *International Tax Issues*
- *Cultural Considerations*
- *Localizing Content for Global Audiences*

*For more information please contact
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Training Offered in
Cooperation with

