ECoP® Certification

Export **Co**mpliance **P**rofessional

What are the benefits of ECoP® Certification?

- ECoP® Certification shows that your organization's trade compliance professionals can apply complex export regulations correctly to a high standard.

- Passing the ECoP® Certification test(s) requires the ability to analyze the regulations and apply them in scenarios that would reflect real-life compliance challenges.

- ECoP® tests are developed by the experts at ECTI who have experience in both the US Government and private industry perspectives on export controls. The tests are designed to test knowledge and be a reliable predictor of an individual's ability to understand and apply the regulations.

- Investment in ECoP® Certification can be a powerful indicator to the US Government of your organization's commitment to keeping your key personnel up-to-date and knowledgeable on the current state of export regulations.

- ECoP® testing can be a valuable tool for identifying areas of relative compliance knowledge weakness where your training resources can be focused.

Is there more than one type of ECoP® Certification?

Yes, one can become certified in either or both of the following types:

- ECoP® ITAR

- ECoP® EAR

How do you begin the certification process?

Participate in one of the following comprehensive training courses from the Export Compliance Training Institute (ECTI):

1. **EAR/OFAC Export Controls**
   - **Live Seminar** (2 days)
     - Offerings for US and non-US organizations in the US and around the world
     - 2019 locations include Singapore, London, Amsterdam, Washington DC, and more
   - **e-Seminar**
     - Approximately 8 hours of comprehensive training broken down into modules that can be started and stopped at any time; view at your desktop on your schedule
     - Offerings for US and non-US organizations

2. **ITAR Defense Trade Controls**
   - **Live Seminar** (2 days)
     - Offerings for US and non-US organizations in the US and around the world
     - 2019 locations include Singapore, London, Amsterdam, Washington DC, and more
   - **e-Seminar**
     - Approximately 8 hours of comprehensive training broken down into modules that can be started and stopped at any time
     - Offerings for US and non-US organizations; view at your desktop on your schedule

What is the difference in training for US and non-US organizations?

ECTI offers comprehensive training on United States export control regulations administered by the US Departments of State (ITAR), Commerce (EAR) & Treasury (OFAC).

US Export Controls apply differently to US organizations and organizations not physically located in the United States. We have developed training for both groups and the primary difference between the two is the perspective.

Training for non-US companies will look at the regulations in depth, specifically as they apply to an organization physically located outside of the United States.

Training for US companies will also have a section on Reexports, which explores the regulations as they apply outside of the United States, but that is not the focus of the entire training.

A company located outside of the United States will benefit most from our training developed for non-US companies/organizations.

What is the next step in certification after comprehensive training?

- The ECoP® test is emailed to you after completion of the course (Adobe PDF format).

- The test is an application-style, open book test consisting of questions and scenarios that one would encounter in the real world of export compliance.

- You may use your seminar manual or e-Manual (provided with live seminar training and e-Seminar training), the regulations, and any other resources you may find helpful. You are restricted from getting assistance from another person. You must complete the test on your own.

- You have 60 days to take the test after a live training and 180 days from the receipt of e-Seminar electronic training.

- Each test (EAR or ITAR) consists of 50 multiple choice and/or short answer questions.

- You must receive a score of 85% correct or greater in order to be certified for the ECoP® test that you take.

What if I score lower than 85% on the ECoP® test?

- If you score lower than 85%, we will tell you which question(s) you missed so that you can focus on areas that you may not have understood completely.

- You will have 30 days from receipt of your results of your first test to take the test again, one time, at no extra charge.

- Additional testing beyond that will be at US$100.00 per test.

EXPORT COMPLIANCE® TRAINING INSTITUTE
LearnExportCompliance.com

What happens after I pass the ECoP® test(s)?

- After passing the test, you will be mailed a certificate indicating your name, certification type, and period of certification validity.

- Certification is valid for a period of 2 years from course completion.

- Certification is renewed based on the completion of 4 credits per ECoP® Certification (EAR or ITAR) prior to the certification expiration date.

How do I renew my ECoP® Certification(s)?

- Certification is renewed based on the completion of 4 credits per ECoP® Certification (EAR or ITAR) prior to the certification expiration date.

- ECTI's ECoP® Certification is valid for 2 years following your last day of training for a live seminar or e-Seminar. Renewal certification periods will extend 2 years from your current certification expiration date. Certification can not be renewed more than 24 months prior to expiration date. Renewal training is necessary before your certification expires.

- The following credits are required to keep your certification(s) valid:
  - ECoP® EAR: 4 EAR Renewal Credits
  - ECoP® ITAR: 4 ITAR Renewal Credits

EXPORT COMPLIANCE® TRAINING INSTITUTE
LearnExportCompliance.com

How can I earn renewal credits?

1. The simplest way to renew is to register for the relevant ECTI course(s) before your certification expiration date.

   • ECTI approved renewal courses
     - Comprehensive training via live seminar or e-Seminar (EAR/OFAC or ITAR)
     - Trade Controls Webinars from ECTI library of 60+ live and on-demand webinars

2. You can also renew your certification by attending a pre-approved, relevant Bureau of Industry and Security, United States Department of Commerce (BIS) course, a pre-approved, relevant Society of International Affairs (SIA) course, or a pre-approved AUECO course.

   • Once you attend the course submit the online renewal form found at

     https://www.learnexportcompliance.com/certification/ecop-renewal-form/

   *** After renewal, your certification will be valid for an additional two years and you will receive an updated certificate. ***

Where can I find more information?

- **ECoP® Certification General Information:**
  https://www.learnexportcompliance.com/certification/

- **ECoP® Certification Terms & Conditions:**
  https://www.learnexportcompliance.com/certification/terms-amp-conditions/

- **e-Seminar Training for US Companies:**
  https://www.learnexportcompliance.com/e-seminars/e-seminars-us-companies/

- **Live Seminar Training for US Companies:** https://www.learnexportcompliance.com/seminars/itar-defense-trade-controls-ear-ofac-export-controls-seminar-series-for-us-companies/

- **e-Seminar Training for non-US Companies:**
  https://www.learnexportcompliance.com/e-seminars/e-seminars-non-us-companies/

- **Live Seminar Training for non-US Companies:** https://www.learnexportcompliance.com/seminars/us-export-controls-on-non-us-transactions-seminar-series-for-non-us-companies/

- **Reviews of ECTI Training:**
  https://www.learnexportcompliance.com/seminars/seminar-reviews/

- **Live and On-Demand Webinars from ECTI:**
  https://www.learnexportcompliance.com/webinars/

- **Questions?** Call +1 540 433 3977 or email danielle@learnexportcompliance.com

Get Recognition for Your Expertise and Build Your Professional Credentials

The Export Compliance Training Institute (ECTI) has established a solid reputation as the world leader in US Export Compliance training programs. With ECTI's seminars, you have always been able to document your participation in our courses — in addition, you can also opt to take the Export Compliance Professional certification test at course completion to certify your mastery of the concepts.

By taking and passing our Export Compliance Professional (ECoP®) certification test(s), you can demonstrate to your employer and colleagues that you have mastered the content and that you have the skills necessary to perform your export compliance duties.

EXPORT COMPLIANCE® TRAINING INSTITUTE

ECoP® Certification
Export Compliance Professional
(EAR or ITAR)

ECoP® CERTIFICATION

"The ECoP® Certification Training program is a good, fair evaluation of how to apply export knowledge to everyday tasks"

"The program was very thorough and insightful. A must have for any compliance program."

"I found the tests to be challenging, and a true indicator of whether one understands how to maneuver the EAR and ITAR. Both tests required one to perform research on basically every answer to be certain the correct answer was chosen. Because I work at an academic institution, there are many sections that don't apply to us on a daily basis. It still helps that I had to answer questions on these otherwise inapplicable sections for future reference."

"The tests were difficult, but real life situations are also extremely difficult. You need to take your time and think through the situation and ensure that you have done the research necessary to make the appropriate decision. I do not feel that the tests were too difficult for preparing someone, or even refreshing someone, for working within the ITAR and EAR realms. I have been numerous times to the seminars and learn something new each time that I am there. This company has proven to be the best in the business. They take a topic that could be very dry and make it come to life."

www.LearnExportCompliance.com/ecop