

ECoP[®] Certification





What is ECoP® an acronym for?

Export Compliance Professional



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 for US and non-US organizations

- **Live Seminar** (2 days) - at US locations and globally
- **e-Seminar**
 - Approximately 8 hours of comprehensive training broken down into modules that can be started and stopped at any time
 - View from our online training platform - ECTI Academy

2. ITAR Defense Trade Controls for US and non-US organizations

- **Live Seminar** (2 days) - at US locations and globally
- **e-Seminar**
 - Approximately 8 hours of comprehensive training broken down into modules that can be started and stopped at any time
 - View from our online training platform - ECTI Academy

3. University Export Controls

- **Live Seminar** (4 days) - at a US location annually



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 optional and is purchased separately from the training courses in ECTI Academy.
- The ECoP® test will be accessible to you following completion of the course.
- You will have 60 days following your training to take the ECoP® test.
- 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 receiving assistance from another person. You must complete the test on your own.
- Each test (EAR or ITAR) consists of 50 multiple choice questions.
- You must receive a score of 85% correct or greater in order to receive your ECoP® certification.



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

- If you score lower than 85%, you'll know with immediate results within ECTI Academy. The system will let you know if answers are correct or incorrect with each test question.
- You'll have 30 days to test again at no extra charge.
- Additional testing beyond that will require another testing fee.



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

- ECTI Academy will provide you with immediate test results. After passing the test, a pdf certificate will be available for download and print. The certificate will indicate your name, certification type, and period of certification validity.
- Certification is valid for a period of 2 years.
- 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.
- 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



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. Here are the ECTI approved renewal courses:
 - Comprehensive training via live seminar or e-Seminar
 - Trade Controls Webinars from ECTI library of 80+ 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-seminar/e-seminars-for-us-companies/>
- **Live Seminar Training for US Companies:** <https://www.learnexportcompliance.com/seminars/>
- **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/>
- **ECTI Testimonials:** <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: jessica@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.



ECoP® Certification **Export Compliance Professional** **(EAR or ITAR)**



"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."

"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."

"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."

www.LearnExportCompliance.com/ecop