

SANCTIONS & EXPORT CONTROL

Executive Training 2018



With the support of:



Sanctions and Export Control

Sanctions and export control have become one of the most pressing concerns for companies and financial institutions.

Military and dual-use legislation as well as the increasing rate of adoption of sanctions programmes which target entities and individuals or restrict business relationships in specific countries and sectors have forced companies to adopt compliance procedures regardless of their business activities. Continuous changes in the legislative framework require constant monitoring to ensure prompt updating of internal control measures.

Increasing enforcement actions by national authorities, the potential criminal, civil and contractual liabilities, the risk of denial of export licenses and supply chain disruption have all attracted the attention of companies worldwide. More significantly, companies pay great attention to moral concerns and reputational damage which could affect their reputation and business opportunities.



Sanctions and export control have become one of the most pressing concerns for companies.

The increasingly **technical nature** of the legislation imposes on companies the need to acquire skills encompassing legal, IT, risk management, business administration and supply chain knowledge, in order to cope with sanctions and export control challenges.

This executive training is designed by practitioners for practitioners. The aim is to prepare export control officers who can support their companies in complying with relevant legislation in different jurisdictions.

The Programme

This programme is aimed at professionals or graduates wishing to specialise in sanctions and export control compliance, including in the role of Export Control Officer. It is open to participants from different backgrounds and levels of expertise.

The training provided will equip the participants with the following skills:

- ❑ Knowledge of the legal framework and relevant actors in different jurisdictions.
- ❑ Risk assessment and due diligence to ensure compliance with relevant EU and US legislation;
- ❑ Planning of an Internal Compliance Programme and managing day-to day export control operations.



The Curriculum

The curriculum comprises three components that allow the participants to acquire the necessary theoretical and empirical approach to the subject.

Lectures and seminars will allow interaction with specialists in this area while providing a practical outlook on what companies in various sectors require for full compliance.

1. General Overview of the Legal Framework

Analysis of the UN, US and EU laws and regulations to be able to learn the requirements imposed by sanctions and export control legislation in multiple jurisdictions.

2. Management of Export Control

The second part of the training is directed at defining the roles and functions in export control, conducting risk assessment and due diligence as well as managing internal and external resources.

3. Structuring of an Internal Compliance Programme

Exploration of best practice and tools necessary for successful drafting and application of an ICP involving persons from different departments.

Teaching Approach

The course will be as interactive as possible, seeking to tackle not only the legal framework, but also the practical applicability of the legal norms within the industrial and business environments.

Teaching Methods

The training is modelled on a “from practitioners to practitioners” approach. It includes lectures, short seminars and group exercises. Trainers will focus on practical cases and stimulate interaction within the class and contributions from all participants.

Trainers

The list of speakers includes officials from various governmental bodies such as the World Customs Organisation and the Flemish Government, as well as export control specialists from multinational enterprises including General Electric, Cardinal Health, Huntsman, and BNPParibas.

For any company involved in international business, there are significant risks in confining sanctions and export control risk management to an untrained person.

Trainers

Michael Peeters Director of the Strategic Goods Control Unit of the Flemish Department of Foreign Affairs, Belgium

Michael Peeters is the Director of the Strategic Goods Control Unit of the Flemish Department of Foreign Affairs, Belgium. Prior to this, he has been working at the Belgian Federal Parliament for the Defence Committee and the Military Procurement Committee. He holds an MA International Relations and Comparative Politics of the Université Catholique de Louvain-la-Neuve (Belgium). He also obtained an MA in Defense and Security Analysis at Lancaster University (United Kingdom), and completed successfully the “High Security and Defence Studies” at the Royal High Institute for Defence of the Belgian Ministry of Defence.

Antonio Ciavatta, Executive Counsel, International Trade Compliance, Baker Hughes, a GE Company

Antonio Ciavatta is Executive International Trade Compliance Counsel at Baker Hughes, a GE Company (BHGE). Antonio’s experience covers a wide range of international trade areas including export controls compliance, sanctions and embargoed country advice, classification and licencing, trade policy, customs matters, import/export procedures and compliance programmes. Antonio joins GE Oil & Gas in 2008 from Toyota Motor Europe where he was the leader of the EMEA Customs & Int. Trade team. Prior to Toyota, Antonio was an ITC consultant with two of the Big4 Consultancy Firms in London managing and contributing to global assignments on customs & trade in various industry sectors.

Milan Godin legal advisor, Strategic Goods Control, Department of Foreign Affairs

Milan Godin is a legal advisor at the Strategic Goods Control Unit of the Flanders Department of Foreign Affairs (Belgium). He advises the Flemish government and Flemish companies on dual use export regulation and policy and he reviews and processes licence applications for dual use exports for the Flemish Region in Belgium. He represents the Flemish region in the Belgian Advisory Committee for the Non-Proliferation of Nuclear Weapons and is the spokesperson for the Belgian licensing authorities in the EU Dual Use Working Party and Coordination Group Meetings and the relevant Nuclear Suppliers Group meetings. He also actively participates in national and international outreach events on dual use export regulation and policy.

Kostas Katsoulis, Director, Global Trade at CardinalHealth (Switzerland)

Kostas joined Cardinal Health as Director, Global Trade in August 2016. In this position, he manages all import/export-related operations for Cardinal Health in the EMEA region. Kostas has over 18 years of experience in dealing with a wide variety of trade issues, including customs, EU & U.S. export controls and trade sanctions, anti-boycott regulations, encryption controls, government procurement, trade defence measures, disclosures and audits. Prior to joining Cardinal Health, Kostas worked in various roles for PerkinElmer, Toyota Motor Europe and Baker & McKenzie in Belgium and the U.S. He is currently based in Baar, Switzerland and is fluent in English, French and Greek.

Trainers

Roberto Soprano, BDA and VUB Visiting Professor and Senior Manager at PwC

Roberto is BDA and VUB visiting lecturer and export control lead at PwC in Brussels. He is specialized in EU and US export control and sanctions and assists multinational companies in building internal compliance programs to comply with US (BIS, ITAR and OFAC) and EU dual-use, military and sanctions laws. He also conducts internal investigation and leads remediation plans. He also acts as a sanctions legal expert for the PwC Iran Working Group building procedures and control measures for US and non-US companies doing business in Iran. Prior to join PwC, Roberto acquired a thorough experience in export control matters by working at Huntsman, Federacciai and the World Bank. Roberto graduated in law from the University of Milan and holds a master in WTO law from the World Trade Institute in Switzerland.

Eddy De Coster, Head of Trade Expertise Desk BNP Paribas

After having finished University Studies in Languages (Germanic Philology) I started my career as a language teacher, first during military service and after that with Generale Bank in 1984-1987. A short transition with the Company Petercam, in Brussels, in the Currency Department (it was still the time of various European currencies), was followed again by a banking job with KBC till 1995. From then onwards, I started my final career again with Generale Bank, as a Sales in International Trade and Trade Finance in Antwerp, later pursued when taken over by Fortis and onwards by BNP Paribas. As from 2007, I became part of the Trade Expertise Desk, that since 2 years I am heading now as Global Head of Trade Expertise. As such I lead an experts team of 11 collaborators, all senior expert in their field, with a total expertise summed up of + 200 years.

Adam Vas, World Customs Organization (Belgium)

Adam Vas works for the security programme of the World Customs Organization. Before joining the WCO, he spent his career as a customs official, both at operational and policy levels, at his home administration in Hungary, where his enforcement portfolio included, inter alia, dual-use and military items. At the WCO, he is the coordinator of the Strategic Trade Control Enforcement programme.

Charles M. Giacoma Director General at EIFEC (Belgium)

Charles M. Giacoma is the Director General since 2011 of EIFEC and headed the drafting and development of the EU Export Compliance Framework (EU-ECF). Previously Mr. Giacoma worked as Managing Director of a leading export finance institution where he has played a leading role in major Export finance developments and Sovereign Debt Restructuring. Mr. Giacoma has served several terms as Advisor to World Bank and IMF on behalf of Sovereign Authorities. He is active in nonprofit multilateral initiatives and institutions with main focus on health care for children in several Less Developed Countries or Conflict Areas and served as Member of Governors of Medchild foundation.

Mariano Ithuralde, Ethics & Compliance Global Manager and ITC Counsel for Huntsman (Switzerland)

Mariano is Ethics & Compliance Global Manager and ITC Counsel for Huntsman. He held several ITC management positions at Oracle, Microsoft and Statoil and worked as a foreign associate for King & Spalding on trade and WTO matters. He studied law at the Catholic University of Argentina and Obtained an LL.M from Northwestern University. He was a qualified attorney in Argentina and is admitted to practice in New York State. He speaks English, Spanish and is proficient in French.

Programme Content

DAY 1: DUAL-USE

International Framework

- Export control regimes

EU Regulation

- EU Institutions and Member States: who does what?
- Identify listed and non-listed dual-use (catch-all)
- Transmission of technology and software
- Brokers
- National complementary measures
- Authorisations: individual, global and general EU and national Complying with Authorisations requirements
- Violations and responsibilities
- The reform of the EU dual-use Regulation

US EAR

- The structure of the US dual-use system
- The Commerce Control List: ECCNs, EAR99 and *De minimis*
- License and “No-license required” determination and exemptions
- Reading the Country Chart
- End-Use and End-User Controls
- Impact of US EAR on EU business
- Violations and responsibilities
- Case study

Workshop on the World Customs Organization STCE programme

DAY 2: SANCTIONS and EMBARGOES

International Framework

- UN Sanctions

EU Restrictive Measures

- The role of the EU institutions and of the Member States
- Sanctions regimes in force and different measures
- EU/MS Jurisdiction
- Analysis of sanctions regimes in Russia, Crimea and Iran.
- The EU “Anti-boycott” Regulation

US Sanctions

- Analysis of OFAC sanctions: Primary Sanctions versus Secondary Sanctions
- Comprehensive Sanctions versus “smart” Sanctions
- OFAC list, 50% and aggregate rules
- Licenses
- Example of enforcement cases and lessons learned
- US jurisdiction and EU companies: does US law apply to my business?
- Special focus on Iran: General license H and effects of the JCPOA for EU companies

Workshop on Trade Finance and Export Control

Programme Content and Assessment

DAY 3: COMPANIES and EXPORT CONTROL

Roles and functions in export control

- The tasks of an Export Control Officer
- Managing internal resources
- Use of software and database
- Dealing with multiple jurisdictions
- Heat maps and risk assessment patterns for your business
- Dealing with your stakeholders: involve management, create awareness and negotiate for resources
- Advisory role
- Due diligence for merger and acquisition
- Voluntary disclosure

Group exercise

Class Material

The material for the course will be provided in electronic format to participants a few weeks before the start of the programme. Handouts will be provided on the day.

Classes

The course will take place on the Humanities, Science and Engineering Campus of the VUB in Brussels.

Building an Internal Compliance Program

- Management Commitment to Export Compliance
- Defining roles and procedures (ECAP)
- Appointment of person(s) in charge
- Risk Assessment and Treatment: chart the flow of the Export process, detect vulnerabilities, define screening strategies, Stop/Hold/Cancel/Release criteria, items classification, KYC/UBO, Red Flags, Export Authorisations process, documents tracking
- Information and Training - Record keeping - Audit
- Handling Non-Compliance Issues – Voluntary disclosure
- Maintain your Export Compliance Manual
- Integration with Quality Management practices

Export Compliance Framework and Standards

Assessment

Participants will sit a short written exam, they will be provided with questions at the end of the course and have three weeks to submit their answers.

Certification

Upon successful completion of the course an EIFEC certificate will be issued, allowing participants assume the role of Export Control Officer.

All participants who follow the programme, whether or not they sit the exam, will receive an attendance certificate from the Brussels Diplomatic Academy.

Practicalities

DATE

29th to the 31st of May 2018

VENUE

U-Residence of the VUB.

FEES

The programme costs 1750 Euros including VAT. This includes participation in all the classes; the right to sit the exams; the certificates issued by EIFEC and BDA; internet access and teaching materials.

ACCOMMODATION

Accommodation is available at U-Residence which is in the building where the training will take place. Rooms are en suite, with WiFi and LAN connections, and two-bed rooms are available. Discount vouchers can be obtained from the BDA.

The hotel is at tram stop VUB and close to metro station Petillon, the historical city centre is a short bus ride away.



Application

FURTHER INFORMATION ABOUT THE PROGRAMME:

[Roberto Soprano](#)

+32 (0)484552229

REGISTRATION FORM AVAILABLE [HERE](#)

ALL OTHER INFORMATION:

[Prof. Dr. Cailin C E Mackenzie](#)

+32 (0) 473 458069

*STUDY IN
BRUSSELS
THE
CAPITAL OF
EUROPE*



Brussels Diplomatic Academy

Welcome to the Brussels Diplomatic Academy! The place where diplomacy and business meet.

Whether you are starting out on your career in economic diplomacy or international business, seeking to enhance your existing knowledge and skills, or looking for events where you can connect with potential partners, the Brussels Diplomatic Academy has what you need.



Launched in 2013, the BDA provides a range of services to diplomats and business people and those aspiring to become them. With our education and training programmes, our ambassadorial and business events, our lectures, Master Classes, conferences, and so much more, the BDA equips entrepreneurs and their counterparts in the civil service with the necessary skills, knowledge and connections to excel in their fields.

We are proud to be an integral part of the VUB that is nonetheless connected to the real worlds of economic diplomacy and international business. We know we have the expertise and opportunities to help expand your diplomatic and international business horizons. You just need to let us!



EIFEC (European Institute for Export Compliance)

EIFEC (European Institute for Export Compliance) is an independent not for profit membership organisation participated by public and private organisations, universities, companies and other bodies, institutions and individuals.

EIFEC is the Export Compliance international standard setting and policy-making body.

Our main aim is promoting an effective international culture of compliance with the relevant Export regulations within the financial, economic, industrial, academic and associative system of private and public sector.

EIFEC objectives are to disseminate among any Organisation involved in Export / international Trade behaviours of excellence through an effective implementation of the specialized compliance management framework based on International Export Compliance Standards (EIFEC EC1001 series).

EIFEC Masters and Training courses are managed in collaboration with universities members of EIFEC and give academic credits.

EIFEC is promoting alliance between Leading EU Technical Universities and Management & Business Universities with the main objectives:

- promoting the Export Compliance culture by embedding and integrating at each national level, the principles, best practices, operational procedures, implementing a common risk assessment approach underpinning all export control assessments in the EU and support the implementation of the EU Export Compliance Framework;
- promoting, and establishing Academic and Master courses, with object the formation of skilled professional with Export Compliance capacity (Export Compliance Officer).
- To be a technical support for public decision to National Governments Authorities and policy makers as custodian of the highest level of knowledge;
- To establish and maintain an Expert System to assist EU National Authorities and exporters to evaluate and determine/classify if a product (for their technical content) is under EU Export Control regulations (Dual Use, Sanctions etc.);
- Cooperation on methodological and management systems to develop Export Compliance management procedures;

Headquarters in Brussels and 15 regional and national offices.

