

**DAY ONE AGENDA**  
**How to Develop**  
**An Export Management and Compliance Program**  
*Creating a Road to Compliance: How to Stay in the Fast Lane*

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- 7:30 – 8:00**                    **Registration and Breakfast**
- 8:00 – 8:30**                    **Getting Started: Directions for Our Road Trip**
- 8:30**                                **The Theoretical Construct of Compliance**
- Foundation of an Effective Compliance Program
  - Effective Compliance Defined
  - Compliance Score Card
- Peace of Mind Assurance (and Insurance)**
- Structuring Your Compliance Audit Program
- Power of the Written Word**
- Your Compliance Mantra
- EMCP Business Case Review**
- The Most Critical Compliance Component**
- Management Commitment
  - The TMC Principle
  - Obstacles to and Strategies for Obtaining Management Buy-In
- 10:00 – 10:15**                    **Break**
- 10:15**                                **How To Get Started**
- Step-By-Step Procedures for Getting Started
  - Up-Front Risk Assessment
  - Identifying Stakeholders in Your Compliance Program
  - Identifying Export Processes
- Where The Buck Stops**
- Responsible Personnel and Functions
  - Some Things To Consider
  - A Common Mistake To Avoid
- Investing In Your Most Critical Compliance Asset**
- Raising Awareness
  - Adult Learners
  - Creative Strategies
  - Documentation and Frequency
- EMCP Business Case Review**
- 12:00 – 1:00**                    **Lunch**

## **DAY ONE AGENDA**

- 1:00 – 1:15**            **Report From Lunch**
- 1:15 – 2:30**            **State Department Perspective on Compliance**
- 2:30 – 2:45**            **Break**
- 2:45 – 3:30**            **Staying In the Fast Lane**
- Commodity Jurisdiction Compliance Considerations
  - Commodity Classification Compliance Considerations
  - License Determination Compliance Considerations
  - License Application Compliance Considerations
- 3:30 – 4:45**            **Census Bureau Compliance: Getting AES/SED Compliance Right**
- 4:45 – 5:00**            **Recap Where We Have Been & Questions**

## **DAY TWO AGENDA** **How to Develop**

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<b>7:30 – 8:00</b>	<b>Breakfast</b>
<b>8:00 – 8:30</b>	<b>The Road Traveled: Highlights From Yesterday</b>
<b>8:30 – 9:30</b>	<b>Compliance Safeguards</b> <ul style="list-style-type: none"><li>▪ U.S. Government Safeguards and Compliance Implications</li><li>▪ Safeguards Throughout Your Supply Chain</li><li>▪ Best Practices and Strategies</li></ul>
<b>9:30 – 10:45</b>	<b>Measuring Export Control Effectiveness and EAR Compliance</b> <ul style="list-style-type: none"><li>▪ Business Case</li></ul>
<b>10:45 – 11:00</b>	<b>Break</b>
<b>11:00 – 12:15</b>	<b>When What Shouldn't Happen, Does Happen</b> <ul style="list-style-type: none"><li>▪ A Company's Best Defense</li><li>▪ Notification, Escalation, &amp; Voluntary Disclosure</li><li>▪ Internal Notification and External Notification</li></ul> <b>EMCP Compliance Business Case Review</b>
<b>12:15 – 1:15</b>	<b>Lunch</b>
<b>1:15 – 2:30</b>	<b>Partners in Compliance</b> <ul style="list-style-type: none"><li>▪ Enforcement Lessons Learned and Tips for Avoiding Export Violations</li></ul>
<b>2:30 – 2:45</b>	<b>Break</b>
<b>2:45 – 3:30</b>	<b>Your Compliance Story</b> <ul style="list-style-type: none"><li>▪ Creating an Audit Trail</li></ul> <b>EMCP Compliance Business Case Review</b>
<b>3:30 – 4:00</b>	<b>The End of Our Journey</b> <ul style="list-style-type: none"><li>▪ Final Compliance Tips and Strategies</li><li>▪ Questions</li><li>▪ Evaluations Please 😊</li></ul>