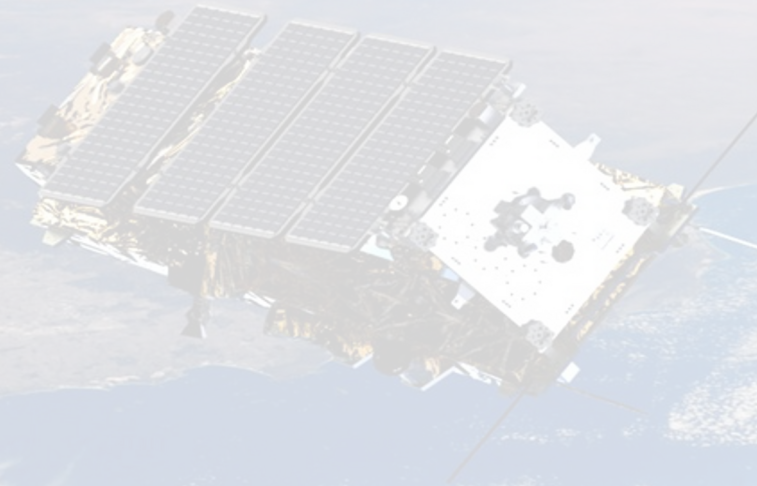


EXPORT CONTROL - ECONOMIC SANCTIONS

EXECUTIVE CERTIFICATE / 2024-25



- **PIONEER UNIVERSITY DIPLOMA**
- **7 x 2 DAYS FACE-TO-FACE**
- **ENGLISH / FRENCH**

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➤ OBJECTIVES

- In a VUCA world (Volatility, Uncertainty, Complexity, Ambiguity), the regulatory framework applicable to international trade exchanges is swiftly evolving notably in the context of (i) the multiplication of trade regulations targeting the import/export of controlled goods (military and dual use goods) and (ii) the adoption of far reaching economic sanctions regulations in response to geopolitical events. Export control and economic sanctions regulations based on domestic, EU and international public law are highly technical, evolving at an unprecedented pace and far reaching both in terms of scope and jurisdiction. Over the years, some export control and economic sanction regulations notably American and Chinese have indeed developed an extraterritorial dimension which has substantially increased their impact on economic operators.
- Given the criminal, financial and reputational consequences triggered by a violation of these regulations, it is of paramount importance for economic operators to be aware of these risks and develop the adequate tools to mitigate them.
- The Executive certificate in Export Control and Economic Sanctions is targeting executives, engineers, lawyers, consultants, in employment or back to education, and willing to acquire an in-depth expertise in these areas.

➤ AUDIENCE

- Consultants from auditing / engineering firms willing to acquire a solid background in these sectors which can be valued with their clients.
- In-house counsels and compliance experts wishing to develop new capabilities on export control and economic sanctions regulations.
- Civil servants, persons employed by State, local governments or public actors, sp. in charge of providing support to the export department of industrial companies and financial institutions.
- The executive certificate also welcomes back-to-education seniors or freshly graduated juniors holding a Master of Laws, Engineering or Management and willing to apply for an export control manager position in a big group.

➤ PROGRAMME

Module 1 - Geopolitical and military context of the contemporary world (14 h)

Export control and economic sanctions legislations are highly fuelled by economic and strategic relations between sovereign states. Conflicts also have a significant impact on these rules. This introductory course aims to set the geopolitical and military context of the contemporary world; it will make it possible to identify current points of tension and explore medium-term trends.

Module 2 - Export control - French and E.U. legislations (20 h)

This module deals with international and European regulations on the control of arms and dual-use goods exports. Chapter one covers international arms export control law, focusing on the role of the United Nations and weapons of mass destruction, missiles, conventional weapons, and dual-use goods / technologies. Chapter 2 focuses on the European Union's arms and dual-use export control regime, sp. on the circulation of arms in the internal market and the common external security policy, arms embargoes, the evolution of the control of dual-use items, and the current regime for the control of dual-use goods and services. Finally, Chapter 3 addresses the procedures and responsibilities related to French regulations, describes the players involved, customs procedures, reporting requirements and exporter liability.

Module 3 - Export control - US legislation, emerging legislations (25 h)

This module is designed to provide a thorough understanding of U.S. export control law. Topics include the extraterritorial application of the EAR and ITAR to re-exports of controlled products of U.S. or French origin, the principles of classification and restrictions, the responsibilities of the U.S. exporter and the French re-exporter, and licensing exceptions. Foreign nationality control is also examined, with a focus on the conditions for transferring technical data subject to ITAR. The course then examines extraterritorial control of U.S. technology and addresses the responsibilities of the French importer and re-exporter of controlled information. Finally, the module addresses enforcement of U.S. export control violations, examining civil, criminal, and administrative penalties under ITAR and EAR. The Chinese export control system will also be discussed.

➤ PROGRAMME

Module 4 - Fundamentals of economic sanctions - EU and US (24 h)

Understanding the adoption and implementation mechanism of economic sanctions both in the EU and in the U.S:

- Presentation of the adoption process of economic sanctions;
- Presentation of the various authorities and administrative bodies in charge of the adoption, implementation and enforcement of economic sanctions.

Understanding the interactions between economic sanctions and export control issues and presentation of the interaction with the relevant authorities and administrative bodies on these two topics.

Module 5 - Risks in relation with the violation of applicable rules: litigation, liability... (15h)

Presentation of the consequences of breaches of export control and economic sanctions regulations:

- Financial consequences (administrative and criminal fines);
- Legal consequences (trials, various settlement mechanisms);
- Reputational risks and impacts.

Module 6 - Economic and structural impacts: the compliance control system and the contractual negotiation (15 h)

Design and implementation of an economic sanctions and export control compliance program tailored to a company's risk exposure:

- Structuration of a dedicated governance;
- Economic sanctions and export control global risks mapping;
- Drafting of policies, procedures and operational processes to address the risks identified in the risk mapping exercise;
- Conduct of dedicated training sessions and setting up of economic sanctions and export controls awareness campaigns notably consisting in:
 - communication around the newly revamped framework and governance;
 - economic sanctions and export controls trainings for highly exposed individuals and key stakeholders;
 - economic sanctions and export controls awareness sessions for all employees.

Presentation of the negotiation tools and techniques to integrate economic sanctions and export controls risks in contractual negotiation and drafting (key definitions, understanding the scope of the various representations and warranties depending on the nature of the contract).

Module 7 - Tutored project (7 h)

Case study in small groups with submission of a report or consultation document. Assessment and jury

➤ ORGANISATION

- Tuition fees: 6000 €
- Partner rate: 3600€
- Classes are 100% face-to-face from October to April.
- The months of May and June are dedicated to individual preparation of your defense before the committee.
- Course language: English mainly.
- 7 periods of teaching of two consecutive days (Friday / Saturday):
 - located in Toulouse (Airbus offices / University Toulouse Capitole);
 - located in Paris (Ashurst offices)
- Tutored projects submission and jury.

➤ **APPLICATION DEADLINE 26th August 2024**

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