



global training center

# EAR

## EXPORT ADMINISTRATION REGULATIONS

9:00 a.m. to 12:30 p.m. (Central Time) - Half day Webinar  
Attendees will receive the speaker's Powerpoint Presentation

### I. BASIS, SCOPE, KEY TERMS & PRINCIPLES

- Scope of the EAR
- Multi-lateral Agreements
- Relationship between EAR - ITAR - OFAC
- Fines and Penalties
- Enforcement case
- U.S. Person
- Antiboycott
- General Prohibitions
- Record keeping

### II. EXPORT CONTROL CLASSIFICATION PRINCIPLES

- Commerce Control List (CCL) - structure & format
- Export Control Classification Number (ECCN) structure
- Up front and personal with ECCN's
- Commodities, Technologies, and Software

### III. TECHNOLOGY CONTROLS

- Technology Control Plan
- Software Controls
- Examples

### IV. APPLYING THE EAR

- State Department Controls
- The Commerce Control List (CCL) structure and format
- Determining the level of Export Control
- License Exceptions and Country Chart

### V. TECHNOLOGY AND SOFTWARE

- Technology in a product
  - a. EAR99
  - b. Subject to an ECCN
- Software in a product
  - a. EAR99
  - b. Subject to an ECCN

### VI. COMMODITY CLASSIFICATION AUTOMATED TRACKING SYSTEM (CCATS) & LICENSING

- Classification application
- License applications

### VII. SUCCEEDING AT COMPLIANCE IN YOUR ORGANIZATION

### VII. INTERACTIVE EXERCISES

### VIII. WRAP-UP