
INTERNATIONAL BUSINESS DEVELOPMENT

EXPORT CONTROLS ORIENTATION

1 day

IB0181

This course will sensitise participants to the role played by HQ divisions in the administration of Canadian Export Controls for military and other strategically sensitive goods. This includes providing an informed response to consultations from the Export Controls Division (EPE). The course will give an overview of why Canada has an export control regime; the types of goods and technologies subject to export controls; the export permit process and the considerations that go into evaluating export permit applications. Case studies will be provided to illustrate sample cases.

At the end of this course, participants will be able to:

- assess export control consultations;
- review and analyse export permit requests;
- make recommendations on export permit requests;
- assess export control issues.

Population: Employees who may be tasked with responding to export permit consultations

Mode of Delivery: Classroom

GLI-I: THE GLOBAL LEARNING INITIATIVE FOR COMMERCIAL / ECONOMIC MANAGERS COURSE

4 days

IB0213

The Global Learning Initiative for Commercial / Economic managers (GLI-1) aims to strengthen the capacity of managers in their competencies in leading a team to deliver value-added service to Canadian clients. Participants will play the role of a Commercial Program Manager (CPM) in the fictitious post "Kingdom of Gibsonia" where they will be challenged by situational leadership scenarios. They will have the opportunity to explore various tactics in the management of their section in "Edart, Gibsonia"; and in developing strategic approaches to ensure a focus on results. Peer sharing of ideas and experiences will form a major component of the learning methodology. Note: **This course is by invitation only.**

At the end of this course, participants will be able to: know Senior Management perspective, focus on planning and strategy, achieving results with their staff, motivating staff and enhancing their staff's proactivity.

Prerequisites: Attended the TCS Serving our Clients course, or the TCS Serving our Client for Outgoing Officers course

Population: Trade Program managers going on posting

Mode of Delivery: Classroom

GLI-II: THE GLOBAL LEARNING INITIATIVE FOR COMMERCIAL / ECONOMIC STAFF COURSE

4 days

IB0214

The Global Learning Initiative for Commercial / Economic staff (GLI-2) focuses on the proactivity and strategy needed in the delivery of value-added services to Canadian clients. Participants will play the role of a Trade Commissioner or Trade Commissioner Assistant in the fictitious post in "Edart, Gibsonia" and will be led through a highly interactive combination of lectures, group work, and role-play exercises to develop their expertise. Peer sharing of ideas and experiences will form a major component of the learning methodology.

At the end of this course, participants will be able to: know the new orientations of the Department; know when to serve or refer clients; create a sector strategy and a competitive intelligence workplan; conduct networking events, outcalls and client meetings; disseminate intelligence and brief senior management.

Population: Priority will be given to officers being posted in the summer

Mode of Delivery: Classroom