

**NASBITE International Certified Global Business Professional
Practice Delineation
April 2026**

Becoming a Certified Global Business Professional (CGBP)

The NASBITE International Certified Global Business Professional (CGBP) credential is designed for individuals working in or preparing for careers in international trade and global commerce. It benefits candidates from companies of all sizes, students in two- and four-year degree programs, or those pursuing advanced degrees. The credential is also suitable for professionals in trade assistance organizations, trade promotion agencies, economic development entities, and related educational institutions.

The CGBP is valuable for individuals in a wide range of roles, including international trade specialists, customs and compliance specialists, business consultants, entrepreneurs, global marketing and sales professionals, attorneys, and members of civic organizations, non-governmental organizations, and non-profits focused on international collaboration. It also supports professionals across various organizational departments, such as engineering, research and development, and finance/accounting, highlighting their contributions to import/export compliance and global trade operations.

Eligibility Criteria:

To sit for the CGBP exam, candidates must have a minimum of two years of work experience in the field of international trade or global commerce, or college, technical, or vocational education or training-level study.

During the registration process the candidate will indicate which eligibility path applies to them. There is no required course or program to sit for the CGBP examination.

About the CGBP

The CGBP credential certifies that a candidate is competent in four primary domains. The domains and their corresponding percentages of the examination are listed below.

Domain	Percent of Examination
1. Global Business Management: Assess, develop, and assist with strategic and operational plans for the international aspects of the business.	27%
2. Global Marketing and Sales: Assess, plan, and assist with marketing and communication efforts, including research, sales, and promotional strategies to meet customer needs and global corporate goals.	26%
3. Supply Chain Management: Evaluate and assist with dynamic supply chain processes and their risks to support the international business plan, while complying with all current and future laws, regulations, and security issues.	25%

<p>4. Global Trade Finance: Evaluate and manage financial risks, payment methods, funding, and currency options to support global business activities.</p>	<p>23%</p>
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Please note that the percentages may not total 100% due to rounding.

Within each domain, the following six “threads” are incorporated:

1. **Documentation and Recordkeeping:** Maintain knowledge of current and anticipated transactions, payment, shipping, record-keeping, and compliance documentation to ensure compliance.
2. **Legal and Regulatory Compliance:** Maintain knowledge of current and anticipated global business laws, regulations, and standards to ensure compliance.
3. **Cultural Competence:** Recognize and adapt to cultural differences in global business practices, such as understanding cultural norms, counseling and communication styles, tools, and relationship-building strategies.
4. **Technology:** Understand the role of advancing technology in global business, including digital tools, digital trade, ecommerce, use of Artificial Intelligence (AI), and cybersecurity.
5. **Resources:** Maintain knowledge of and utilize available tools, information, networks, programs, services, and systems to support global business practices.
6. **Risk and Crisis Management:** Identify, assess, mitigate, and respond to potential threats—such as financial, regulatory, logistical, geopolitical, and cultural risks—while managing crises to mitigate risks, minimize disruption, ensure compliance, and maintain business continuity in global operations.

Within each of these domains and threads, there are tasks and knowledge statements tested through the 165- question CGBP exam.

CGBP EXAMINATION BLUEPRINT

Domain 1: Global Business Management (27%)

Assess, develop, and assist with strategic and operational plans for the international aspects of the business.

Task 0101: Develop and/or assist in the creation of a global mission statement.

Knowledge of:

010101 Components of a mission statement and their strategic and practical purposes

Task 0102: Recognize and address ethical and cross-cultural issues that impact the conduct of international business. Knowledge of:

010201 Ethical and legal business practices as perceived and practiced in the U.S. and other countries (e.g., cultural relativism, labor laws/requirements)

010202 Culturally appropriate techniques for international trade advising and business counseling, such as adapting behavior, communication (verbal and written), and responses to align with local business culture (e.g. Hofstede’s Model)

010203 How culture influences behavior and interactions

010204 Counseling approaches that emphasize nonjudgmental, respectful, and tolerant

communication 010205 Strategies to overcoming language barriers

010206 Labor regulations, working conditions, and compensation practices for locals and expatriates 010207

Resources and support systems for navigating cultural dynamics and nuances (e.g., Bureau of Educational and Cultural Affairs, National Association of District Export Councils)

Task 0103: Participate in global business planning and long-term strategic

planning processes. Knowledge of:

- 010301 Environmental factors influencing international strategies (e.g., political, economic, legal/regulatory, sociocultural, cost, competitive factors, technology)
- 010302 Local, state, federal, and global support initiatives designed to enable global business ventures and expansion
- 010303 Key elements of a global business plan, including adaptive routes to market
- 010304 Resources and templates for global business planning (e.g., U.S. International Trade Administration [ITA], U.S. Small Business Administration [SBA])

Task 0104: Contribute to the ongoing internal and external research efforts to determine viability of global ventures. Knowledge of:

- 010401 Basic research concepts and techniques (e.g., primary vs. secondary data, basic research methodologies, surveys) and data analysis/evaluation processes (e.g., statistical evaluation, quantitative and qualitative analyses)
- 010402 Sources for international market data, including tools for international research (e.g., U.S. Department of Commerce, International Monetary Fund [IMF], World Bank, United Nations [UN] agencies, International Trade Centre [ITC], U.S. Census Bureau), private firm data (e.g., Euromonitor, WISERTrade, Port Import Export Reporting Service [PIERS], Datamyne, Import Genius), and on-the-ground resources (e.g., US Commercial Service, SBDC, WTC, state trade offices)

Task 0105: Perform formal risk assessments and develop risk and crisis management policies for global business activities.

Knowledge of:

- 010501 Country risk (e.g., political, economic, nationalization, expropriation, adverse foreign exchange fluctuations), tariffs, and non-tariff barriers
- 010502 Commercial risk (e.g., non-payment, breach of contract)
- 010503 Travel and expatriate risks (e.g., family adaptation, reverse culture shock) and available resources (e.g., travel advisories)
- 010504 Emerging risks (e.g., cyberattacks and AI-related threats) and other evolving global challenges (e.g., geopolitical crises, coups, regulatory changes)
- 010505 Intellectual property safeguards to offset theft
- 010506 Credit assessment techniques and risk mitigation strategies (e.g., export credit insurance, international finance programs, international credit reports reference checks)
- 010507 Multimedia resources (e.g., videos and web tools) that support risk assessment

Task 0106: Develop and/or assist in internal and external legal and regulatory compliance efforts to support global activities.

Knowledge of:

- 010601 How import duties and taxes are assessed, including product classification, tariff rates (e.g., Most Favored Nation [MFN] vs. other rates), and tariff engineering
- 010602 Import admissibility requirements to protect national security, public health, and safety
- 010603 Non-tariff barriers (e.g., quotas, foreign exchange controls, import licenses and permits, technical standards)
- 010604 U.S. import enforcement agencies (e.g., U.S. Customs and Border Protection [CBP])
- 010605 Export filing systems, requirements, and procedures (e.g., Automated Export System [AES], Electronic Export Information [EEI])
- 010606 U.S. export controls and licensing (e.g., Export Administration Regulations [EAR], International Traffic in Arms Regulations [ITAR], Foreign Assets Control Regulations [FACR])
- 010607 U.S. export regulations and certificates to protect health and safety (e.g., certificates of free sale,

phytosanitary certificates, hazardous materials [HAZMAT])

010608 U.S. export enforcement agencies (e.g., Bureau of Industry and Security [BIS], Directorate of Defense Trade Controls [DDTC], U.S. Customs and Border protection, Office of Foreign Assets Controls [OFAC], Food and Drug Administration [FDA], US Department of Agriculture [USDA])

010609 General legal liability issues (e.g., products and Harmonized System [HS] codes, international contractual disputes, arbitration, UN Convention for the International Sale of Goods [CISG], governance issues, export license compliance)

010610 Intellectual property rights (e.g., patent, trademark, copyright, trade secrets), international agreements (e.g., Paris Convention for the Protection of Industrial Property, Madrid System) and practical enforcement levels

010611 Trade agreements (e.g., World Trade Organization [WTO], free trade agreements [FTAs], regional agreements, bilateral investment treaties)

010612 Offshore regulatory and legal concerns (e.g., bribery/corruption, Foreign Corrupt Practices Act [FCPA], antitrust, customs, import/export permits, licenses, Forced Labor/UFLPA regulations, currency regulations), along with related resources and tools (e.g., BIS, UN, OFAC)

010613 The consequences of non-compliance with legal and regulatory requirements

Task 0107: Collaborate in the development, implementation, and evaluation of global budgets. Knowledge of:

010701 General budgeting concepts (e.g., basic elements of financial statements, sales and expense forecasts)

010702 Revenues and expense uncertainties, including the impact of unforeseen events (e.g., supply chain disruptions, new tariffs, currency fluctuations)

010703 Transfer pricing

010704 Import valuation considerations (e.g., valuation hierarchy starting with Transaction value, commissions, royalties, assists, packaging, proceeds from subsequent sales, and non-dutiable charges)

010705 Financial indices for informed decision-making (e.g., benchmarking, key performance indicators [KPIs], Corruption Perceptions Index [CPI], Global Entrepreneurial Index [GEI], balance of trade)

010706 Counseling techniques that help others reach meaningful decisions on their own

010707 Problem-solving techniques, including strategies for facilitating problem-solving in others

Task 0108: Establish and maintain relationships with appropriate external organizations to support global activities. Knowledge of:

010801 Industry, trade, and investment associations

010802 Government trade support agencies (e.g., ITA, SBA, Census Bureau, Foreign Agricultural Service [FAS]), CBP

010803 International trade support organizations (e.g., UN Trade and Development [UNCTAD], IMF, World Bank)

010804 Regulatory and enforcement agencies (e.g., CBP, BIS, DDTC) and equivalent agencies in foreign countries

010805 Techniques for building and maintaining relationships (e.g., networking, partnering, communication)

Task 0109: Utilize technology to support global performance and collaboration.

Knowledge of:

010901 Common business and communication technologies and trends (e.g., social media, WhatsApp)

010902 Resources to gain insight into country-specific technology preferences (e.g., in-country websites, country commercial guides)

010903 Technology tools to facilitate and expedite global activities, including advanced tools (e.g., AI tools, website globalization/localization)

010904 Export compliance issues related to technology use (e.g., deemed exports, export controls)

Domain 2: Global Marketing and Sales (26%)

Assess, plan, and assist with marketing and communication efforts, including research, sales, and promotional strategies to meet customer needs and global corporate goals.

Task 0201: Evaluate the internal and external environment to identify potential marketing threats and opportunities. Knowledge of:

- 020101 Internal resources (e.g., export readiness assessment, goals and preferences of senior management, experience and capabilities of employees, technical and production capabilities, relationship assessments)
- 020102 External factors (e.g., economic and physical geography, competitive analysis, regulatory, cultural, technological issues, currency fluctuations, protected industries and sectors)
- 020103 Trade agreements, customs unions, and trade laws (e.g., United States-Mexico-Canada Agreement [USMCA], export control regulations, anti-boycott regulations, Foreign Corrupt Practices Act [FCPA])
- 020104 Product certifications and standards (e.g., CE or UKCA markings, ISO 9000)
- 020105 Cultural and technological considerations for the marketability of products (e.g., translation, consumer preferences, in-country social media, availability of technologies in specific countries)
- 020106 SWOT analysis related to global marketing
- 020107 Public and private sources of data to research competitor activities internationally (e.g., Port Import Export Reporting Service [PIERS], United Nations [UN] Comtrade, Kompass Directory, USA Trade Online)
- 020108 Import/export regulations (e.g., Forced Labor/UFLPA)

Task 0202: Develop and implement the global marketing plan by conducting market research to identify and assess potential markets.

Knowledge of:

- 020201 Laws and regulations impacting marketing plans (e.g., entity law, sanctions, promotional restrictions, distributor requirements, anti-corruption laws)
- 020202 Public and private marketing resources (e.g., International Trade Administration [ITA], U.S. Commercial Service [USCS], UN/WTO International Trade Centre, World Bank, International Monetary Fund [IMF], trade and industry associations, customs brokers, freight forwarders)
- 020203 On-the-ground information sources in target countries (e.g., US Commercial Service, Small Business Development Centers [SBDCs], WTC, state trade offices)

Task 0203: Select products and markets to be targeted based on market research findings.

Knowledge of:

- 020301 Harmonized System (HS) code implications for tariffs and duties
- 020302 Impact of product, price, place, and promotion/distribution (the four P's) on market selection
- 020303 Methods for identifying laws and regulations that affect market selection (e.g., entity law, promotional restrictions, distributor requirements, warranties, quality control)
- 020304 Market segmentation and demand analysis

Task 0204: Develop and select market strategy for physical goods and services to maximize sales and profitability. Knowledge of:

- 020401 Foreign market entry strategies (e.g., indirect exporting, direct exporting, FDI, licensing, equity joint ventures, strategic alliances)
- 020402 Harmonized System (HS) for international tariff schedules

Task 0205: Develop and select market strategy for digital trade (i.e., the buying and selling goods and services through digital technologies) to maximize sales and profitability.

Knowledge of:

- 020501 International eCommerce (e.g. online shopping, booking travel)
- 020502 Digital trade, including service and data-based options (e.g., movie and music streaming services,

- engineering or architectural designs from foreign providers, online banking)
- 020503 Digital marketing strategies (e.g., global marketplaces, website localization, search engine optimization [SEO], in country social media sites and preferences)
- 020504 Harmonized System (HS) for international tariff schedules

Task 0206: Manage a marketing budget related to global activities.

Knowledge of:

- 020601 Budgeting processes and reporting requirements
- 020602 Relevant accounting principles (e.g., accounts payable, accounts receivable, cost of goods sold [COGS], cash flow)
- 020603 Costs of marketing and promotion
- 020604 Financial forecasts of global marketing effort results (e.g., implications of a negative balance sheet)

Task 0207: Coordinate the marketing mix of goods and services to deliver products and services

to target markets. Knowledge of:

- 020701 Local customer expectations and cultural requirements
- 020702 Product life cycle, modification strategies, and implications
- 020703 Technical compatibility and product standards (e.g., CE or UKCA markings)
- 020704 Country of origin determination
- 020705 Resources for country-specific packaging, labeling, and marking requirements
- 020706 After-sales service and support (e.g., manuals, warranties, technical support, recycling)
- 020707 Product liability implications
- 020708 Legal and regulatory requirements for pricing (e.g., pricing constraints and controls, fair trade laws, anti-dumping, tariffs)
- 020709 Federal trade assistance resources (e.g., U.S. Commercial Service)
- 020710 Sustainability and environmental considerations (e.g., packaging, recycling, applicable free trade agreements [FTA], LEED), certifications, requirements, regulations, and consumer preferences
- 020711 Group dynamic techniques relevant to planning and implementing change

Task 0208: Implement, monitor, and adjust global pricing strategies.

Knowledge of:

- 020801 Costing methods and allocation, including marginal and absorption costing
- 020802 Tariff and non-tariff barriers and incentives
- 020803 Price quotation process and methods (e.g., requests for quote [RFQ], price quotation, pro-forma invoice, purchase order) in USD and in local currency
- 020804 Pricing implications of Incoterms
 - 020805 Resources for global pricing strategies (e.g., Incoterms, Uniform Customs and Practices for Documentary Credit [UCP600], Uniform Rules for Collections [URC], government agencies, websites)
- 020806 The influence of local market conditions on pricing strategies
- 020807 Transfer pricing
- 020808 Accounting standards (e.g., International Financial Reporting Standards [IFRS], European Financial Reporting Standards [EFRS], Generally Accepted Accounting Principles [GAAP])
- 020809 The impact of global supply chain disruptions and delays at borders

Task 0209: Manage global promotion strategies to support the global marketing plan.

Knowledge of:

- 020901 Sales promotion mechanisms (e.g., web globalization/localization, e-mail and social media, horizontal and vertical trade shows, trade missions)
- 020902 Technological tools for promotion, including internet-based activities (e.g., virtual meetings and

conferences, digital marketing, e-commerce)

020903 Trade assistance resources in support of global promotion (e.g., U.S. Export Assistance Centers [USEACs], SBDCs, state trade offices, USCS market research and matchmaking services [International Partner Search/Gold Key]), with an understanding of available State Trade Expansion Program (STEP) and other grants, their applicability, and potential benefits

020904 Availability and restrictions of technologies in countries

Task 0210: Analyze and formulate global distribution strategies for products and/or services.

Knowledge of:

021001 Types and roles of distribution channels (e.g., resellers, agency/distributor, joint ventures) 021002

Impact of local market distribution characteristics, implementation challenges, and issues (e.g., gray marketing) 021003 Parallel importing challenges and solutions

021004 Key contractual considerations for market entry (e.g., common elements in distributor agreements) 021005 Risk management (e.g., political, commercial, foreign exchange,

translational, country risk)

Task 0211: Establish and manage the global sales activities.

Knowledge of:

021101 Sales techniques (e.g., direct vs. indirect channels, pull vs. push, SEO, e-commerce sales maximization) 021102 Roles of international resellers and authorized representatives in supporting global sales activities 021103 Familiarity with digital social media channels and promotion options to magnify global outreach 021104 Tactics used to develop strategic relationships

Domain 3: Supply Chain Management (25%)

Evaluate and assist with dynamic supply chain processes and their risks to support the international business plan, while complying with all current and future laws, regulations, and security issues.

Task 0301: Optimize supply chain solutions to meet the requirements of the international business plan. Knowledge of:

030101 Transportation modes and associated costs

030102 Trade agreements, free trade zones, and use of regional value content

030103 Duties, taxes, and quotas, and how to interpret the Harmonized System (HS), duty rate table, and duty drawback programs

030104 Product classification regimes (e.g., HTS, Schedule B)

030105 Security measures (e.g., Container Security Initiative [CSI], Customs Trade Partnership Against Terrorism [C-TPAT], warehouse security practices, Customs and Border Protection [CBP])

030106 Resources for country-specific packing, marking, and labeling requirements, including regulatory and non-regulatory considerations (e.g., preservation of cargo, types of containers, packing materials, hazardous materials) 030107 Insurance, transportation liability regimes, and demurrage

030108 Strategies to address global supply chain disruptions (e.g., diversification of the supplier base, inventory management, strengthening of supplier relationships with communication plan)

030110 Key resources in supply chain management, including customs brokers, freight forwarders, and port-affiliated workers

030111 Supply chain implications of Incoterms

030112 Key performance indicators for environmental sustainability (e.g., carbon emissions)

030113 Supply chain disruption contingencies

Task 0302: Evaluate and select the potential supply chain intermediaries to support the

international business plan. Knowledge of:

030201 Major transportation modes and methods (e.g., rail, air, vessel), including consolidation options and cost considerations

030202 Roles and functions of intermediaries (e.g., third party logistics providers [3 PLs], freight forwarders, freight brokers, customs brokers, contract carriers)

030203 The use and implications of power of attorney

030204 Databases and resources for selecting supply chain intermediaries and buyers (e.g., local trade associations, state and federal government agencies)

Task 0303: Complete the documents required for international movement of product

and services. Knowledge of:

030301 Standard export and import documents for goods and services (e.g., proforma invoice, commercial invoice, transport documents, Shipper's Letter of Instructions, service contracts documents, financial documents) 030302 U.S. export regulations for involved countries and seller buyer document requirements (e.g., Bureau of Industry and Security [BIS], Office of Foreign Asset Control [OFAC])

030303 U.S. import regulations and resources for involved countries (e.g., Customs and Border Protection [CBP], Animal and Health Inspection Service [APHIS])

030304 Incoterms and their impact on transfer of liability

030305 U.S. legal and regulatory requirements regarding goods and services documentation (e.g., export/import control regulations, export declarations)

030306 Foreign language documentation requirements and where to find relevant resources when applicable 030307 Technology tools for completing documentation (e.g., Automated Commercial Environment [ACE], Automated Export System [AES], Simplified Network Application Process Redesign [SNAP-R], private sources, including AI based solutions)

030308 Offshore legal and regulatory requirements for goods and services documentation (e.g., certificate of origin, sanitary certificate, export/import control regulations)

030309 Country of origin determination

030310 Reasonable care and due diligence practices to manage risk during documentation processes, including proper classification of goods (e.g., dual-use items, HS codes)

Task 0304: Coordinate with other departments to calculate the true cost, benefits, and risks of proposed transactions to implement risk and crisis management policies.

Knowledge of:

030401 Marine insurance (e.g., delays, losses, claims and other insurances, general average)

030402 Transportation options and documents (e.g., ocean bill of lading vs. air waybill, negotiable vs. non-negotiable bill of lading)

030403 International conventions (e.g., Warsaw Convention and the United Nations Convention on Contracts for the International Sales of Goods - CISG) and conditions of contract (e.g., Force Majeure, arbitration)

030404 Packaging practices for cargo protection and loss prevention

030405 Insurance companies and brokers, consultants, freight forwarders

030406 The impact of geopolitical, regulatory environments, and supply chain disruptions

030407 Options for mitigating costs, unclaimed cargo (i.e., demurrage fees), and the use of a landed cost calculator 030408 Crisis management strategies for addressing unforeseen events (e.g., natural disasters, geopolitical crises, regulatory changes, cyber threats)

Task 0305: Facilitate the offshore sourcing process.

Knowledge of:

030501 Advantages and challenges of global sourcing (e.g., nearshoring, reshoring, friendshoring) 030502 The importance of building in-country relationships

- 030503 Cultural considerations that influence supplier-buyer relationships
- 030504 Trade policies and regulatory factors affecting procurement (e.g., trade agreements, antidumping and countervailing duties, tariffs, U.S. Customs compliance, product marking requirements)
- 030505 Terms and conditions of purchase or sale
- 030506 Quality considerations (e.g., ISO 9000, industry-specific quality specifications, Just-In-Time [JIT] practices)
- 030507 Methods of calculating landed costs
- 030508 Required import documents
- 030509 Customs brokers and customs management tools (e.g., duty drawback programs, tariff engineering, bonded warehousing)
- 030510 Geopolitical and supply chain factors that complicate offshore sourcing

Domain 4: Global Trade Finance (23%)

Evaluate and manage financial risks, payment methods, funding, and currency options to support global business activities.

Task 0401: Assess and manage political, economic, and cultural risks of the target country to establish financial viability. Knowledge of:

- 040101 Political and economic risks that may lead to late or non-payment from overseas markets (e.g., cancellation or failure to grant a U.S. export license, trade disputes, civil unrest, foreign currency delays or shortages)
- 040102 Foreign exchange risk mitigation techniques and required documentation (e.g., hedging tools, currency option contracts, transfer pricing)
 - 040103 Risks in the buyer's country (e.g., payment methods, language barriers, credit control procedures, level of governmental control, corruption issues, sources of finance, the use of intermediaries)
- 040104 Resources for determining risk (e.g., Country Commercial Guides, Export-Import Bank (EXIM) Country Limitation Schedule, Moody's, Standard and Poor's, Euromoney, credit bureaus)
- 040105 Resources for determining payment risks (e.g., U.S. Commercial Service (USCS) International Company Profile (ICP), international credit reports)
- 040106 Risk mitigating techniques, including export credit insurance (e.g., EXIM Bank) and political risk insurance from entities like the International Development Financial Corporation (DFC)

Task 0402: Analyze credit history and payment capacity of potential buyers/partners to assess the commercial risk while maintaining credit management, control procedures, and documentation.

Knowledge of:

- 040201 Commercial risks of late and/or non-payment from overseas buyers
 - 040202 Sources of credit history and payment capacity for foreign buyers, distributors, and partners (e.g., credit bureaus, global business and credit information providers, USCS International Company Profile)
- 040203 Costs, usage, and value of credit reports
- 040204 Methods of payment (e.g., letters of credit, documentary collections, cash in advance, sight drafts)
- 040205 Risk mitigating techniques, including due diligence using USCS International Company Profiles, export credit insurance (e.g., EXIM Bank), and political risk insurance (e.g., DFC)

Task 0403: Establish the most appropriate methods, terms, and required documentation to mitigate risk, ensure timely payment for goods and services, and facilitate external financing.

Knowledge of:

- 040301 Commercial, economic, and political risks of buyer and buyer's country
- 040302 Methods of funds remittance (e.g., credit card, wire transfers, checks, banker's draft, SWIFT transfer)
- 040303 Digital and non-digital payment methods and associated costs (e.g., cash in advance, letters of credit,

documentary collections, cash in advance, time draft, banker's acceptance)

040304 Types of letters of credit (e.g., confirmed vs. unconfirmed, irrevocable, transferable, standby, time draft)

040305 International regulations published by the International Chamber of Commerce governing international transactions and methods of payment (e.g., Incoterms, Uniform Customs and Practices for Documentary Credits [UCP], arbitration, Uniform Rules for Collection [URC], Uniform Rules for Digital Trade Transactions [URDTT])

040306 Documentation requirements (e.g., commercial invoices, negotiable bill of lading, transport documents and documents relating to services, inspection certificate, financial)

040307 Financial and legal costs associated with transactions (e.g., bank charges, insurance premiums, legal fees) 040308 Electronic communication of letters of credit, collections, and associated documents

(e.g., eUCP, SWIFT) 040309 The role of cryptocurrency or blockchain in global trade

040310 The importance of building strong relationships with local lenders

Task 0404: Select appropriate methods, terms, and currency of payment to agents, sales representatives, distributors, suppliers, and international joint ventures.

Knowledge of:

040401 Terms and conditions of purchase or sale (e.g., countertrade, consignment, payment terms) 040402 Resources (e.g., banks, U.S. government agencies, International Chamber of

Commerce [ICC]) 040403 Digital payments and platforms

Task 0405: Develop a financial plan to establish whether internal or external international trade financing is required. Knowledge of:

040501 Working capital fundamentals and its role in business growth

040502 Financial resources and funding options (e.g., Export-Import [Ex-Im] Bank, Small Business Administration [SBA], U.S. Department of Agriculture [USDA], U.S. International Development Finance Corporation [DFC], private banks, non bank private sector lenders)

040503 Digital funding platforms and alternative financing options

Task 0406: Identify short-term pre- and post-shipment finance options for the seller, ensuring the lowest cost and acceptable levels of risk.

Knowledge of:

040601 Working capital management principles, including the optimization of current assets and liabilities (e.g., cash flow, inventory, accounts receivable/payable)

040602 Short-term financing options (e.g., credit insurance, government-supported finance, discounting, letter of credit, Working Capital Program)

040603 Digital funding platforms and alternative financing options

Task 0407: Identify medium- and long-term financing options (internal and external) for the overseas buyer to provide extended terms while ensuring cash payment to seller without recourse.

Knowledge of:

040701 Medium- and long-term financing options (e.g., government-supported finance, bank financing, lease financing) 040702 Digital funding platforms and alternative financing options