



ROCKY MOUNTAIN
WORLD TRADE CENTER INSTITUTE

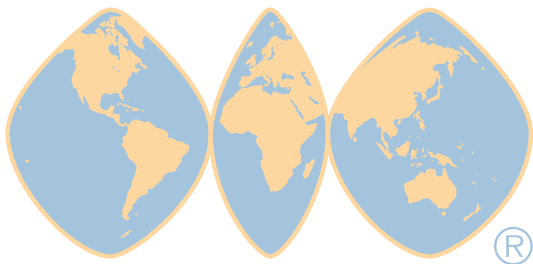
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TRAINING

SPRING 2012 TRAINING GUIDE

ROCKY MOUNTAIN WORLD
TRADE CENTER
INSTITUTE

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SPRING 2012 INSTITUTE TRAININGS

DATE	TIME	CATEGORY	TRAINING	INSTRUCTOR(S)	DIFFICULTY	PRICE
Jan 26	11:00am-2:00pm	Exporting, Importing	Exporting & Importing 101 <i>NEW TRAINING</i>	World Trade Center Denver	Introductory	WTC Members \$20 Non-Members \$25
Jan 31	8:30am-4:30pm	Exporting	Developing Your Export Strategy	ExIn Global Strategies	Introductory	WTC Members \$200 Non-Members \$300
Feb 7	8:30am-12:00pm	Global Operations	Foundations of Incoterms 2010	Roy Becker Seminars	Introductory	WTC Members \$175 Non-Members \$225
Feb 7	1:00pm-4:30pm	Global Operations	Advanced Incoterms 2010 <i>NEW TRAINING</i>	Roy Becker Seminars	Advanced	WTC Members \$200 Non-Members \$300
Feb 9	8:30am-4:30pm	Cultural & Marketing	Global Cross-Cultural Communications	Spring Institute for Intercultural Learning	Introductory	WTC Members \$200 Non-Members \$300
Feb 16	8:30am-12:30pm	Importing	Developing Your Import Sourcing Strategy <i>NEW TRAINING</i>	Gallagher Transport	Introductory	WTC Members \$125 Non-Members \$175
Feb 23	12:30pm-4:30pm	Exporting	Export Compliance, Obligations & Risk Mitigation	USEAC, Holland & Hart	Intermediate	WTC Members \$125 Non-Members \$175
Mar 1	12:30pm-4:30pm	Cultural & Marketing	Search Engine Optimization <i>NEW TRAINING</i>	Fusion Box	Introductory	WTC Members \$125 Non-Members \$175
Mar 13	12:30pm-4:30pm	Cultural & Marketing	Social Media for International Business	Fiveseed	Introductory	WTC Members \$125 Non-Members \$175
Mar 15	12:30pm-4:30pm	Exporting	Export Documentation, Shipping & Insurance	Roy Becker Seminars, Adcom Worldwide	Intermediate	WTC Members \$125 Non-Members \$175
Mar 20	8:30am-12:30pm	Global Operations	International Law & Intellectual Property Rights	Perkins Coie, LLP	Intermediate	WTC Members \$125 Non-Members \$175
Mar 29	8:30am-12:00pm	Importing	Import Logistics	Gallagher Transport	Intermediate	WTC Members \$125 Non-Members \$175
Mar 29	1:00pm-4:30pm	Importing	Import Compliance Concepts	Holland & Hart, IBM	Intermediate	WTC Members \$125 Non-Members \$175
Apr 4-5	8:30am-4:30pm	Exporting	BIS: Complying with U.S. Export Controls	Bureau of Industry & Security	Advanced	WTC Members \$450 Non-Members \$495
Apr 17	8:30am-4:30pm	International Finance	Trade Finance	Roy Becker Seminars	Intermediate	WTC Members \$125 Non-Members \$175
Apr 19	12:30pm-4:30pm	Cultural & Marketing	International Marketing & Advertising	Virtual Words, Hispanidad	Intermediate	WTC Members \$125 Non-Members \$175
Apr 24	12:30pm-4:30pm	Global Operations	International Anti-Bribery Laws <i>NEW TRAINING</i>	Gleason Wells	Intermediate	WTC Members \$125 Non-Members \$175
Apr 26	12:30pm-4:30pm	Global Operations	NAFTA Documentation & Regulation	Holland & Hart, CoorsTek	Intermediate	WTC Members \$125 Non-Members \$175
May 3	12:30pm-4:30pm	Cultural & Marketing	International Sales	Frederick Export	Intermediate	WTC Members \$125 Non-Members \$175
May 10	8:30am-4:30pm	Cultural & Marketing	Mastering Skills for Successful Cross-Cultural Business	Spring Institute for Intercultural Learning	Advanced	WTC Members \$200 Non-Members \$300
May 16	Formal Evening Event		World Trade Day <i>International Fashion Gala</i>			TBD
May 17	Full-Day Conference		World Trade Day <i>America's Free Trade Agreements</i>			TBD
May 22	8:30am-4:30pm	Global Operations	International Traffic in Arms Regulations Training	Holland & Hart	Advanced	WTC Members \$250 Non-Members \$350
May 24	12:30pm-4:30pm	Global Operations	International Dispute Resolution	Gleason Wells	Intermediate	WTC Members \$125 Non-Members \$175
May 31	8:30am-12:30pm	International Finance	Foreign Exchange <i>NEW TRAINING</i>	MorganStanley SmithBarney, CBIZ	Intermediate	WTC Members \$125 Non-Members \$175

For full class descriptions and to register, visit www.wtcdenver.org.