

The NASBITE CGBP Credential

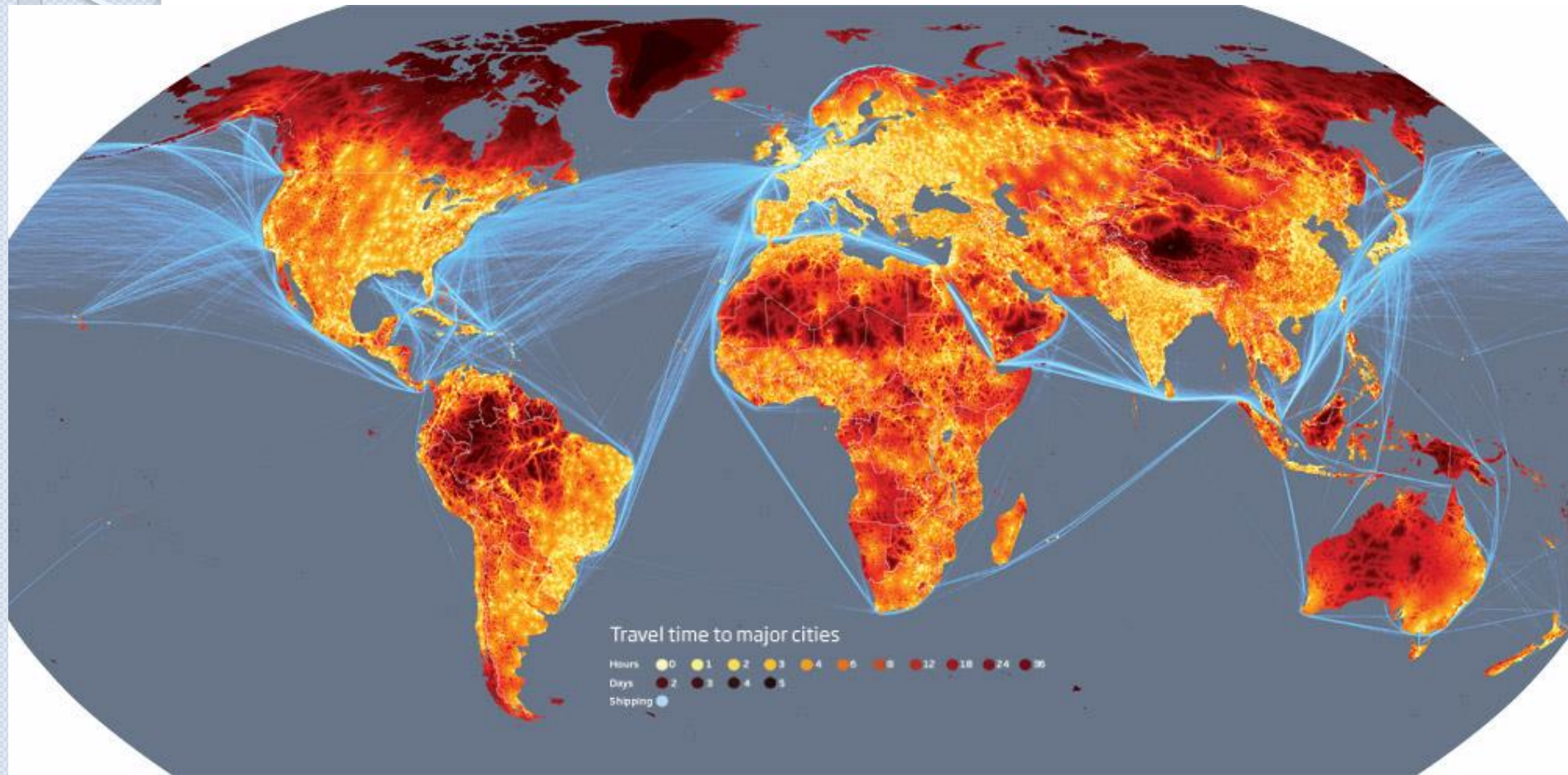


Jeanette Benson, CGBP
DSN Global Trade & Logistics

The International Trade Landscape

- International trade continues to grow.
- Global commerce is available for companies of all sizes.
- The U.S. remains an export and import powerhouse.
- Decreasing trade barriers and increased technology options make trade easier.

The World is Exceedingly Interconnected



Source: New Scientist, April 2009


Why Credential?

- Proves competency.
- Provides a professional development goal for employers.
- Raises the level of practice - the minimum 'bar.'
- It is a differentiator!


What Does the CGBP Test?

- The exam tests the tasks and knowledge associated with a practitioner who has worked in global trade for two years.
- The exam is broad, but not very deep.

4. Which of the following is a source of primary data about foreign markets?

- (a) Newspaper
- (b) Customer survey 
- (c) Chamber of Commerce
- (d) Trade journal

18. Imported products become more expensive to U.S. importers when the:

- (a) interest rates rise in the foreign exporter's country
- (b) U.S. dollar weakens in relation to the foreign exporter's currency 
- (c) U.S. dollar strengthens in relation to the foreign exporter's currency
- (d) U.S. reduces tariffs on imports

Domains of Knowledge

- Global Business Management
- Global Marketing
- Supply Chain Management
- Trade Finance

Knowledge Threads within each domain:

- Documentation
- Legal and Regulatory Compliance
- Intercultural Awareness
- Technology
- Resources

Who Should Take the Exam?

- International trade professionals.
 - Private sector
 - SBDC, Department of Commerce, World Trade Centers
 - Professors/academics who teach or train trade.
- Students studying for a career in the profession.
 - Two- and four-year college students.

Requirements to Take the Exam

- Have completed two years of college-level studies (60 credits).

OR

- Have two years of trade-related work experience.

What is the Exam?

- 150 multiple choice questions
- Possible points are from 200 to 800. Must achieve 500 to pass the exam.
- Exam Fee (US/CA/MX)
 - \$100 registration
 - \$295 exam fee
 - Total exam fee: \$395.

Results Since 2005

- National pass rate: 74%
- Nearly 1,500 credentials awarded
- Break-down by employer type:
 - Trade Assistance Organizations 11%
 - State Government 10%
 - Education/Training 25%
 - Federal Government 22%
 - Private Sector 32%



CGBP Trade Skills Standards

September 11, 2015

Counselor Conference-Visalia

Jeanette Benson, Director CITD

DSN, Global Trade & Logistics

Contact Number: 209-384-5892

