



Certified Global Business Professional Exam Prep

Advance your career, change careers, or gain new knowledge in international trade - become a Certified Global Business Professional (CGBP). The [CGBP credential](#) is highly respected and sought-after in the international trade industry. The CGBP designation is accredited by NASBITE and recognized by the US Department of Commerce. The OSBDCN Global Trade Center's CGBP Exam Prep training is the only test prep course in the Northwest, and completion of the course is timed right before the scheduled testing window, maximizing benefit for the participant.

What to Expect

This training is fast-paced, 3-day intensive training, during which you will meet virtually for a total of 30 hours of education. Each class section will cover an area of the exam taught by a CGBP professional, culminating in a practice exam, so you will get an idea of how you will perform on the actual exam.

More About the Program

- Fast paced. You will meet for 3 days from 9am to 4pm.
- Prepare for the exam. You will learn the 4 key areas of international trade covered in the test: Global Management, Global Marketing, Global Supply Chain, and Trade Finance. All sessions are taught by Certified Global Business Professionals.
- Practice the test. In the last session you will take a practice exam to see what areas you might need to study more before sitting for the exam.

Day 1

AM Session

- Course Introduction and participant introductions
- International Trade: brief overview of trade theory and impact on business today

Global Business Management:

- MedXLocal: introductory case on export readiness
- Understanding international risk and risk assessment
- Global business planning

Global Marketing Part 1:

- Foreign Market Selection

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Global Marketing Part 2:

- Foreign Market Entry Modes
- Foreign Partner Selection

Day 2

AM Session

Global Marketing Part 3:

- International Pricing, Promotion, and Advertising

Supply Chain Management Part 1:

- Logistics overview
- Incoterms
- Trade Compliance

LUNCH

Supply Chain Management Part 2:

- Basics of Importing
- International Documentation
- Data Source: Working Session - participants use their laptops for hands-on training
- International product classification – finding the right harmonized code and understanding the distinction between Schedule B and HTSUS
- Data sources in support of international marketing

Day 3

AM Session

Continuation of Supply Chain Management as Needed

Trade Finance:

- International Payment Methods
- Foreign exchange overview
- Financing Export Growth

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Trade Finance - Continues

NASBITE Certified Global Business Professional (CGBP)

- Test taking tips and strategies

Instructor: Jim Foley

About Jim Foley

Foley is the former President of the North American Small Business International Trade Educators (NASBITE) and currently serves as Director of the Turner Center for Entrepreneurship and the Illinois SBDC International Trade Center at Bradley University. He is also Director of International Programs for the Foster College of Business. The CGBP designation is accredited by both NASBITE and the US Department of Commerce.

Author of "The Global Entrepreneur: Taking Your Business International," Jim Foley's experience spans 35 years of marketing, sales, corporate management and small business consulting.

If you want to take your personal brand, skillset or current business to an international market don't miss this course!