



***Certified Global Business Professional (CGBP)
Training Resource Evaluation***

Analysis Conducted by NASBITE International



Introduction

This document contains a summary of a formal analysis that has been undertaken by NABITE International to determine the quality of this resource as it relates to the Certified Global Business Professional (CGBP) Practice Delineation. The CGBP Practice Delineation is a document that articulates the trade skills certified through the attainment of the NASBITE Certified Global Business Professional credential. It is comprised of four domains of skills – as follows:

Domain 1: Global Business Management

Domain 2: Global Marketing

Domain 3: Supply Chain Management

Domain 4: Trade Finance

The skills certified within each of these domains consist of tasks and supporting knowledge statements. This analysis is a formal evaluation of a CGBP Training Resource (named below) which is intended be useful for those who have an interest in acquiring this knowledge to help them pass the NASBITE CGBP Exam.

CGBP Training Resource Evaluated

MindEdge Supply Chain Management

Rubric-based Assessment

In the assessment that follows, this training resource compared against every task and knowledge statement within the CGBP Practice Delineation using an evaluation rubric that distinguishes between the following categories of adequacy:

No Applicable Content	There is no content in the resource that would be helpful for someone wanting to attain this knowledge
Inadequate Resource	There is content in the resource that would be helpful for someone wanting to attain this knowledge, but that content is superficial or inadequate. So the information provided would not adequately prepare someone for the depth of questioning on this topic that can be expected on the CGBP exam.
Good Resource	There is content in the resource that would be helpful for someone wanting to attain this knowledge. The content is good and covers some of the important aspects of the knowledge statement. However, this resource could be improved in this area and it may be not be in-depth enough to prepare someone for all possible types of questions on this topic that might arise on the CGBP exam.
Excellent Resource	There is content in the resource that would be helpful for someone wanting to attain this knowledge. The content is excellent and covers all relevant aspects of the topic. It should be adequate to prepare someone for all possible types of related questions that might arise on the CGBP exam.

Qualitative Assessment

Additionally, a qualitative statement supporting the adequacy of the resource is also available at the end of this document. The qualitative comments give the reviewer of this training resource an opportunity to offer additional comments that may not be obvious to someone who relies on the rubric assessment alone. For example, if a resource contains particularly good visual elements, case studies, or highly interactive activities, these positive elements may not be evident from the rubric assessment alone. On the other hand, a resource may cover all relevant aspects of the topic, but at the same time, it might also contain extraneous material making it more difficult to use efficiently. Again, this might not be evident in the rubric assessment alone, so the qualitative assessment section offered at the end of the review gives the reviewer an opportunity to elaborate as needed.

Rubric Assessment - Domain 3: Supply Chain Management

Evaluate all supply chain options which result in the best overall solutions to support the international business plan while complying with all rules, regulations, and security issues from sourcing to final distribution.

Task 03/01: Optimize supply chain solutions to meet the requirements of the international business plan including evaluation of all modes of transportation, inventory, time to market, landed costs, and customer requirements.

Knowledge Statement	No Applicable Content	Inadequate Resource	Good Resource	Excellent Resource
03/01/01: all transportation modes and costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/01/02: trade agreements, free trade zones and use of regional value content	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
03/01/03: duties and how to read the Harmonized Tariff Schedule [HTS] duty rate table, duty drawback, taxes, and quotas	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/01/04: product classification regimes (e.g., Harmonized Tariff Schedule [HTS], Schedule B)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/01/05: security issues (e.g., Container Security Initiative [CSI], Customs Trade Partnership Against Terrorism [C-TPAT], warehouse security issues, Customs and Border Protection)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/01/06: where to find legal/regulatory packing requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/01/07: non-regulatory packing requirements (e.g., preservation of cargo, types of containers, packing materials)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/01/08: insurance, transportation liability regimes and demurrage	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/01/09: resources (e.g., freight forwarders, trade associations, Internet resources)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Task 03/02: Evaluate and select the potential intermediaries (e.g., carriers – all modes, third party logistics providers [3PLs], forwarders, brokers, contract carriers) necessary to support the international business plan (including evaluation of outsourcing alternatives and/or partners).

Knowledge Statement	No Applicable Content	Inadequate Resource	Good Resource	Excellent Resource
03/02/01: major transportation modes and methods (e.g. consolidation and costs)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/02/02: third party logistics providers (3PLs)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/02/03: forwarder's role in the transaction	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/02/04: customs broker and other service providers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/02/05: usage of power of attorney	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/02/06: databases available to search for intermediaries	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/02/07: resources available in support of intermediary selection (e.g., World Trade Centers [WTCs], local trade associations, state and federal government)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Task 03/03: Complete the documents required for international movement of product and services.

Knowledge Statement	No Applicable Content	Inadequate Resource	Good Resource	Excellent Resource
03/03/01: standard export and import documents for goods and services (e.g., proforma invoice, commercial invoice, transport documents, documents relating to services contracts)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/03/02: 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])	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/03/03: U.S. import regulations and sources for involved countries (e.g., Customs and Border Protection, Animal and Health Inspection Service [APHIS])	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/03/04: Incoterms (e.g., ExW [ExWorks], FCA [Free Carrier], FOB [Free On Board], CIF [Cost Insurance and Freight], CIP [Carriage And Insurance Paid], DDP [Delivery Duty Paid])	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/03/05: U.S. legal and regulatory requirements regarding documentation for goods/services (e.g., export/import control regulations, export declaration)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/03/06: where to find foreign language documentation requirements when applicable	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/03/07: technology available for document completion (e.g., Automated Commercial Environment [ACE], Automated Export System [AES], Simplified Network Application Process Redesign [SNAP], private sources)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/03/08: offshore legal and regulatory requirements regarding documentation for goods/services (e.g., certificate of origin, sanitary certificate, export/import control regulations)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/03/09: country of origin determination	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Task 03/04: Coordinate with other departments to calculate the true cost, benefits, and risks of proposed transactions in order to implement risk management policies.

Knowledge Statement	No Applicable Content	Inadequate Resource	Good Resource	Excellent Resource
03/04/01: marine insurance (e.g., delays, losses, claims and other insurances, general average)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/04/02: transportation options and documents (e.g., ocean bill of lading versus air waybill, negotiable vs. non-negotiable bill of lading)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/04/03: international conventions (e.g., Warsaw Convention and the United Nations Convention on Contracts for the International Sales of Goods - CISG) and international conditions of contract (e.g., Force Majeure, arbitration)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/04/04: packaging for cargo protection and loss prevention	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/04/05: insurance companies and brokers, consultants, freight forwarders	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Task 03/05: Facilitate the offshore procurement process.

Knowledge Statement	No Applicable Content	Inadequate Resource	Good Resource	Excellent Resource
03/05/01: advantages of global sourcing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/05/02: cultural considerations affecting supplier/buyer relationships	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
03/05/03: impact of trade agreements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/05/04: terms and conditions of purchase or sale	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/05/05: quality considerations (e.g., ISO9000, industry quality specifications)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/05/06: calculation of landed costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/05/07: U.S. Customs regulatory compliance (e.g., product marking)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/05/08: import documents	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
03/05/09: customs brokers and customs management tools (e.g., duty drawback programs, tariff engineering)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Overall Qualitative Assessment

This qualitative statement (below) speaks to the overall adequacy of this training resource. These additional comments summarize important aspects of the training resource that may not be obvious to someone who relies on the rubric assessment alone.

Supply Chain Management could be very comfortably compared to a bunch of flywheels inside a hand watch, has to be precisely lined up, lubed, functional, and work in unity. In order to do so, companies have to streamline the flow of their products and services from the minute they receive the purchase order to the point of the agreed final destination. This section of MindEdge, Supply Chain Management provides an excellent base and will prepare the CGBP candidates with the knowledge to successfully pass the CGBP exam and achieve the nationally acclaimed certification.

Candidates will gain full knowledge with all modes of transportations and the multi modal system available worldwide, an insight of the container security initiative against terrorism, acquire knowledge on the Harmonized Tariff System (HTS), and familiarity with all US government agencies that regulate US exports to foreign countries.

In this section, you will learn about the role and the importance of the freight forwarders and 3PL in the exporting process, the INCOTERMS, accuracy of the documentations, custom brokers, packaging requirements, and government agencies involved in assisting exporters with various programs and resources.

When it comes to the movement of the products, candidates will be exposed to more in depth details of the technical side of the process which allow them to master the meaning of the power of attorney, all kind of documentations, license requirements, reporting system, container measurements, marine insurance, and foreign regulations as well as US compliance issues.



CGBP Training Resource Evaluation Conducted by:

Assessment Component	Reviewer's Name	No Conflict of Interest** (Signature)	Date
Domain 1: Global Business Management			
Domain 2: Global Marketing			
Domain 3: Supply Chain Management	Mousa Kassis	(Signature on file)	8/23/2018
Domain 4: Trade Finance			
Overall Qualitative Assessment			

****Conflict of Interest Disclosure –** Signatures inserted above under “No Conflict of Interest” certify the reviewer has no affiliations with, or involvement in, any organization or entity with a direct financial interest (such as honoraria; grants, employment, consultancies, stock ownership, or other equity interest); or non-financial interest (such as personal or professional relationships, affiliations) in this training resource. It also certifies that the reviewer has no similar financial or non-financial stake in any organization or entity that offers CGBP training materials or resources that would be in competition with this training resource.