



The Programme

INTERNATIONAL MASTER IN EXPORT COMPLIANCE
Academic Year 2025-2026



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Summary Information	
Registration Deadline	Until the registered quota is reached and no later than August 8, 2025
Start	September 20th, 2025
Duration	End of Second Quarter of 2026
Attendance	45 hours Class / 90 hours Individual Study
Total hours	135
Quotas / Limits	minimum 15 / maximum 40 Applicants

Key Learning Objectives

This master equips participants with **practical methodologies** for **managing, auditing, and controlling Export Compliance programs**, aligning with **best practices** established in the **EU and U.S.**

The master covers:

- **Internal Compliance Programs (ICP) / ECAP (Export Compliance Assurance Program)**
- **Evaluation and classification of tangible and intangible assets**
- **Risk identification and mitigation strategies**
- **Management of the export process—from order placement to final delivery**
- **Enhanced Due Diligence for high-risk transactions**

Through this master, participants will gain the skills necessary to navigate **international trade regulations**, ensuring **compliance, security, and competitive advantage** in a rapidly evolving global market.

Format	<p>The Master's program will be conducted interactively and delivered virtually through WebEx and EIFEC's e-learning platform.</p> <p>The Master's program offers an optional opportunity for interested participants to attend a specialized Training Program in the U.S. (3 days) or, alternatively, access the training via an online platform. This program is conducted by expert instructors from the Bureau of Industry and Security (BIS), the U.S. Government agency responsible for managing Export Control regulations.</p> <p>Participation in this training grants attendees the BIS Training Certification, which will be integrated into the Certificate of Accreditation as an Export Compliance Officer issued upon completion of the Master's program.</p> <p>The scheduling of training sessions, including dates and location, will be coordinated by EIFEC and BIS based on participant availability.</p> <p>Please note that the costs associated with this training are not included in the Master's enrollment fee.</p>
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Master Overview	<p>Export Compliance plays a crucial role in supporting organizations of all sizes in managing Compliance Risk—the risk of legal or regulatory sanctions, financial losses, or reputational damage resulting from non-compliance with applicable laws, regulations, legislation, codes of conduct, and best practices.</p> <p>This includes adherence to regulations concerning Dual-Use Goods, Penalties, and Decree No. 231, ensuring that organizations mitigate risks and operate within the boundaries of legal and ethical standards.</p> <p>Mastering Export Compliance</p> <p>The master provides participants with the knowledge and skills to assess, manage, and control risks arising from non-compliance or incorrect application of the rules governing import and export activities. These regulations apply to goods, services, tangible and intangible assets, including financial transactions, which are subject to laws governing international trade between different states and jurisdictions.</p> <p>Evolving Compliance Risks in International Trade</p> <p>Traditionally, export control focused on the risk that dual-use items (i.e., products with both civilian and military applications) could be misused for unlawful purposes. However, modern compliance risks have expanded to include violations of sanctions, embargoes, and financial restrictions related to specific countries such as Iran, Syria, and Russia.</p> <p>The consequences of non-compliance can be severe, with significant administrative and criminal penalties imposed under regulations such as Legislative Decree 231/2001, Regulation 821/21, and Regulation 267/12.</p> <p>The Role of Compliance in EU Export Security</p> <p>The governments of EU Member States rely on businesses to ensure compliance with all relevant laws and regulations. The security of the EU depends on exporters and trade operators conducting their activities in strict adherence to international agreements and legal frameworks, which also safeguard the competitiveness of enterprises.</p> <p>Recognizing the growing complexity of export control systems, both the EU and U.S. have introduced reforms that require professionals—whether in the public or private sector—to develop specialized Export Compliance expertise.</p>
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Master Content	<ul style="list-style-type: none"> • Overview of EU export laws and national / Jurisdiction / Regulations / Main Terms • Basic principles of Compliance specialized for export (Export Compliance) • EU-ECF – Framework European of Export Compliance: principles and operational tools • Eu Custom system • New EU Dual Use Regulation 821/21 • National Authorities, Export Control/ Policy /Areas of intervention • Financial Sanctions / Embargoes / restrictive measures. • Enhance Due Diligence (Iran, Russia etc) /AML CFT • DUAL USE • Export Control : USA and other countries • Methodology application of planning, management (including troubleshooting) of Export Compliance into business realities and institutional as support to economic operators • Export Compliance Administration Program (ECAP) <ul style="list-style-type: none"> - ICP Internal Compliance Program • Management Commitment to Compliance • Compliance Procedures • Risk Monitoring and assesment: <ul style="list-style-type: none"> • Product Classification • Item and Country Decision Table (ICDT) • Profiling Customers and Suppliers (KYC) • Chart the order flow • Licence/Authorisation Process • Vulnerabilities • Stop/Hold/Cancel/Release process • Red Flagging • Formation e Training • Record keeping/ Traceability e documentability • Monitoring Export Compliance - auditing • Handling/ Reporting Export Compliance problems/ Corrective /disciplinary actions • Suspicious enquiries - orders • Integration with Quality Management practices • Sanctions and penalties: condition of applicability • Case Analysis
Learning Materials	Materials will be provided for each lesson.
Complex Learning	Students will have access to the EIFEC digital platform and the related lesson materials. Within the platform you can share content and interact with the Faculty members.
Tutorship	Informational support and assistance will be provided.

Lessons Schedule	<p>The schedule will be communicated upon activation. Lessons will be conducted in a virtual classroom via WebEx and the EIFEC e-learning platform.</p> <p>Schedule</p> <ul style="list-style-type: none"> • Weekend Format: Classes will be held on Saturday and Sunday. • Recorded Sessions: All lessons will be video-recorded and made available on the platform for review and rehearsal. • Flexible Updates: Given that Export Compliance is a rapidly evolving field with ongoing regulatory and geopolitical developments, the schedule may be subject to modifications to ensure alignment with the latest changes in the international landscape.
Final Evaluation	Project Work
Attendance Certification	EIFEC Master Certificate
EIFEC Accreditation	<p>The Master Certificate allows the accreditation by EIFEC as Export Compliance Officer.</p> <p>The Accreditation give title to perform activities in Export Compliance as part of the Export Compliance Framework. In the case of attendance at the BIS Training in the USA, the qualification will be extended.</p>
Requirements for access	<ul style="list-style-type: none"> • Undergraduate degrees • Work experience <p>Applicants can apply, although lacking an academic degree, at condition to have a minimum of 5 years continuous, relevant full- time work experience and skills related to Export Management, to be evaluated through a selection process.</p>
Selection Procedures	Applications will be evaluated and accepted by the Board of Examiners based on chronological order, on Curriculum and motivations.
Enrolment fees	2.450,00 €
Secretariat	For Registration and Accreditation enquiries: unifec@eifec.org
Contact Reference	Dr. Da Silva
Website	unifec.org