

# 美国 ECCN 分类与管理实务

## US ECCN Classification and Management Practice

2019年8月23日 中国上海

### 课程背景 Background

美国对高科技产品和技术的出口管制，是通过美国商务部工业与安全局设计的 ECCN 制度来推行的。ECCN 是根据商品管制清单 (CCL) 在 EAR(美国出口管理条例, U.S. Export Administration Regulations) 中使用的由字母和数字组成的分类编号，用于识别各商品，以进行出口控制。近年来，以 ECCN 为主要措施的贸易管制更是逐步加强和细化，ECCN 目前已将管制责任延伸到代理商和进出口贸易商，甚至海外的分销商，强制性地加入到国际贸易流程的各个环节中。中国企业自美进出口货物时，无论何种方式进行，都应熟悉和掌握美国有关贸易管制措施。

ECCN 制度庞大而繁琐，其技术标准、流程与当今全球商业环境、贸易格局完全脱节，在具体实施中遇到了相当大的挑战。中国进口、分销、货运代理及报关等行业的专业人士应及时跟踪 ECCN 领域的进展。基于此，锋信环球特别推出了“美国 ECCN 分类与管理实务”课程。本次课程将带领大家全面学习 ECCN 相关的内容，包括管理清单、国家等级图表、出口控制等级编码架构等，帮助大家了解 ECCN 管制措施，并能够确定 ECCN 编码是否属于出口控制产品，从而及时规避 ECCN 管制措施可能引发的潜在风险。

The export control of high-tech products and technologies in the United States is carried out by the ECCN system designed by BIS. ECCN is a classification number composed of letters and numbers used by CCL in EAR. It is used to identify various commodities for export control. In recent years, the trade control with ECCN as the main measure has been gradually strengthened and refined. ECCN has now extended the control responsibility to agents and import and export traders, and even overseas distributors, enforced into various links of the international trade process. No matter how the Chinese enterprises import and export goods from the US, they should grasp the relevant trade control measures of the United States.

The ECCN system is huge and tedious, and its technical standard and process are completely disconnected with the global business environment and trade pattern. There are considerable challenges in its implementation. Professionals in China's import, distribution, freight forwarding and customs clearance industries should follow the progress of ECCN field constantly. Based on this, Ficient Global will specially host the course titled "ECCN Classification and Management Practice". The course will lead participants to fully learn about ECCN related content, including CCL, the Country Chart, ECCN Structure, to help participants understand the ECCN controls and to determine whether ECCN codes belong to export control products, thus avoiding the potential risks that may arise from the ECCN controls.

### ● 课程亮点 Highlights

- 课程内容丰富详实，覆盖 ECCN 相关的各类问题，从管理清单和 ECCN 条目、国家等级图表、许可证例外权限等知识点分别进行讲解并对其中的要点难点做具体分析，帮助大家全面学习 ECCN 相关知识；
- 注重实际案例的分享与解析，从实战角度出发，内容系统但不沉闷，突破传统课程的理论讲授而更加注重实务操作与应用。
- 严格限制听课人数，保证每位学员的学习质量，同时也可以让学员之间可充分地互动交流，分享本职工作中的疑难问题及成功经验。

- This course is informative, covering various issues related to ECCN. The course will explain separately from the CCL & ECCN Entries, Commerce Country Chart, license Exceptions, and analyze the key points and difficulties to help participants learn the relevant knowledge of ECCN.
- Emphasizing the sharing and analysis of practical cases, from practical view. The content will be systematized but not boring. It will be different from the teaching way of traditional theories but pay more attention to practical operation and application.
- Strictly limit the number of attendees to ensure that the quality of each participant's learning, and also allow the participants to fully interact with each other to share both their problems in the work and successful experience.

### ● 谁应当参加 Who should attend?

中高层管理人员、法务部、财务部、税务部、物流部、关务部、贸易合规部、进出口部、供应链管理部以及其他相关负责人员参与

Managers and directors from the functions as listed below: Legal, Finance, Tax, Logistics Customs Affairs, Trade Compliance, Import and Export, Supply chain, etc.

### ● 课程讲师 Instructor

#### 曹老师

某知名律师事务所贸易出口管制高级顾问

十年出口管制合规工作经验

英国东安格利亚大学经济学硕士

凭借丰富的美国出口管制合规经验，曾为多家中国、美国及合资企业构建、撰写出口管制合规内控程序(Export Management Compliance Program); 为企业设计美国、中国及其它亚太国家和地区出口管制合规培训; 帮助企业实施出口管制合规内控程序; 在给产品进行中国及美国出口管制分类方面有非常丰富的经验。目前的职位工作职责包括: 管理并对公司全球的贸易合规活动提供支持; 产品及服务ECCN归类判定; 为产品的销售和转售进行贸易合规指导; 订单及最终用户审核; 为业务部门提供政策、许可、制裁等方面的国际出口管控制合规相关的支持与指导。

#### Mr. Cao

Senior Adviser, Trade and Export Control of a Well-known Law Firm

10 Years of Experiences on Export Controls Compliance Master of Economics, University of East Anglia

Strong working knowledge of US export regulations; Helped US and Chinese companies with ICP/ Export Management Compliance Program establishment, trainings and implementations; Developed and delivered US, China, and Asian countries/area export compliance trainings; Rich experiences on performing products ECCN classifications both under the EAR and China Dual-use export control regulations. Job duty of current position: responsible for managing and supporting global trade compliance activities; Classifications of products; provide trade compliance guidance on sales and re-export of products; conduct end-user and order based screenings; provide business instructions and support on export control policy, licensing, sanctions and etc.

### ● 课程内容 Course Content

- 1. 分类概述
  - 2. 不同司法管辖区的分类制度
  - 3. 受 EAR 约束的物品
  - 4. 管理清单和 ECCN 条目
  - 5. 读取出口管制分类号
  - 6. 如何对物品进行分类
  - 7. 咨询意见及商品分类自动跟踪系统
  - 8. 国家等级图表
  - 9. 许可证例外权限
- 1. General Overview for Classification
  - 2. Classification Systems of Different Jurisdictions
  - 3. Items subject to EAR
  - 4. Commerce Control List & ECCN Entries
  - 5. Reading an Export Control Classification Number
  - 6. How to Classify Your Item
  - 7. Advisory Opinion & Commodity Classification Automated Tracking System (CCATS)
  - 8. Commerce Country Chart
  - 9. License Exceptions

### 锋信锋享卡会员特惠方案：

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填写并提交注册表，即可参加。

参会费用：3360.00/人（人民币：元）

