

## BPE Global Hot Topic – October 2021

### Keep Calm and Quiz On



Quizzes are an often-overlooked compliance tool with great benefits. Not only are they useful for testing knowledge, but they also help open doors of communication with our colleagues. Rather than to overwhelm them with a long list of the compliance obligations with which your company must comply, surprise them with a short quiz about them instead. You can get their competitive spirits going by timing them to see who answers all questions the fastest, or who gets the most questions right within a given time. A good dialog is sure to follow as you discuss the answers, and it may even open doors to new questions.

Quizzes don't have to be long to be effective. If there are internal teams you're meeting with regularly, consider bringing one quiz question that you can ask at the start of each meeting. It might help break up the monotony, and their trade compliance awareness will get a boost. It's a win-win!

If you're looking for inspiration, then it's time to play "How Well Do I Know My U.S. Export Regulations? - Elementary Edition!" Grab your pumpkin latte and start your timer! Seasoned professionals should be able to complete the quiz below in under 5 minutes; junior professionals in under 15; beginners in under 30.

We'll post the answers in November's newsletter, but if you absolutely cannot wait, or if you have a favorite quiz question you'd like to share with us, send an email with "Quiz Answers" in the subject line to me at [ebernal@bpeglobal.com](mailto:ebernal@bpeglobal.com).

Happy quizzing!

1. A deemed export involves the transfer of technology to someone in the U.S. who has been granted U.S. Permanent Residency.
  - a. True
  - b. False
  
2. Products subject to the U.S. Department of Commerce are identified by an alpha-numeric 5-digit code referred to as an Export Control Classification Number (ECCN). The ECCN plays a role in determining:
  - a. Which party is responsible to be the Exporter of Record
  - b. Whether an export license is required to export the item to a particular country
  - c. Which party has the responsibility for paying freight charges
  - d. a. and b.
  
3. A Foreign Person is:
  - a. A person who is a naturalized citizen of the United States
  - b. A person who is U.S. visa holder

- c. A person who is a U.S. Permanent Resident (Green Card Holder)
  - d. A person granted asylum or refugee status in the United States
4. When entering into an export transaction, which of the following is **not** a factor for export controls:
- a. The destination to which the item will be shipped
  - b. The payment terms to which the customer agrees
  - c. The parties to which the item will be shipped
  - d. The end use for which the item will be used
5. A product specially designed for a military application and enumerated in the International Traffic in Arms Regulations (ITAR) can also be subject to the Export Administration Regulations (EAR).
- a. True
  - b. False
6. Electronic Export Information is required to be filed for all exports from the U.S. to China, Russia, and Venezuela for all products that will be used in a military application, regardless of value.
- a. True
  - b. False
7. Property and interests in property of entities directly or indirectly owned 50 percent or more in the aggregate by one or more blocked persons are considered blocked. This is known as:
- a. The Russian rule of averages
  - b. The Blocked Persons Rule
  - c. The 50% rule
  - d. The Property and Interests Rule
8. Where can you find the table that lists items subject to the EAR that are not listed elsewhere in the CCL, but which the Department of Commerce, with the concurrence of the Departments of Defense and State, has identified warrant control for export or reexport because the items provide at least a significant military or intelligence advantage to the United States or for foreign policy reasons?
- a. On the Wassenaar Arrangement Dual Use List
  - b. Supplement No. 3 to EAR Part 740
  - c. There is no such list. It's either on the CCL or it's not.
  - d. Supplement No. 5 to Part 774 of the EAR
9. Some exports to Cuba, which is under a U.S. comprehensive embargo, may be made using a BIS license exception and do not require an OFAC review or license.

- a. True
- b. False

10. Which of the following ECCNs does not require a license when for export to a Military End User in Russia?

- a. 6A991
- b. 3A981
- c. 7A994
- d. 5A991.b.7

Let BPE Global know if we can help you with any of your trade compliance needs. BPE Global is a global trade consulting and training firm. Evelyn Bernal is a Director of BPE Global. You can reach Evelyn by email at [ebernal@bpeglobal.com](mailto:ebernal@bpeglobal.com) or by phone at 408-718-0265.