



# STEP FITTskills Modules

**The FITT Skills schedule has been set until February 2011, so start planning now and increase your skill set through FITTskills International Trade Training; offered solely in Saskatchewan by STEP, for business professionals like you. Join us for the next set of FITTskills modules!**

## What is FITTskills?

The Forum for International Trade Training; FITTskills Program is a turnkey series of international business courses designed to help you develop the skills and knowledge required in today's competitive global markets. These practical courses are enhancing the content, prestige, value, and effectiveness of international trade training at educational institutions around the globe. FITTskills is also being used as the basis for corporate training solutions to increase employees' international business skills.

The FITTskills Program consists of eight courses that can be delivered as a series, individually, or incorporated into an existing business program. Together, the eight courses set the standard of excellence for the field of international trade by addressing essential topics within the context of global trade. The modules are as follows:

- o Global Business Environment
- o International Trade Research
- o International Trade Management
- o Legal Aspects of International Trade
- o International Marketing
- o International Market Entry Strategies
- o International Trade Finance
- o Global Supply Chain Management



### Student Testimonial

“FITTskills was an important tool in helping to start my career in international trade. The program content was, and continues to be, very relevant for international trade professionals. – *Tim Owens CITP, International Services manager, Concentra Financial*

## How do we do it with STEP Delivery?

STEP delivery is known to be the most efficient in terms of time and function! We offer each module in 2 days over weekends. Courses begin at 9 am and go till 5 pm each day on the weekend and we have several professionally designated professors who instruct them. After your two day in house instruction, you are given 30 days self study to prepare yourself for the online multiple choice exam. Generally, each course has a 45 day turnaround period, which means you can be a CITP in less than one year through STEP delivered FITTskills. Our program is no doubt focused on the working professional, and we are pleased to help you on your educational path to success.

## Why take FITT Courses?

- Because FITT equips individuals and businesses with the practical skills they need to succeed in today's competitive global marketplace.
- FITTskills is being used as the basis for corporate training solutions to increase employees' international business skills.
- Currently, there are more than 65 institutions across Canada and around the world offering the FITTskills Program.
- The CITP (designation gained after all 8 FITTskills modules are completed) is recognized globally, signifying professional excellence, knowledge, and skills to employers and clients alike.
- CITPs are recognized by private firms, academic institutions, and government organizations for their world-class expertise.

If you are interested in registering or would like to learn more about the modules, please contact Mr. Blair Hudyma, Programs and Training Specialist by email at [bhudyma@sasktrade.sk.ca](mailto:bhudyma@sasktrade.sk.ca), by phone at (306) 787-3223, or please view our [website](#) for additional information

To remove your name from our mailing list, please [click here](#)



# STEP FITTskills Modules

## Upcoming FITTskills Courses

- International Trade Research** - Saskatoon (June 19-20th, 2010)  
Registration Deadline: [June 8th, 2010](#)
- International Trade Management** - Regina (August 28-29th, 2010)  
Registration Deadline: [August 14th, 2009](#)
- International Trade Finance** - Saskatoon (September 25-26th, 2010)  
Registration Deadline: [September 18th, 2010](#)
- Legal Aspects of International Trade** - Regina (November 6-7th, 2010)  
Registration Deadline: [October 29th, 2010](#)
- Global Business Environment** - Saskatoon (January 15-16th, 2011)  
Registration Deadline: [January 7th, 2011](#)
- Global Supply Chain Management** - Saskatoon (February 25-26th, 2011)  
Registration Deadline: [February 18th, 2011](#)

Cancellation 15 days prior to registration deadline – 100% refund  
Cancellation within 15 days of registration deadline – 50% refund  
Cancellation after registration deadline – **no refund**

## STEP FITTskills Modules – Course Descriptions

**Global Business Environment** - The course content for this topic covers the context in which international trade takes place and the opportunities and challenges it represents for business. In addition, you will find a complete discussion on ethical issues businesses face today.

**International Marketing** - The course content covers such topics as the development of marketing plans to achieve business targets and, the implementation and coordination of international marketing activities for products and services.

**International Trade Finance** - This course addresses financial methods and tools used to conduct international business transactions successfully. Risks such as commercial and country are discussed as are risk-mitigating techniques, their use and legal implications.

**Global Supply Chain Management** - The course content provides insight into global supply chain activities including production and inventory management processes and regulatory and security requirements.

**International Market Entry Strategies** - This course will cover a comprehensive assessment of international market entry options for the export of products or services and optimal market entry strategies.

**International Trade Research** - The course content addresses the importance of well-planned and efficient research for guiding and promoting company activities.

**Legal Aspects of International Trade** - This course presents the basic legal principles of carrying on international business. It covers the legal implications of international business activities, discusses the legal aspects related to intellectual property, competition and antitrust laws, public trade law and legal issues related to E-commerce in international business.

**International Trade Management** - The material presented in this course content provides the learner with the ability to develop an international business plan thus ensuring a comprehension of the scope and breadth and integration of international trade prac-

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# STEP FITTskills Registration

*Please be sure to complete each section to avoid delays in processing.*

## 1. Address and Contact Information

Name: \_\_\_\_\_  
Name of Employer/Company: \_\_\_\_\_  
P.O. Box: \_\_\_\_\_  
Street Address: \_\_\_\_\_  
City: \_\_\_\_\_ Province: \_\_\_\_\_ Postal Code: \_\_\_\_\_  
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_  
Email Address: \_\_\_\_\_  
Web Site Address: \_\_\_\_\_

## 2. FITTskills Courses (choose all that you would like to apply for)

- International Trade Research – Saskatoon (June 19-20<sup>th</sup>, 2010)  
Registration Deadline: June 8<sup>th</sup>, 2010
- International Trade Management – Regina (August 28-29<sup>th</sup>, 2010)  
Registration Deadline: August 14<sup>th</sup>, 2010
- International Finance – Saskatoon (September 25-26<sup>th</sup>, 2010)  
Registration Deadline: September 18<sup>th</sup>, 2010
- Legal Aspects of International Trade – Regina (November 6-7<sup>th</sup>, 2010)  
Registration Deadline: October 29<sup>th</sup>, 2010
- Global Business Environment – Saskatoon (January 15-16<sup>th</sup>, 2010)  
Registration Deadline: January 7<sup>th</sup>, 2010
- Global Supply Chain Management – Saskatoon (February 25-26<sup>th</sup>, 2010)  
Registration Deadline: February 18<sup>th</sup>, 2010

**FITTskills Courses will run from 9:00 am - 5:00 pm with a 1 hour break for lunch.**

**FITTskills Exams will consist of a review session that will run from 9:00 am - 12:00 pm and then a 3 hour exam from 1:00 pm – 4:00 pm.**

**Project Courses will require projects to be submitted on the appropriate date.**

## 3. Cost (course fees include all materials and examination fees)

- STEP Member: \$525 (includes GST)
- Non-STEP Member: \$630 (includes GST)

Payment Method

- Mastercard Name of Credit Card Holder: \_\_\_\_\_
- Visa Credit Card Number: \_\_\_\_\_
- Personal Cheque Expiry Date: \_\_\_\_/\_\_\_\_ (mm/yy)

## 4. Signature

This application must be signed for processing.

Signature: \_\_\_\_\_

**Please mail or fax to:** Saskatchewan Trade and Export Partnership (STEP)  
P.O. Box 1787  
#320 – 1801 Hamilton Street  
Regina, SK  
Canada S4P 3C6

NOTE: Saskatchewan Trade and Export Partnership (STEP) reserves the right to cancel any FITTskills course offering, as it deems necessary and will, in such an event, make a full refund of any registration fee, but will not be responsible for airfare, hotel or other costs incurred by the registrants. No liability is assumed by Saskatchewan Trade and Export Partnership for changes in program, date, content, speakers or venue.

Phone: (306) 787-3223  
Fax: (306) 787-6666  
Attn: Blair Hudyma