

Are you ready  
to take your global  
business to  
the next level?



## Global U Winter/Spring 2021 Training Calendar

NOTE: All training will be conducted as live webinars.

### 2 Export Opportunities for Maine Companies in China and ASEAN

**January 27 | 10:00 – 11:00 AM EST**

As in past recessions, looking to international markets for growth opportunities in regions of the world that are in different stages of economic recovery will be a key part of the solution for Maine businesses in 2021 and beyond. Join us to learn how your company can best capitalize on V-shaped economic recoveries, domestic demand, and supply chain realignment occurring in China and ASEAN markets.

### 1 Sustainability #2: Making Global Goals Local Business

**February 11 | 10:00 – 11:00 AM EST**

Building on the first webinar in the series held in December (video available), you will learn how businesses are using the United Nations Sustainable Development Goals (SDGs) to operate more competitively in global markets. With trillions of dollars in public and private investments being redirected toward achieving the SDGs, the motivation for companies doing business internationally to adopt SDGs grows stronger.

### 3 ExporTech Maine 2021

**February 23 - May 14 | 4 virtual sessions plus individualized coaching**

We're pleased to bring ExporTech, a proven national export assistance program helping companies enter or expand in global markets, to Maine!

### 2 Mastering Export Documentation

**March 11 | 10:00 AM – 12:00 PM EST**

Many companies suffer unnecessary shipment delays, Customs audits, and demurrage charges due to incomplete or inaccurate documentation for shipments. During this training with Mike Allocca of Allocca Enterprises, you will learn step-by-step how to correctly fill out international documents, where to find needed information, and when specific documents are required.

### 2 Sustainability #3: Maine Companies as Global Sustainability Actors

**April 15 | 10:00 AM – 12:00 PM EDT**

Continuing our sustainability webinar series, participants in this workshop will learn how to engage with the United Nations Global Compact for business success. You will hear from a Maine company that is a signatory to the United Nations Global Compact and learn about options for engagement via United Nations Global Compact USA. In addition, our partners at University of New England will facilitate exercises to help align your business vision with the UN Sustainable Development Goals.

1 Entry Level

2 Mid Level

3 Experienced Level



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