GTPA
GLOBAL TRADE PROFESSIONALS ALLIANCE
RATIONALE

The Trusted Network Powering Global Supply Chains and their Communities
Supply chains around the world are the arteries of global commerce, enabling trade flows worth tens of trillions annually in merchandise and services trade alone.

These complex ecosystems engage the smallest micro-enterprise to the largest multinational.

They often involve or depend on the contributions of international institutions and governments around the world, and are the source of large investment flows and economic value-creation around the globe.
SMEs & GTPA

- SMEs account for a significant percentage of gross domestic product (GDP) and they are the backbone of most economies and supply chains.

- Programmes that foster the growth of SMEs to engage successfully in international trade not only drive job growth but provide broad economic benefit and value.
OVERVIEW

• GTPA is a not-for-profit, membership-based organisation that represents the needs of organisations involved in capacity and capability-building in international trade.

• GTPA will enable individuals and organisations to be part of a trusted network of trade professionals, educators and specialists operating in all parts of the world through the Certified Global Trade Professional (GTP) Programme.
OVERVIEW

• GTPA is an umbrella global organisation working with Government agencies, Chambers of Commerce, Trade Promotion organisations, Industry bodies and associations;

• GTPA relies on existing providers of education programmes that will be recognised as pre-requisite learning as well as existing certification programmes globally.

• GTPA is about creating an interconnecting ecosystems across all aspects of trade.
Benefits: Economic Value Creation

• strengthen healthy, sustainable supply chains through a trusted network of global business providers;

• raise the ethical standards for global trade and trade professionals;

• promote financial and economic inclusiveness through supply chain activities and disciplines;

• reduce the cost and risk of employing global trade professionals (GTPs) by facilitating the easy recognition of professional skills (including their level and currency) – ‘Trusted in Trade’;

• drive economic development and job creation, as well as foster innovation exchange and by facilitating growth through global trade;
Benefits: Professionalisation

- drive continuous professional development within business, industry, government and trade professionals as well as employees working within global businesses;

- provide a structured career path for trade professionals that will drive a globally trusted network across global businesses, industry, government and supporting trade professionals from organisations that support global business growth;

- provide mutual recognition of the competencies of trade professionals across geopolitical boundaries;
Benefits: Networking and collaboration

• assist businesses to access the necessary information and contacts, as well as the legal and commercial intelligence to navigate regulatory regimes in global markets and to understand local business and cultural practices;

• improve the global networking of trade professionals, industry, government and businesses engaged in global trade.
GTP PROGRAMME

• The GTP Programme has been designed to address the need for global recognition and certification of trade professionals across national boundaries;

• It provides different levels of certification for business owners, export managers, trade documentation specialists, freight forwarders, trade finance managers, international marketing managers, trade promotion officers, service providers and those involved in trade policy;
GTP PROGRAMME

• The GTP Programme is based on the internationally accepted requirements for person certification in ISO/ IEC 17024;

• The intent of the Programme is to recognise competence and improve the level of professionalism with which global trade is conducted;

• It drives continuous improvement in the knowledge and skills of trade professionals and provides a basis for trust among companies engaged in global trade;
In addition to certifying individuals, the GTP Programme provides globally recognised pathways for learning and continuing professional development (CPD) by approving both education and training providers and their courses;

The GTP Programme encourages regular events and training activity to promote a standardised, high level of knowledge and competency for companies engaged in global trade. It is especially useful for MSMEs and trade professionals, as well as for students globally;
The GTP Programme provides a basis for trade consultants and companies engaged in global trade to continually update their professional capabilities;

It is geared towards professionals who are, want to be, or have been active in global trade and who want to improve, update and/or maintain their global trade knowledge.
ENGAGEMENT ACTIVITIES
International and Technical Advisory Committee (ITAC)

**Chair:** Alexander R. Malaket, President - OPUS Advisory Services

**Deputy Chair:** Tristram Travers, Technical Director - GTPA

**Members:**
- Professor Michael Mainelli, Executive Chairman - Z/Yen Group
- Simon Hess, Coordinator - Executive Secretariat for the EIF at the WTO
- Professor David Widdowson, President - INCU
- Shanker Singham, Director of Economic Policy and Prosperity Studies - The Legatum Institute
- Dr Deborah Elms, Founder & Executive Director - Asian Trade Centre
ITAC

- Dianne Tipping, Chair - Export Council of Australia
- Sabrina Varma, Aid for Trade/Economic Advisor- Department of Foreign Affairs and Trade
- Stacey Mills-Smith, International Trade Professional- Saana Consulting
- Graeme Drake, Program Director - GTPA
- Brent Juratowitch, Senior Lecturer and Course Coordinator - Centre for Customs and Excise Studies
- Associate Professor Renu Agarwal, Associate Professor, Operations and Supply Chain Management & Director of Supply Chain Management Programs- UTS Business School
GLOBAL

- Asian Development Bank
- Asian Trade Centre
- EIF
- Fair Trade
- International Trade Centre
- ICC
- ICC Academy
- INCU
- UNCTAD
- International Centre for Trade and Sustainable Development (ICTSD)
- Sanna Consulting
- The Legatum Institute
- World Chambers Federation
- World Trade Organisation (WTO)
- Z/Yen Group
COLLABORATION:
BUILDING A GLOBAL ECOSYSTEM
COLLABORATION

- a platform for co-operation between countries to collaborate on programs that assist in building the international trade capabilities;
- fosters the mutual recognition of training accreditations;
- collaborates with existing training organisations;
- approves and recognizes GTPA members existing events and educational offerings;
- conducts international market research to assist trade training organisations;
- a coordinated and collaborative voice on breaking down barriers advocating for investment in skills development programmes;
COLLABORATION: BENEFITS
1. **Leverage** the CPD programme to market your events and educational offerings to a global market;

2. **Build** trade linkages and networks with regional and global markets via the GTPA network;

3. **Collaborate** with GTPA to deliver local skills and capability building programs under consulting programs;

4. **Advise** individuals from various markets in becoming GTP certified, including providing access to educational programs via the GTPA network to build their competencies;

5. **Expand** your membership benefits by providing your network with valued added membership to GTPA and discounted rates to become a GTP.
WORKING COMMITTEES
GTPA is seeking expressions of interest from individuals interested in joining our global expert committees to champion the GTPA globally and contribute to the validation and growth of the body of knowledge in the Programme.

The committees will provide advice on the development of competency standards, quality control, ongoing professional development and the global issues for the committee’s domain specialisation.
GTPA is looking for expertise across the following domains:

- Trade Management
- Trade Regulation and Compliance
- Risk Analysis and Mitigation
- Market Development
- Trade Finance and Supply Chain Finance
- Trade Research and Economics
- Trade Policy
- Trade Law
- Sustainable trade development & inclusiveness
- Innovation exchange
LAUNCH: ARGENTINA