



Sponsoring an employee - your questions answered

Who are the New Zealand School of Export?

The New Zealand School of Export is the sole provider approved by the International Association of Trade Training Organizations (IATTO) to offer the Diploma of International Trade in New Zealand. The School is a Charitable Trust dedicated to improving the professionalism and skills of our country's exporters through the very best export training and qualifications in the world.

What is the Diploma of International Trade?

The Diploma is the highest level of professional accreditation available to business and trade professionals in New Zealand and is delivered by distance learning to meet the specific needs of exporters who want to advance their international trade career. The course has been written by international trade professionals, and is taught by the professionally qualified staff of the New Zealand School of Export and a network of Adjunct Faculty who are all experienced exporters.

How do I benefit from my employee taking this qualification?

The Diploma is based around the specific skills and knowledge defined by employers as necessary to meet the demands of international trade. Comprising eight highly practical modules, the programme provides a thorough grounding in the fundamentals of international trade from trade research and international marketing, to logistics, finance and legal aspects.

Exporters apply their learning in the workplace from day one and by the end of the Diploma, they will have produced a comprehensive International Trade Plan to help take your business into the future. Not only will investing in your employees encourage staff retention and increase morale in the workplace, strengthening your export team will increase your company's credibility with customers and play a critical role in ensuring your company reaches its targets and maintains its competitive edge.

How does my employee benefit from taking this qualification?

Employees gain the confidence, knowledge and expertise needed to meet the demands of business, enabling them to make faster, better informed decisions, and the prestigious globally-recognized credentials to prove their worth. Graduates can apply for the designation of Certified International Trade Professional (CITP) - recognized by the World Trade Center Association as the standard of excellence for global business professionals throughout the world.

What about employees working full time and studying at the same time?

We understand that exporters are time starved and can be involved in extensive travel. For this reason, the Diploma is delivered by distance education, with all learning materials delivered electronically and in hard copy right to their door, enabling them to study across time zones if necessary. During the programme, exporters are fully supported by personal tutors and have free online access to our specialist Export Library Information Service (ELIS) which is staffed by a professional librarian.

How much time off will my employee need?

The Diploma demands hard work—an average of five hours per week—and you are encouraged to negotiation time for professional development with your employee. At the very least, your employee will require time to complete the assessments and open-book examinations associated with each module. Assessments are based on applying knowledge to real working situations, so you will benefit from tailored reports on certain aspects of your company.

How long does it take?

The qualification takes 17 months to complete. This comprises eight modules, each of 2 months duration, plus an additional month for the summer holiday period. However, the School can be flexible, allowing individuals to submit early or late according to work commitments.

How much does it cost?

As a specialist provider, the New Zealand School of Export has none of the overheads which larger institutions carry, so we can pass the savings directly onto you and offer outstanding value for money. Due to prudent financial management, the School has held course fees at the same level since 2007 and is now able to offer a limited number of Scholarships.

The cost per module is \$1160 plus GST, which translates to a total cost of \$9280 plus GST for the entire Diploma. This includes all training materials and ancillaries; one-to-one tutoring; privileged access to the School's Export Library Information Service; Examination Fees; and Award Certificates. There are no hidden extras.

If you would like more information on any aspect of the Diploma of International Trade please contact Alison Vickers, Marketing Director who will be happy to help.

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