



International Association of Trade Training Organisations

Promoting excellence in the field of international trade training and education worldwide

Contact Information:

- **Diana Silveira**
E-mail: info@iatto.org

The **IATTO** Secretariat is hosted by **CEDEX** (Center of Studies for Export Development) at the Universidad de Palermo, Argentina.

International Association of Trade Training Organisations

Promoting excellence in the field of international trade training and education worldwide

Secretariat:

Registered Office

W 1 Office
Communications House
26 York Street
London W1U 6PZ, United Kingdom
Web: <http://www.iatto.org>

Address for Communications

1079 Larrea
C1117ABE, Buenos Aires, Argentina
Telephone/Facsimile: +54 11 5199 4500 ext.2308
E-mail: info@iatto.org



Objectives

- To equip members and other interested parties with the knowledge and tools to enhance the professional development of trade practitioners in their respective countries.
- To stimulate awareness amongst members and other interested parties of the need for, and the criteria used in defining, quality in the delivery of international trade training and education.
- To add to the body of knowledge about international trade by engaging in and/or supporting relevant research initiatives and international collaborative ventures.
- To provide an annual Forum for the exchange of information and ideas on international trade issues, as well as trends and techniques in training and education.

Membership of IATTO

IATTO strives to meet the needs of members located across all continents. Since 1971, the Association has organised gatherings of Institutes of Export/International Trade, trade development entities and centres for studies in international business operating in, inter alia, Argentina, Australia, Austria, Belgium, Canada, Finland, France, Germany, India, Ireland, Israel, Italy, the Netherlands, New Zealand, Norway, Poland, Singapore, Sweden, Switzerland, South Africa, Taiwan, Turkey, United Kingdom and the United States.

Membership of IATTO enables individuals and organisations to network with and learn from fellow international trade educators and specialists operating in other parts of the world. It also provides access to an international accreditation system with unique features aimed at enhancing the marketability of international trade training programmes and certification. There are currently 3 categories of membership:

- **Institutional Membership**, open to institutions that are primarily involved in international trade education and international trade development as a stand-alone business entity. They have to hold the status “not-for-gain/profit” and have been recognised by their relevant national authorities.
- **Organisational Membership**, open to organisations that are involved or at least interested in international trade training/education, have (or its parent organisation has) a legal existence and its actual or intended clientele are external to the organisation.
- **Individual Membership**, open to individuals having an interest in international trade development and/or educationalists focusing on human resource development in the international trade field.

Accreditation & Certification System

IATTO's Accreditation System is designed to give formal recognition or a 'quality stamp' to those organisations and individuals that meet internationally agreed standards when delivering international trade training/education programmes and conferring qualifications. There are two forms of accreditation:

- Accreditation for institutions and organisations, which gives rise to the award of IATTO Accredited Provider status.

- Accreditation for institutions and organisations, which gives rise to the award of IATTO Accredited Provider status.

- Accreditation for individuals, which gives rise to the award of IATTO Accredited Trainer status.

IATTO operates a Certification System in terms of which individuals are eligible to receive an IATTO qualification if they can demonstrate that they have acquired a range of competencies in the international trade field as a result of having undergone training and/or education with an IATTO Accredited Provider.

IATTO confers three qualifications:

- **The IATTO Certificate in International Trade Administration (Exports or Imports)**, a foundation level qualification aimed at export or import assistants.
- **The IATTO Advanced Certificate in International Trade (Marketing or Purchasing)**, an intermediate level qualification aimed at export marketing or international purchasing staff.
- **The IATTO Diploma in International Trade Management (Exports or Imports)**, an advanced level qualification aimed at export or import managers, or aspiring export or import managers.

Benefits

According to the chosen category of membership, being part of our network offers a variety of benefits which allow members to constantly improve their trade training experience.

For the Institutional/Organisational members,

- **Networking** to develop opportunities of student and faculty exchange as well as the access to staff training in other countries.
- **Information exchange** such as programme curricula, course contents, training methodologies, research reports, IATTO Newsletter, etc.
- **Opportunities for establishing collaborative partnerships and joint ventures with other members** making it possible to get in contact with more established entities, as well as newer or less experienced ones whose personnel are eager to learn and share their experiences.
- **Provision of an international quality system for trade training and education programmes**, as a way to demonstrate compliance with prescribed IATTO criteria pertaining to different aspects and levels of international trade practice.

For Individual members,

- **Inclusion on the consolidated IATTO membership list**, which is circulated to all members and also will be available on the IATTO website.
- **Newsletter and other communications**, sent out at intervals to members containing information on trade training events around the world and new developments in the trade training field.
- **A discounted attendance fee at the annual Forum** where much of the networking that leads to joint projects and new opportunities for all categories of membership takes place.