



GTPA

GLOBAL TRADE PROFESSIONALS ALLIANCE

GTPA CHAPTER

**WORKING TOGETHER TO CREATE INTERCONNECTING
ECOSYSTEMS OF CERTIFIED TRADE PROFESSIONALS
TO SUPPORT ENGAGEMENT IN GLOBAL TRADE**



Trusted in Trade

About

GTPA is a global not for profit organisation working with Government agencies, Chambers of Commerce, Trade Promotion organisations, Industry bodies and associations.

GTPA is about creating interconnecting ecosystems across all aspects of international trade based on building strategic partnerships with local organisations interested in establishing a GTPA Chapter in their country.

GTPA is looking to collaborate with existing export associations or chambers of commerce to build value and delivery capabilities in-market.

A GTPA Chapter will assist existing organisations expand their product and service offerings to incorporate the Global Trade Professional Programme (GTP) along with other GTPA activities.

Overview

GTPA is a not-for-profit, membership-based organisation connecting individuals and organisations to a trusted network with recognised capabilities that power supply chains and their communities around the world.

Our goal is to bring people together to:

- ▶ build professional capabilities in trade;
- ▶ elevate the profile of trade;
- ▶ advocate the benefits and opportunities of trade;
- ▶ facilitate networking;
- ▶ improve the performance and success of companies in global trade;
- ▶ boost the efficiency of trade processes.

GTPA is the only organisation globally to develop the international standard for certifying trade professionals. The Global Trade Professional (GTP) Programme, has been developed under ISO/IEC 17024, for the certification of professional competence in the field of global trade.

Membership of the GTPA is open to all trade professionals from students to senior executives; a wide spectrum of organisations including micro, small, medium, large or multi-national business; peak industry bodies; chambers of commerce; trade education providers and government agencies.

Members will be part of a global alliance that in turn will:

- ▶ advance international development;
- ▶ support the development of MSMEs and their access to global supply chains;
- ▶ empower greater diversity women-owned engagement in trade.

As a GTPA Chapter, you will be a Government and Institutional member and as a Chapter we collaborate with you to support global trade advancement in your country.

You will benefit from providing additional services to your network giving them access to:

- ▶ Growth in skills and knowledge;
- ▶ Internationally recognised certification;
- ▶ Career progression;
- ▶ Promotion of their capabilities as a global expert in trade;
- ▶ Expanding their employment opportunities;
- ▶ Global connections;
- ▶ Access to a trusted network for sourcing employees;
- ▶ Engagement globally in trade policy on behalf of companies engaged in international trade.

The elements of a GTPA Chapter value proposition can include:

- ▶ Building a global trade ecosystem;
- ▶ Programme delivery and knowledge transfer;
- ▶ Global trade and international business competency development;
- ▶ Trade-related research and analytical skills development;
- ▶ Strategic advocacy training;
- ▶ Development of local trusted networks, and linkages to the global GTP community;
- ▶ Mentorship;
- ▶ Trade Policy development and input;
- ▶ Trusted recognition of thought leadership.

Collaboration will be driven by six over-arching objectives:

- 1 | **Work** together to deliver the GTP Programme, other GTPA services and information sharing to enhance existing service offerings;
- 2 | **Develop** activities that can support the local chamber to deliver ongoing certified GTP activities in-market;
- 3 | **Build** trade linkages and networks with regional and global markets via the GTPA network;
- 4 | **Collaborate** on local delivery of skills and capability building programs;
- 5 | **Advise** individuals from various markets in becoming GTP certified, including providing access to educational programs via the GTPA network to build their competencies;
- 6 | **Expand** membership benefits by providing local networks with valued-added membership to GTPA, as well as discounted rates to become a GTP;
- 7 | **Engage in trade policy and thought leadership** to represent the needs of companies engaged in international trade as well as promote and advocate the benefits of global trade.

Who should sign up to become an GTPA Chapter?

Any membership based organisation with a global outlook, that has the capability and capacity to deliver and develop international business skills and networks can apply to be an Approved GTPA Chapter.

An Approved GTPA Chapter must be able to demonstrate that they have a broad membership of trade professionals and can facilitate or deliver:

- ▶ skills development to build global trade capacity and capability;
- ▶ online business tools to build global business capacity;
- ▶ development;
- ▶ engage with the GTPA on trade policy and thought leadership to represent the needs of companies engaged in international trade;
- ▶ global Links for GTPA members via special events and conferences.

The types of activity an Approved GTPA Chapter would engage in within their market in collaboration with the GTPA:

- ▶ face-to-face workshops;
- ▶ in-house tailored training;
- ▶ online courses;
- ▶ business coaching;
- ▶ peer-to-peer mentoring;
- ▶ workshops and events;
- ▶ international trade conferences;
- ▶ online webinars;
- ▶ international trade publications and research;
- ▶ online business tools;
- ▶ trade policy development;
- ▶ advocacy;
- ▶ thought leadership;
- ▶ research.

The benefits of being an GTPA Chapter:

- ▶ Expand your member benefits to offer new services via the GTPA Chapter;
- ▶ Promote the discounted membership rate and certified GTP fees as a value-added member benefit;
- ▶ Leverage the requirements of the Continuing Professional Development programme to encourage member engagement with your events, conferences, short courses;
- ▶ Leverage the association with GTPA to promote your services and solutions under the global platform.

What are your requirements to become a GTPA Chapter?

The philosophy of the GTPA has been built on collaboration, we want to work with existing bodies in their country to support expanding the GTP Programme and network via an alliance. We are promoting this arrangement as an alliance where we work with you to expand your services to incorporate the GTP Programme.

- ▶ GTPA Chapters must retain Government and institutional membership of the GTPA;
- ▶ GTPA Chapters are required to be assessed as competent under ISO/IEC 7024 within the first three months of signing an alliance agreement and GTPA Chapters will be required to undertake five-year audits;
- ▶ GTPA Chapters are required to sign an alliance agreement with the GTPA.

Direct benefits

- ▶ As a GTPA Chapter you will be able to promote a discounted membership fee for your members to benefit from becoming a GTPA;
- ▶ As a GTPA Chapter you will be able to promote a discounted certification fee for your members to become certified as a Global Trade Professional under ISO/IEC 17024;
- ▶ As a GTPA Chapter you can apply to have any of your courses recognised and approved as an Approved Education Provider for the GTP Programme, which provides you with a platform to globally promote your courses under the GTPA network as well as a fast-track approval process for your students to be certified as a GTP;
- ▶ As a GTPA Chapter you will benefit from FREE advertising of events, courses, publications as approved activity for GTPs to undertake as part of their Continuing Professional Development Plan;
- ▶ As a GTPA Chapter you get to promote your alliance with the GTPA and we will promote your organisation as an approved GTPA Chapter;
- ▶ As a GTPA Chapter you will be networked at the highest level with similar international trade organisations to share information, insight and knowledge transfer.

Fee schedule

GTPA Individual Membership Fee

All fees are priced in USD and are valid for one year from the date of joining.

Description	Fee (\$USD) per person
Annual Membership Fee	
Student Member	\$250
Foundation Member	\$250
Full Member	\$550
GTP Member	\$450
Fellow	\$450
Honorary Member	By invitation
GTPA Chapter Member/ Approved Affiliate Organisation	\$150
If the individual resides in a least developed country (LDC) a \$75 discount will be applied to the above fees	

GTPA Government and Institutional Membership for GTPA Chapters

All fees are priced in USD and are valid for one year from the date of joining. All fees are priced in USD and are valid for one year from the date of joining. Corporates headquartered in LDC's are eligible for a 20% discount.

Description	Fee (\$USD)
Government and Institutional Bronze Membership	
▶ For organisations with an annual budget of less than \$5 million	\$2,500
▶ Membership includes the certification of up to two GTPs per annum	
Government and Institutional Silver Membership	
▶ For organisations with an annual budget between \$5 million and \$20 million	\$7,500
▶ Membership includes the certification of up to five GTPs per annum	
Government and Institutional Gold Membership	
▶ For organisations with an annual budget more than \$20 million	\$15,000
▶ Membership includes the certification of up to ten GTPs per annum	

GTP Certification

All fees are priced in USD and the cost for certification is a one of fee. All GTPs must hold current GTPA membership to maintain GTP status.

Description	Fee (\$USD)
Certification Application Fee ▶ If the individual resides in a least developed country (LDC) a \$100 discount will be applied to the above fee	\$850
Certification Application fee for graduates of recognised courses of an Approved Provider ▶ Available for GTPA Chapter members	\$550
Discounted Certification Application Fee & Membership package ▶ Available for GTPA Chapter members	\$1,000

GTPA Approved Education Providers/ GTPA Chapters

Description	Fee (\$USD)
Degree/ Diploma Course Application Approval Fee ▶ Discount for GTPA Chapters of \$500	\$1,500
Short Course Application Approval Fee ▶ Discount for GTPA Chapters of \$150	\$500

GTPA Chapter Audit Fees

Description	Fee (\$USD)
Audit fee: applicable within the first 3 months of confirmation	\$1,500



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