

ECCO NEWS

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Symposium #6 - SAVE the date



ECCO Symposium #6 will be held in Paris Le Bourget, France, during the International Air Show, on **June 19 and 20, 2013**. This conference will address the following:

- **Workshop on Offset and Reciprocity:** Offset is a government trade practice which aims to restore the commercial imbalances created by international contracts. However, the very existence of these policies and the varying degrees of constraint from one country to another create new distortions when it comes to mutual market access. Are Offset and reciprocity complementary or antagonistic? Public authority officials from around the world will be present at the workshop to confront all viewpoints on the structuring of these two concepts.

- **Forum on Offset in India:** In the presence of Indian Offset authority representatives, this forum will present the fundamental reasons for implementing offset policy in India, introduce the latest policy changes, and detail the various methods of program implementation and the possible interfaces with Indian industry.

Launch of the Offset Academy

With reference to one of its main objectives, ECCO officially announced the launch of its Offset Executive training program in November 2012, in partnership with ESSEC Business School.

This training program is based on four modules taught over three 4-day sessions, covering International Trade & Environment, Marketing of Offset, Financial and Legal Dimensions, and Offset Management. Each class is taught either by faculty or by offset practitioners.

The program is open to all professionals desirous of enhancing their theoretical and practical knowledge in the field of Offset – offset managers, salespeople, lawyers, etc.

The first module will be held in Paris La Défense in March 2013. Further information can be found at www.ecco-offset.eu or obtained from rebekah.latour@essec.edu



Symposium #5



ECCO Symposium #5 was held in Frankfurt in November 2012, attracting more than 60 participants to discuss Offset in China and the financial and legal dimensions of Offset.

A full review of the conference debates is proposed in the [November 26 issue of the CTO](#).

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Members only

Don't forget that the Members Area of the ECCO website has a "Small Ads" section where you can either place an announcement regarding your offset requirements or make yourself known as a service provider. It has now been extended to include job offers.

Contact the ECCO staff to post an ad.

ECCO - The European Club for Countertrade & Offset

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