



## **ENGAGING STUDENTS, POLITICOS, BUREAUCRATS AND COMPANIES IN NONPROLIFERATION**

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Prepared for presentation at

THE OPCW WORKSHOP ON EDUCATION FOR PEACE

*Breakout Session 1: Creating Synergies Between Stakeholders, 14:00 – 15:30*

Panel 1 (Working with Multiple Stakeholders: Collaboration with Universities and Academic Networks)

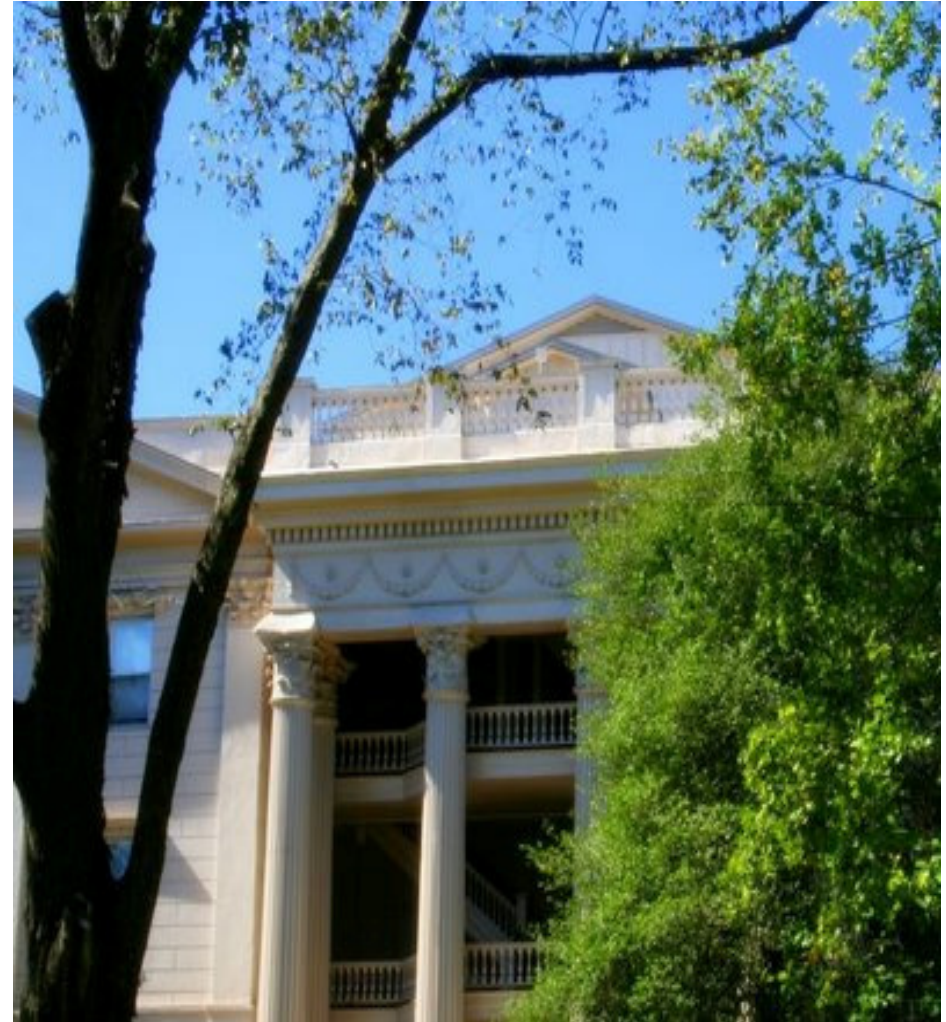
THE HAGUE, SEPT. 22-23, 2014

# *Center for International Trade & Security* *[CITS]*



**ESTABLISHED in 1987**

- ✧ *As a Non-Govt Organization/Center*
- ✧ *At the University of Georgia (USA) - Athens Campus*
- ✧ *Focus on*
  - *Strategic Trade Controls & Management and*
  - *WMD Security Culture*



***Engaged in Research, Outreach & Training***

# *Promoting Nonproliferation: Scope of Work on STC*

**CITS has been engaged with almost all relevant stakeholders involved in Strategic Trade Management**

## **LEGAL- REGULATORY**

- Parliamentary exchanges
- Model Law Workshops

## **LICENSING**

- STM training for officials – senior & junior

## **ENFORCEMENT**

- STM training for Customs & border security

## **INDUSTRY-GOVT RELATIONS**

- STM Outreach for hi-tech Industry

**ANALYTICAL AND RESEARCH PRODUCTS**

**UNDERGRADUATE AND GRADUATE  
INTERNSHIPS**

# Security Leadership Program: For Students

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- **2-Semester program for UGA undergraduates that focuses on all aspects of Nonproliferation**
  - *Legal framework*
  - *International and multilateral Organizations*
  - *Regional Issues*
  - *Practical challenges of implementation national and international obligations*
  - *Interaction and effective communication with policy makers*
- **Hands-on research, organization and publication opportunities in on-going projects of CITS**
- **99 percent placement in subsequent internship with NGOs, IGOs, US govt agencies and consulting firms**

# Analytical Support: STC and SC

- ✧ *National Reports on STC systems [2004-2012]*
- ✧ *A study of the economic impact of adopting STCs [2010]*
- ✧ *Studies of emerging STC trends (e.g., transit/transshipment) [2011]*
- ✧ *NATO Report on Nuclear Security Framework [2012]*
- ✧ *CITS-BATAN Report on Human Dimension of Security for Radioactive Sources [2014]*
- ✧ *NATO Report on CBRN Security Culture [2015]*

Assessing the Economic Impact of Adopting Strategic Trade Controls



U.S. Department of State  
Bureau of International Security and Nonproliferation  
Office of Export Cooperation

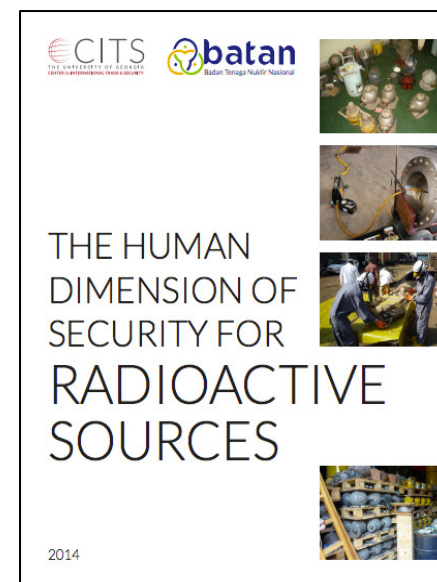
By Scott Jones and Johannes Karreth

December 2010

Prepared by The University of Georgia  
Center for International Trade and Security  
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**1540 Compass  
with UNODA  
Support**



# Security & Strategic Trade Management Academy (SSTMA): For Bureaucrats

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## The SSTM Academy provides

✧ *An overview of strategic trade control concepts, issues, and standards*

✧ *With focus on the range of “how to” options or tools available to participants for implementing STCs.*

**Each biannual SSTMA session consists of two-week long modules that can be taken in sequence or at different times.**

**Courses are taught by CITS staff, US and foreign govt officials, industry representatives and policy analysts.**

**80% trainees sponsored by ECC/DOS/USG – rest are financed by their own governments or agencies**



## ***Briefings for Relevant Stakeholders in STC***

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- **Outreach in the form of executive briefings or short term training for groups on nonproliferation, STC and Security Culture**
  - **Legislators and their staff**
  - **Attorney Generals and Parliamentary Counsels**
  - **Heads of govt Labs**
  - **Company CEOs/CFOs/CSOs**
  - **Industry associations**

# *Promoting Nonproliferation: Scope of Work on CBRN Security Culture*

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- **Research on Human Factor in Compliance**
  - With Strategic Trade Controls
  - With CBRN Security Policies & Procedures
- **Development of an Assessment Tool for use by Facility Managers**
  - Used by BATAN (Indonesia) for radiological materials
  - Used by Nuclear power facilities in Germany, Romania and Bulgaria
  - For bio-medical facilities in an Asian country (on-going)
  - For chemical facilities in an African country (on-going)

# ***Strategies for Getting a Buy-In from the audience -1***

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- ✧ **KYC ...or KYA (Know Your Audience) → Look at the world and nonproliferation/security from their eyes**
  - **Explore how their govt's policy may have influenced their perception of the topic**
  - **Understand their current job-requirements**
  - **Assess their highest – and lowest – aspirations**

# ***Strategies for Getting a Buy-In from the audience -2***

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## **✧ Make your information digestible**

- **Small bites of the meat – *what you want them to remember***
- **Placed in beds of veggies – *links to big-picture issues***
- **Paired with their daily bread – *how it will help them professionally***
- **Rounded off with dessert – *interactive sessions***

# ***Strategies for Getting a Buy-In from the audience - 3***

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## **✧ Curb your enthusiasm**

- **Do not expect them to be impressed with the awesome-ness of your expertise – or your topic**  
*(dangers of proliferation/security lapses)*
- **Do expect push-back, suspicion, and even outright hostility**
- **Focus on building relationships and networks, not disciples**