

KEYNOTE SPEAKER · ITAR

ITAR Keynote Speaker

For Defense, Aerospace, and Export Control Audiences

30

YEARS

200+

COMPLIANCE
ASSESSMENTS

85

KEYNOTES

16

PUBLISHED BOOKS

WHY CARL FOR THIS TOPIC

ITAR violations are rarely intentional. They happen because a foreign-national engineer touched a CAD file in a shared cloud drive, because a vendor email got auto-forwarded to the wrong address, because someone assumed an article was EAR rather than USML. The penalties don't care about intent.

Carl B. Johnson has 30 years inside the regulations that govern defense data and export-controlled information. He is the author of *ITAR and Export Controls Fundamentals* and *ITAR Compliance Made Easy*, and leads ITAR engagements at **Cleared Systems** for defense suppliers, aerospace manufacturers, and technology companies handling technical data.

For trade compliance summits, defense manufacturer events, and aerospace industry conferences, Carl delivers ITAR content grounded in practice — how violations happen in real organizations and what works to prevent them.

AVAILABLE SESSIONS

SIGNATURE KEYNOTE

ITAR and Export Controls for Modern Businesses

How ITAR and export controls actually apply in modern business environments — cloud systems, remote workforces, foreign person access, joint ventures. Walks through the violation patterns Carl sees most often and the program-level controls that prevent unintentional violations.

BEST FOR Trade compliance summits, defense manufacturer events, aerospace industry conferences

DURATION 45–90 minutes

EXECUTIVE BRIEFING

ITAR for the C-Suite

Focused briefing for executives, boards, and senior leadership at defense suppliers and aerospace organizations. Covers personal liability exposure, the questions leadership should be asking the trade compliance function, and governance patterns that distinguish organizations that handle ITAR well.

BEST FOR Defense supplier executive teams, aerospace company boards, technology executives in regulated sectors

DURATION 20–30 minutes plus Q&A

WORKSHOP

Building an ITAR Compliance Program That Actually Works

Hands-on session for trade compliance professionals, export control officers, and IT leadership responsible for systems that touch technical data. Covers program structure, classification methodology, foreign-person tracking, IT controls, and recordkeeping practices.

BEST FOR Trade compliance professionals, export control officers, security and IT leadership

DURATION 3–4 hours

WHO THIS IS FOR

- Trade compliance and export control summits
- Defense manufacturer industry events
- Aerospace and space industry conferences
- Technology companies handling defense articles
- Export control officer professional associations
- Defense industrial base events
- International business and trade conferences
- University research compliance forums

WHAT AUDIENCES WALK AWAY WITH

- ✓ A clear understanding of how ITAR jurisdiction is determined and the common scoping mistakes that create exposure
- ✓ The specific failure patterns most organizations don't realize they have
- ✓ Practical guidance on managing foreign person access in modern hybrid work environments
- ✓ The IT and cloud architecture decisions that protect technical data from inadvertent export
- ✓ The recordkeeping and program-documentation practices that hold up in an enforcement action

COMMON QUESTIONS

Is the content current with the latest ITAR amendments?

Yes. Carl runs active ITAR engagements every week and rebuilds the content for each event to reflect current DDTC guidance and recent enforcement actions.

Can the talk cover both ITAR and EAR?

Yes. Most organizations face dual jurisdiction questions, and the line between USML and CCL is often where misclassification creates the most exposure.

Does Carl cover deemed-export issues?

Yes. Deemed-export risk is one of the most under-managed areas, especially for organizations with diverse engineering teams. Both keynote and workshop address it.

Booking inquiries: <https://carlbjohnson.com/#contact>

Topic page: <https://carlbjohnson.com/speaking/itar-keynote-speaker>

Carl leads compliance strategy at [Cleared Systems](#).

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