



WES WATKINS CENTER FOR
**INTERNATIONAL
TRADE DEVELOPMENT**
OSU Global

CITD**igest**

The mission of the Wes Watkins Center for International Trade Development at OSU (CITD) is to engage the knowledge, network, and resources of Oklahoma State University to make Oklahoma more globally competitive, increase trade, and create jobs to keep Oklahoma companies and students in the state to build their futures.

[Find out more about us!](#)

NEW Employee Spotlight



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Mark Walker

International Trade Specialist

Help us welcome Mark Walker, International Trade Specialist, to the CITD/SBDC team! Mark is an accomplished senior executive with extensive financial, operational, and sales leadership experience. He has served as the Vice President of Sales and Operations for a global relocation company, and as President of a US moving and logistics company. He has extensive business start-up experience as well, having founded and sold two business both of which remain open and profitable today. He joined the OSU CITD in July and is ready to advise Oklahoma companies on all International Trade related topics.

Summer Recap

Consulting Skills Boot Camp



During the first weekend of the semester, the CITD team got to attend the Consulting Skills Boot Camp, hosted by Jeff Moore, who runs OU's Ronnie K. Irani Center for the Creation of Economic Wealth (I-CCEW). In addition to some great team building, we got the opportunity to learn some very useful structured thinking approaches that will assist us in our work here at the CITD.

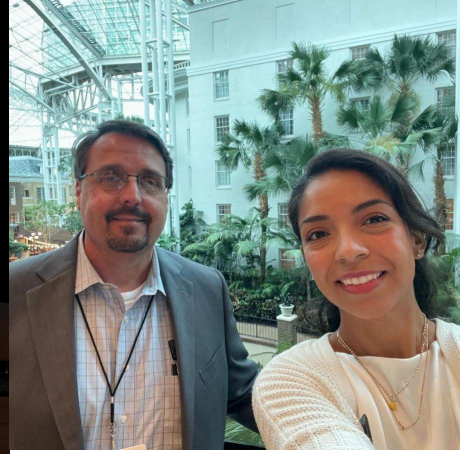
Oklahoma Boeing Industry Day



Our SBDC International Trade Specialty Center had the opportunity to speak about international trade opportunities at a recent Boeing Industry Day. The event was hosted by Boeing and the Oklahoma Department of Commerce ACES Program. We had the opportunity to meet with business leaders throughout the state, learn about Boeing engineering activity and needs, and gain knowledge about the requirements to do business with Boeing. Kudos to ACES and Boeing for a successful event!



America's SBDC (ASBDC) Conference



In early September, the CITD's Trade Marketing Analyst, Maria Lopez, and International Trade Specialist, Mark Walker, along with others from the Oklahoma SBDC network attended at the America's SBDC (ASBDC) Conference in Nashville! SBDCs worldwide gather annually at the ASBDC conference to obtain professional development to help them grow as advisors and continue to serve thousands of small businesses in their communities. Our advisors attended sessions focused on international trade and heard from U.S. Customs, the Census Bureau, the SBA Office of International Trade, USPTO, the Bureau of Industry and Security, EXIM Bank, other SBDCs around the nation, and more!

2nd USMCA SME Dialogue



In September, our Trade Marketing Analyst, Maria Lopez had the honor to represent our Oklahoma Small Business Development Center and our Oklahoma State University OSU Center for International Trade Development at the 2nd USMCA SME Dialogue in Mexico City.

Maria was invited to speak on a panel about Small Business Export Financing in conjunction with the U.S. Small Business Administration, Mercado Libre, Mexico National Banking and Securities Commission, Export Development Canada, and Uplinq. She was able to hear from other notable public and private sector organizations from Canada, Mexico, and the U.S. about their efforts to support small business trade.

At the event, several small business owners were able to showcase their products and services with the attendees! A special thank you to the Secretaria de Economía and the SBA for the invitation!

CITD Global Trade Fellows Spring Graduates

CONGRATULATIONS, MICHAEL JOHNSON !

In May, Michael Johnson graduated with his masters in Global Studies focusing on Global Trade. He was enrolled in the Finance & Investment Banking graduate certificate through Spears Business. While working as a Wes Watkins Global Trade Fellow at the CITD, Michael was the lead author for our Supply Chain Chaos and Trading Up 2.0 briefs, as well as Mark Stansberry's book "America Needs America's Energy and Its Natural Resources: A Monograph to Accompany America Needs America's Energy." Additionally, Michael worked on market research for the Small Business Development Center at the CITD. Most notably, he worked on the Australian market entry research for Stillwater based manufacturer RPX Technologies, Inc. which was featured in the inaugural OSU Global magazine. Michael began his career as a Senior Licensing Analyst in Global Trade at Raytheon Technologies.



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CONGRATULATIONS, ELAHEH ESHRAGHI

In May, Elaheh Eshraghi graduated with her masters in Global Studies focusing on Global Trade. She has completed coursework in international trade theory, trade policy, and trade economics, and has gained practical experience in this area through her work as a Graduate Research Assistant at the CITD. While at the CITD she was able to work on various international trade projects. She contributed to the CITD's mission of making Oklahoma more globally competitive by researching commodity-level overlaps between Oklahoma's most competitive industries and potential trading partners. This research included literature reviews and deep analysis of trends and opportunities. Some of this research included exploring the systemic causes of supply chain disruptions triggered by the COVID-19 pandemic. She also helped pilot and develop market assessment processes to assist small businesses in exploring new markets.



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CITD Team



OKLAHOMA STATE UNIVERSITY
GLOBAL

How will YOU change the world?



We hope you have an amazing fall season! :)

Our CITD Team (Front row left to right):

Maria Espinosa, Evelin Mendoza, Annie Vo, Maria Lopez, Ye Wana Hlaing

(Back row left to right):

Paulo Freitas, Jeremy Hicks, Andrew Ranson, Mark Walker, (not pictured, Dr. John Schoeneman)

We would love to hear from you!

Comment, suggestions, or feedback? We welcome your thoughts. Email us at citd1@okstate.edu and connect with us on our social media below:



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