



The American Chamber of Commerce in Jordan

**The American Chamber of Commerce in Jordan**

**2018 Newsletter**

For More US - Jordan Business



## The American Chamber of Commerce in Jordan

@AmCham

January- February 2018 Newsletter

### Chicago Sister City International @AmCham

The American Chamber of Commerce in Jordan hosted a reception to honor Mr. Sam Odeh of the Chicago Sister City Program at their headquarters on the 21st of January under the patronage of Amman's Mayor Yousef Shawarbeh. Emphasizing AmCham Jordan's aims to cement Jordanian products in the United States and to increase further potential of the Sister City collaboration.



### AmCham @ TechWadi



January 27th, 2018 TechWadi hosted its eighth Annual Forum. This year, the Forum's focus was to "Fuel Growth for MENA." The American Chamber of Commerce in Jordan was represented by its Chairman Eng. Mohammed Bataineh and CEO Ms. Rose Alissi, where the Chairman was a panelist in "The Role of Support Organizations in Building Ecosystems." AmCham Jordan was also one of the sponsors of the TechWadi Benefit Dinner.

### Sector Specific Focus Groups @AmCham

As a part of the formulation process of the Tijara Coalition Strategy, The American Chamber of Commerce in Jordan hosted a series of sector specific Focus Groups on January 28th-29th 2018 discussing the following topics: Fast Moving Consumer Goods, Handicrafts and Commercial Services. To further augment the strategy regarding the tools needed for the above sectors and their designed SWOT Analysis.





## TENT Foundation @AmCham

On February 14th 2018, a reception was held at the AmCham Jordan to honour Mr. Hamdi Ulukaya founder and CEO of the Tent Foundation, and of the global food-company Chobani, LLC. The reception, attended by Imad Fakhoury, Minister of Planning and International Cooperation, members of the international community, and leading Jordanian businesses, comes as part of ongoing national effort, to shed light on the economic challenges facing Syrian refugees and host communities in Jordan, and develop new partnerships that can put in place private sector lead solutions that empower people to achieve their fullest potential.



## AmCham @ Chicago

On January 30th-31st 2018 AmCham's Chairman Eng. Mohammed Bataineh and CEO Ms. Rose Alissi had a series of meetings in Chicago as part of AmCham's continuous efforts to further the organization's reach. They met with Chicagoland Chamber of Commerce, Chicago Sister Cities International, Blue 1647 Accelerator and Innovation Center, Local 150, ChicagoNext, Said Hallaj and Pactrans Air & Sea.



## Trade Shows @AmCham: Las Vegas Market



As a part of the American Chamber of Commerce in Jordan's ongoing Trade Shows and Trade Missions, under the USAID/Jordan Competitiveness Program grant, AmCham organized the participation and exhibition of 5 Jordanian companies at the Las Vegas Market on January 28th- February 1st. During their participation they attended prestigious Dinner Awards and showcased Jordanian products on US soil.







## The American Chamber of Commerce in Jordan

# @AmCham

March 2018 Newsletter

### *Thunderbird School of Global Management @AmCham*

The American Chamber of Commerce in Jordan hosted a delegation from the Thunderbird School of Global Management at their headquarters on March 1st. Where the Thunderbird delegates inquired about the Jordanian business environment and opportunities, and AmCham provided a holistic overview on Jordan. Emphasizing AmCham Jordan's continuous efforts of bilateral cooperation with the United States and to increase further potential of collaboration across various sectors.



### *Trade Shows @ AmCham*

As a part of the American Chamber of Commerce in Jordan's ongoing Trade Shows and Trade Missions, under the USAID/ Jordan Competitiveness Program grant, AmCham organized the participation and exhibition of 5 Jordanian companies at the Jordan Pavilion -arranged by AmCham- at the International Esthetics Cosmetics and Spa Show in New York City between the 4th and 6th of March. Promoting Jordanian products in the US.



### *AmCham@ 2nd JFDA International Congress*

AmCham Jordan represented by its Chairman Eng. Mohammed Bataineh attended the 2nd Jordan JFDA International Congress on March 10th-11th titled "Pharma Industry and Clinical Trials Growth & Innovation". Where Bataineh was part of a panel of experts during the opening ceremony, and AmCham was the Diamond Sponsor.





## Focus Groups @AmCham

On March 12-14th 2018, as the Secretariat of the National TIJARA Coalition the FTA Unit at the American Chamber of Commerce in Jordan hosted a series of focus groups in various locations under the umbrella of the National TIJARA Coalition to discuss and set the five-year implementation plan for each of the three pillars (Trade, Investment and Advocacy & Policy). The focus groups were attended by the members of the coalition. After concluding the sessions, the members alongside the Secretariat reached consensus on launching the "National TIJARA Coalition Strategy 2018-2022" on March 29th, 2018.



## FTA Awareness Session @AmCham

On March 27th 2018 The American Chamber of Commerce, supported by the USAID Jordan - Jordan Competitiveness program conducted an awareness session at Amman Chamber of Industry , in collaboration with The Ministry of Industry,Supply & Trade, The U.S. Embassy and Amman Chamber of Industry, covering these main topics: Jordan - US. Free Trade Agreement, Rules of Origin for the Jordan - US. FTA and US Investment Visas & Mechanisms of Entry into the US.



## National TIJARA Coalition @AmCham



On Thursday March 29th the National TIJARA Coalition launched their "National TIJARA Coalition Strategy 2018-2022: A Plan for Growing Exports and Enhancing Investment between Jordan & the U.S" under the Patronage of Minister of Industry, Trade & Supply H.E. Eng. Yarub Qudah.

Attended by senior government officials, members of the Coalition and leading Jordanian businesses, the event was the result of ongoing efforts between a group of key Jordanian business associations and government agencies dedicated to promoting bilateral trade and the Free Trade Agreement (FTA) that aims to diversify Jordanian trade with the USA.







## The American Chamber of Commerce in Jordan

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April 2018 Newsletter

### *American World Services Training @AmCham*

The American Chamber of Commerce in Jordan in collaboration with American World Services Corporation (AWS) and supported by USAID Jordan- Jordan Competitiveness Program, hosted a series of informative and interactive workshops from April 5th-12th. The workshops focused on two focal categories:

- 1- Export Marketing: Export Marketing Knowledge and Knowhow for Positioning your Product in the U.S Market
- 2-Trade Shows: Skills and Strategies for A Successfully Conducting Business in Trade Shows & Exhibitions.

In addition, a select group of people from 10 local companies were certified as TOT (trainer of trainees) to further enhance and spread the knowledge they have garnered and accumulated over the past week of their training to their workplaces.



### *Amcham FTA Awareness Session @ Aqaba*

On April 17th, 2018 The Free Trade Agreement Unit at the American Chamber of Commerce in Jordan (AmCham), in collaboration with the Aqaba Special Economic Zone Authority (ASEZA), supported by the USAID Jordan - Jordan Competitiveness program conducted an awareness session in Aqaba. The awareness session focused on the US Jordan Free Trade Agreement (FTA) and business support mechanisms, as part of AmCham's ongoing capacity enhancement and know-how dissemination activities designed to increase Jordanian industries' ability to export to the US market .



### *Trade & Investment Committees @ AmCham*

As the Secretariat of the National TIJARA Coalition the FTA Unit at AmCham, supported by the USAID Jordan - Jordan Competitiveness Program, held its first Tijara Trade and Investment Committee meetings on the 23rd of April 2018, showcasing its first comprehensive outcome reflected in the annual work-plan. Which are guides on doing business in the US and exporting good and services to the US.





## AmCham@ Under Armour Regional Office Opening

On April 25th 2018, AmCham Jordan's Chairman Eng. Mohammed Bataineh and Deputy CEO Ms. Raghda AlKhojah, attended the Under Armour Regional Office Opening Ceremony. The inauguration was attended by Minister of State for Investment Affairs, H.E. Mr. Muhannad Shehadeh.



## AmCham FTA Awareness Session @Amman Chamber of Commerce

On April 30th 2018 The American Chamber of Commerce, supported by the USAID Jordan - Jordan Competitiveness program conducted an awareness session at Amman Chamber of Commerce, covering these main topics: "Accessing the US Market - The FTA and National Support Mechanisms" and "The Multilateral Trading System & Preferential Trade: Jordan- US FTA". The awareness session comes as part of AmCham's ongoing capacity enhancement and know-how dissemination activities designed to increase Jordanian industries' ability to export to the US market.







## The American Chamber of Commerce in Jordan

# @AmCham

May 2018 Newsletter

### *JSMO Executive Workshop @AmCham*

The American Chamber of Commerce in Jordan in collaboration with the Jordan Standards and Metrology Organization hosted a workshop titled "The Jordanian Standards and Specifications, level of conformity with International Standards in light of the Bilateral Trade Agreements" on the 2nd of May at the Grand Hyatt Hotel. During the session the newly appointed Director General of JSMO (Eng. Rula Mdanat) stressed the role of the private sector in developing specifications and encouraged companies to engage in public private sector dialogue.

AmCham invited to use the Tijara Coalition platform to be the institutionalized problem solver under which government, private and public entities operate unanimously to solve problems for businesses and traders. The Tijara Coalition is able to deal with the problem at hand whether it is a consultation or inquiry or tax issues, the coalition members will be able to assist.



### *SME's FTA Awareness Session @ AmCham*

On May 13th, 2018 The Free Trade Agreement Unit at the American Chamber of Commerce in Jordan (AmCham), in collaboration with the Small Medium Enterprise Association (SME's Association), supported by the USAID Jordan - Jordan Competitiveness program conducted an awareness session at the AmCham offices. The awareness session focused on the US Jordan Free Trade Agreement (FTA) and business support mechanisms, as part of AmCham's ongoing capacity enhancement and know-how dissemination activities designed to increase Jordanian industries' ability to export to the US market .



### *General Assembly Meeting @ AmCham*

The American Chamber of Commerce in Jordan held its General Assembly meeting on May 23rd, 2018. Where AmChams CEO Ms. Rose Alissi covered our 2017 accomplishments and went over AmChams 2018 budget and upcoming events.





## AmChams Annual Ramadan Iftar @ Kempinski

On May 30th 2018, the American Chamber of Commerce in Jordan hosted its annual Ramadan Iftar at the Kempinski Hotel. Where we bid farewell to Economic Counselor. Ms. Susannah Cooper, and Consul General Mr. Sean Cooper from the U.S Embassy in Amman. In addition to launching 3 comprehensive guides: the Guide of Doing Business in the U.S, Guide on Exporting Services to the U.S and Guide on Exporting Goods to the U.S.



## New Board Member @AmCham

The American Chamber of Commerce in Jordan is pleased to announce the appointment of Ms. Nour Jarrar, Director and Chief Country Officer of Citibank N.A Jordan, to its board of directors as of May 2018.



Nour joined Citi from Bank ABC in Jordan where she was most recently Head of the Wholesale Banking Group. She is an experienced banker with substantial experience across Corporate Banking, Trade Finance, Structured and Corporate Finance, Strategic Development and Planning and Financial Institutions Management. Her career with Bank ABC dates back to 2006, and during that time she has held a number of increasingly senior positions including Head of Global Trade Finance for MENA. Prior to joining Bank ABC, she worked in the Economic Development Division of the Royal Hashemite Court in Jordan and in Jordan's Housing Bank for Trade Finance. Nour has an MA in Finance and Investment from the University of Nottingham in the UK and a BA in Finance from the University of Jordan. Nour is a member of the board of directors of Banks Association in Jordan.





## The American Chamber of Commerce in Jordan

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June 2018 Newsletter

### *Meet The Expert Cloud Computing & Learning Management Systems @AmCham*

On June 10th, 2018 The American Chamber of Commerce in Jordan hosted a Meet the Expert session at its premises, during the session the US Expert Ms. Mariana Taimeh educated the attendees about the new developments in Cloud Computing and Learning Management Systems (LMS), focusing on how to integrate the systems into the business field, and maximize their benefits. It is worth noting that this session comes as part of AmCham's efforts to transfer knowledge and technology from the U.S under the Economic Development Committee of the Amman -Chicago Sister City.



### *JSMO Follow-Up Workshop: Introduction to Products Standards in the U.S @Amman Chamber of Commerce*

On June 12th, 2018 The American Chamber of Commerce in Jordan held a workshop in collaboration with the JSMO titled: "Introduction to Products Standards in the U.S" at the Amman Chamber of Commerce.

During the workshop, Director General of JSMO, Eng. Rula Mdanat shared with the private sector more information about JSMO's relationship with some of the standardization bodies in the U.S such as American National Standards Institute, American Society for Testing and Materials, International Association of Plumbing and Mechanical Officials and Underwriters Laboratories.

Her Excellency also provided awareness on how these organizations set the standards and specifications for various products that are being either imported from the U.S or exported to the U.S.



### *AmCham Jordan @SelectUSA Investment Summit in Washington DC*

The American Chamber of Commerce in Jordan represented by its Board Member Mr. Ahmad Khalifeh and CEO Ms. Rose Alissi, participated in the SelectUSA Summit in Washington D.C. from June 20th-June 22nd, 2018. During their visit, the Jordanian Delegation and the Commercial Services Section of the US Embassy in Amman attended a reception hosted by H.E. Ambassador Dina Kavar.

This year, the Jordanian delegation was the largest to ever attend the SelectUSA Summit from the Arab World and the MENA Region.





## 2018 Jordan-US Investment Forum @AmCham

The American Chamber of Commerce in Jordan in collaboration with the Tent Foundation, and Connect.JO held the 2018 Jordan-U.S. Investment Forum: Paving the Way for New Business Opportunities for US Companies and Jordan.

The Jordan-U.S. Investment Forum took place in two cities, the first in New York City on June 25, 2018 and the second in San Francisco on June 28, 2018.

The Forum, attended by senior Jordanian government officials, representatives of international development organizations, and distinguished members of Jordanian and American businesses, comes as part of ongoing national effort, supported by USAID- Jordan Competitiveness Program, to shed light on the economic challenges facing Syrian refugees and host communities in Jordan, and develop new partnerships that can put in place private sector lead solutions that empower people to achieve their fullest potential.



## AmCham @Utah

During their trip to the U.S., The American Chamber of Commerce in Jordan's CEO- Ms. Rose Alissi, Deputy CEO, Ms. Raghad Alkhozah and FTA Unit Head, Ms. Lana Nimri attended a seminar/luncheon at the Utah Governor's Office of Economic Development and the World Trade Center. Where they met with Gary Herbert, the Governor of Utah.

During their visit they also signed an MoU with the US Arab Business Women Trade Association

Emphasizing AmCham Jordan's continuous efforts of bilateral cooperation with the United States and to increase further potential of collaboration across various sectors and expand the organizations reach.







## The American Chamber of Commerce in Jordan

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July 2018 Newsletter

### *Wilson Learning SEM "The Counselor Sales Person" Training @AmCham*

On July 18th-19th, 2018 The American Chamber of Commerce in Jordan in collaboration with Wilson Learning SEM hosted a two-day training program titled: "The Counselor Sales Person", a certified specialized training program for sales skills. The Counselor Salesperson (CSP) uses a four-step consultative selling process that helps salespeople transition from simply making transactions to solving real business problems. CSP focuses on adopting a Counselor Mindset, a mindset that builds profitable, long-term customer relationships.

The training was very rewarding and we received excellent feedback. Building on the success of the training and in collaboration with Wilson Learning SEM, AmCham will be holding a second training session on September 24th.



### *Dinner with SafePorts Holdings @Le Grand Hotel*

On July 19th, 2018 The American Chamber of Commerce in Jordan hosted a dinner at Le Grand Hotel to introduce Safe Ports Holdings and their newest project to the Private Sector in Jordan. Safeport is now undergoing the launch of its latest project, Safeports Regional Gateway: approximately 75km north of Amman, Jordan, and 3km from the Syrian border crossing, with direct road access to the Port of Haifa and the Port of Aqaba (Jordan). Safe Ports Regional Gateway benefits from extensive modern infrastructure developed for road networks, electricity, water supply and wastewater, as well as fiber-optic connectivity.

Given its potential to connect overland routes with access to major regional ports and airports, Safe Ports Regional Gateway can become a leading location for industrial production and a transportation hub for movement of goods throughout the region.



### *Meet The Expert: Cyber Security @AmCham*

The American Chamber of Commerce in Jordan hosted a Meet the Expert session on July 23rd at its premises, during the session the Expert Mr. Sameer Saba educated the attendees about Cyber Security; a group of technologies, processes, and practices intended to protect networks, devices, programs, and data from piracy, damage and unauthorized access. It is considering an important pillar for government, corporate, financial, and medical organizations who collect, process, and store unprecedented amounts of data on computers and other devices. It is worth noting that this session comes as part of AmCham's efforts to transfer knowledge and technology from the U.S under the Economic Development Committee of the Amman -Chicago Sister City.







## The American Chamber of Commerce in Jordan

# @AmCham

August 2018 Newsletter

### *Reception Welcoming the new Economic Counselor at the US Embassy in Amman @AmCham*

On August 1st 2018 The American Chamber of Commerce in Jordan hosted a reception welcoming the new Economic Counselor at the US Embassy in Amman Mr. Ben Thomson. The reception was attended by representatives from the American Embassy as well as an assembly of Jordan's top private business owners.



### *FTA Awareness Session @Irbid Chamber of Industry*

On August 2nd 2018, AmCham Jordan held an FTA awareness session at the Irbid Chamber of Industry on the US Jordan Free Trade Agreement (FTA).

The Awareness session comes as part of AmChams ongoing capacity enhancement and know-how dissemination

activities designed to increase Jordanian industries ability to export to the US market.

The workshop is supported by USAID Jordan- Jordan Competitiveness Program.



### *Executive Lunch welcoming the new Charge' d'Affaires H.E. Paul Malik @Grand Hyatt Hotel*

On August 12th, 2018, The American Chamber of Commerce in Jordan hosted an Executive Lunch welcoming H.E. Paul Malik the Charge' d'Affaires at the US Embassy in Amman, at the Grand Hyatt Hotel. Amongst the attendees were H.E. Muthanna Gharaibeh, Minister of ICT, H.E. Lina Annab, Minister of Tourism & Antiquities, representatives from the American Embassy as well as an assembly of Jordan's top private business owners.

The lunch featured a welcoming address from AmCham Jordans Chairman Eng. Mohammed Bataineh and a keynote speech from the Charge' d'Affaires H.E. Paul Malik.



## 4th National Tijara Coalition Council Meeting @Grand Hyatt Hotel

On August 13th 2018, Under the patronage of the Minister of Industry, Trade and Supply, Dr. Tareq Al-Hammouri, the National Tijara Coalition met to discuss the annual implementation plan of "National Tijara Coalition Strategy: A Plan for Growing Exports and Enhancing Investment between Jordan & the U.S" for the years 2018-2019. The meeting was attended by the 34 Tijara Coalition members, comprising of senior officials from the public and private sectors who are working together to achieve economic growth and enhance cooperation by bringing together Jordanian-US business relations.

This event is supported by USAID Jordan- Jordan Competitiveness Program.







**The American Chamber  
of Commerce in Jordan**

*@AmCham*

September 2018 Newsletter

**Wilson Learning SEM "The Counselor  
Salesperson" Training @AmCham**

Building on the success of the first training and back by popular demand, The American Chamber of Commerce in Jordan in collaboration with Wilson Learning SEM hosted a two-day training program titled: "The Counselor Salesperson", a certified specialized training program for sales skills on September 24th-25th 2018. Wilson Learning has been recognized with numerous industry awards and has maintained its position in the worldwide Top 20 Leadership Training Companies List by TrainingIndustry.com for the 9th consecutive year.



**2018 AmCham MENA Council Annual  
Conference & Exhibition Press Conference  
@AmCham**

On September 26th 2018, The American Chamber of Commerce in Jordan held a press conference where AmCham Jordan's Chairman Eng Mohammed Bataineh announced the launching of the 2018 AmCham MENA Council Annual Conference & Exhibition this upcoming October under the theme of Commercialization of Innovation: A Driver for Growth in the MENA Region. The conference will take place on October 27th-28th, 2018 under the patronage of His Royal Highness Crown Prince Al Hussein Bin Abdullah II, and supported by USAID/JCP.







## The American Chamber of Commerce in Jordan

# @AmCham

October 2018 Newsletter

### *AmCham @Americas Food & Beverage Trade Show in Miami*

As a part of the American Chamber of Commerce in Jordan's ongoing Trade Shows and Trade Missions, AmCham organized the participation and exhibition of 4 Jordanian companies to America's Food & Beverage in Miami on October 1st-2nd, 2018.



The trade show is part of AmCham's ongoing efforts of promoting Jordanian products in the US.

### *AmCham @Anbar Fourth Annual International Investment Conference (AAIC 2018)*

On October 17th-18th, The American Chamber of Commerce in Jordan was a supporting partner at the Anbar Fourth Annual International Investment Conference AAIC 2018, where AmCham Jordan's CEO Ms. Rose Alissi chaired the "Investment Opportunities for International Companies in Iraq" session.

The conference showcased over 100 investment opportunities across different sectors in Anbar, Iraq's largest province.



### *The 2018 AmCham MENA Council Annual Conference & Exhibition Commercialization of Innovation: A Driver for Growth in the MENA Region*

October 27-28, 2018. Under the patronage of HRH Crown Prince Al-Hussein Bin Abdullah, HRH Princess Sumaya bint El-Hassan launched the "Commercialization of Innovation: A Driver for Growth in the MENA Region" conference and exhibition held by the American Chamber of Commerce (AmCham) in Jordan, chairing the AmCham MENA Regional Council, and supported by USAID-Jordan Competitiveness Program (JCP).



The conference was attended by ICT Minister Mothanna Gharaibeh, chairman of the AmCham in Jordan Mohammad Bataineh, deputy undersecretary for international trade at the U.S. Department of Commerce, senior vice president for Middle East and Turkey Affairs at the U.S. Chamber of Commerce, and heads of American Chambers of Commerce in Egypt, Lebanon, Bahrain, United Arab Emirates, Palestine and Qatar, as well as about 250 participants of businessmen and women, investors, experts and entrepreneurs from the countries of the region and the United States of America.







## The American Chamber of Commerce in Jordan

@AmCham

October 2018 Newsletter

### *AmCham Signs Partnership Agreement w/ G4 Solutions & Resources @ The 2018 AmCham MENA Council Annual Conference & Exhibition*

A one-year partnership agreement was signed between the AmCham-JO and G4 Solutions & Resources. The signing took place during the events of the 2018 AmCham MENA Council Annual Conference & Exhibition on Saturday October 27th, 2018, the agreement, which outlines areas of cooperation was signed by the CEO of G4 Solutions & Resources Mr. Raed Haddadin and AmCham-Jordan Chairman Eng. Mohammed Bataineh.



G4 Solutions & Resources will be the only AmCham-Jordan partner from the Aerospace & Defense sector. The signed agreement stipulates that the G4 is a strategic partner for all activities, events and programs carried out by the Chamber in the capital of Amman and all governorates.

During the signing, Eng. Bataineh reiterated AmCham's commitment to supporting G4 Solutions & Resources in all its future endeavors. Mr. Raed Haddadin CEO of G4 Solutions & Resources commented that "this agreement shall further solidify the role of the private sector with AmCham in improving further business relations in the Aerospace & Defense business sector, improving capability, readiness, and transfer of knowledge".



### *Workshop on Energy Efficiency Standards & Labeling*

@AmCham

The American Chamber of Commerce in Jordan, jointly with the International Finance Corporation (the World Bank Group) hosted a workshop with private sector representatives on Energy Efficiency (EE) standards and labeling on October 31st, 2018.

This workshop is implemented under the Policy Pillar of the National Tijara Coalition in support of the International Finance Corporation (IFC, a part of the World Bank Group) efforts to improve competitiveness of Jordanian producers at international markets and thus increase Jordanian export.

IFC met with private sector representatives, manufactures and traders of electric appliances and discussed with Jordanian producers' their experience in working with the energy efficiency standards and labeling, as well as their broader experiences with all parts of the National Quality Infrastructure - metrology, standardization, conformity assessment. As well as the situation with compliance of Jordanian products with standards / requirements of other markets.





## The American Chamber of Commerce in Jordan

@AmCham

November 2018 Newsletter

### *Tijara Coalition Trade Committee meeting @AmCham*

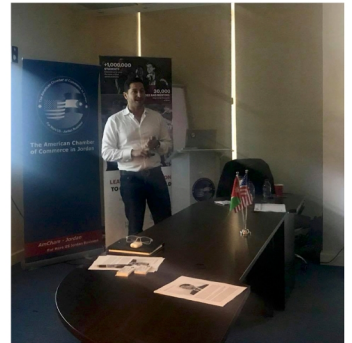
The American Chamber of Commerce in Jordan hosted the Tijara Coalition Trade Committee meeting on November 12th 2018, bringing together trade representatives from Jordan Chamber of Industry, Ministry of Industry Trade & Supply, Amman Chamber of Industry, Jordan Investment Commission, Amman Chamber of Commerce, Jordan Enterprise development corporation (JEDCO) and Jordan Competitiveness Program (JCP), to discuss the future activities through targeted tools including: diversification of exports, partner search, training and capacity building & missions to the US.



### *Meet The Expert Mr. Ahmad Ashkar @AmCham*

On November 14th 2018, As part of AmCham Jordan's continuous Meet The Expert Program, today, The American Chamber of Commerce in Jordan hosted Mr. Ahmad Ashkar - Founder & CEO of Hult Prize Foundation.

The US expert Mr. Ashkar spoke on: Social Entrepreneurship; combination of commerce with social issues and the use of start-up companies and other entrepreneurs to develop, fund and implement solutions to social, cultural, or environmental issues.



### *National Tijara Coalition Trade & Goods Committee Meeting @ AmCham*

On November 22nd 2018, the National Tijara Coalition Trade & Goods Committee met to review progress towards launching an open call for interest from companies wishing to participate in the upcoming trade missions in the US organized with support from USAID - Jordan Competitiveness Program. Where the application forms for program factory selections were set and decided on and selection criteria was finalized. A working group was nominated for approving the weights to be applied in the selection criteria.







## The American Chamber of Commerce in Jordan

@AmCham

November 2018 Newsletter

### *AmCham Jordan Holds First Technical workshop with Parliament on Jordan-US Economic Relations*

On November 25th 2018, The American Chamber of Commerce in Jordan supported by Public Affairs at the U.S. Embassy - Jordan held a workshop on "Economic Framework & Value of the Jordan-US Economic Relations" with Jordan parliamentarians.

The workshop explored paths to grow Jordan US relations and how to optimize opportunities that lead to contribution and economic development in Jordan.



### *Wilson Learning SEM "The Counselor Salesperson" Training @AmCham*

The American Chamber of Commerce in Jordan in collaboration with Wilson Learning SEM - Jordan & Lebanon and supported by USAID- Jordan Competitiveness Program, held a two-day training program on November 26th-27th 2018, titled: "The Counselor Sales Person", a certified specialized training program for sales skills. The CSP training, which was held for the third time at AmCham Jordan, is considered to be the foundational sales training program and perhaps one of the bestselling sales training programs globally.



### *AmCham Jordan Holds Second Technical Workshop on Economic Framework & Value of the Jordan US Economic Relations w/ Chambers @Royal Hotel*

On November 28th 2018, The American Chamber of Commerce in Jordan supported by Public Affairs at the U.S. Embassy - Jordan held a workshop on "Economic Framework & Value of the Jordan-US Economic Relations" with representatives from chambers of commerce and industry.

The workshop explored paths to grow Jordan US relations and how to better utilize the synergies amongst the chambers that lead to strengthening the economic development in Jordan employing public-private dialogue.





## The American Chamber of Commerce in Jordan

@AmCham

December 2018 Newsletter

### *Export Marketing & Successful Participation in Trade Shows* *@Aqaba*

On December 9th-10th, 2018, The American Chamber of Commerce in Jordan, supported by USAID- Jordan Competitiveness Program, held a two day workshop on "Export Marketing & Successful Participation in Trade Shows" in `Aqaba. The sessions focused on export readiness,



market intelligence and types of partnerships as well as tools needed to

generate successful exports, and identifying, contracting and negotiating with partners. Equipping companies with the right tools and technical knowledge to research, evaluate and execute the best plan for growing exports to the US and other markets.



### *AmCham Jordan attends "US-Iraq Business Initiative Mission"* *@Iraq*

On December 9th-13th, 2018, The American Chamber of Commerce in Jordan, represented by its Chairman Eng.Mohammed Bataineh and CEO Ms. Rose Alissi, attended the US-Iraq Business Initiative Mission. An international platform to stimulate business relationships between the US and Iraq and identify opportunities. The trip was also followed up with a visit to Anbar, Iraq's largest governorate, where they held side meetings with Iraqi ministers and businessmen.



### *Economic Framework & Value of the Jordan US Economic Relations* *@Irbid*

The American Chamber of Commerce in Jordan supported by Public Affairs at the U.S. Embassy - Jordan held the third in a series of workshops on December 20th, 2018 on "Economic Framework & Value of the Jordan-US Economic Relations" with industrialists, community leaders and authorities from Irbid at AlHassan Industrial City.



The workshop shed light on Jordan US relations and how manufacturers could better utilize the aforementioned relation, stressing the importance on trade with the US to strengthen the economic development in Jordan.







**AmCham-Jordan** is a member of the United States Chamber of Commerce. Established in 1999 as a voluntary not-for-profit member-based organization that contributes to economic development through the promotion of US-Jordan trade and investment development, policy advocacy, human resources development and business community outreach.



Based at AmCham-Jordan, the **Free Trade Agreement (FTA) Unit** was established in 2017 with support from the United States Agency for International Development's (USAID) Jordan Competitiveness Program (JCP). The FTA Unit services as Secretariat to the National Tijara Coalition serving Jordanian and American businesses to better understand and utilize the trade and investment opportunities made available under the JUSFTA and the BIT.



The American Chamber  
of Commerce in Jordan

## AmCham Partners



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