

The Source

A weekly newsletter for members of the Electronic Components Industry Association



ECIA Member Newsletter

October 16, 2019

The Big Risks to Technology Growth

Dale Ford, ECIA Chief Analyst presents: "Defense Against the Dark Arts" Grows in Importance



After exploring the "Next Big Thing" expected to drive future growth in the electronics industry – the technology triumvirate of 5G, IoT and the Cloud – it is appropriate to consider the forces that present the most significant risks to the exciting future envisioned for technology and electronics. Success in combating the

risks presented by "dark forces" around the world will require an aggressive defense and offense on multiple levels and multiple fronts ranging from corporations and governments to individual employees and consumers. To develop an effective strategy that will protect the health of the electronics industry it is necessary to identify the key areas of risk facing the global technology economy. In reviewing the potential threats to the electronics industry, the following eight challenges emerge as the most significant risk factors:

"Big Risks" Impeding Growth

- Cybersecurity Risk
- Inadequate Intellectual Property Protection
- Counterfeit Components
- Collapse of Global "Free Trade"
- Regulatory Paralysis
- Health Concerns
- Balkanization of the WWW

[Continue Reading](#)

ECIA Announces New Monthly Market Trend Survey - Respond Now!

In This Issue...

1. [Dale Ford on Technology Risks](#)
2. [New Market Trend Survey](#)
3. [Sales Training](#)
4. [Did You Know? Upcoming Webinar Registration Open](#)

Upcoming Events

Friday Oct 18

- [Data Privacy by Design](#)

Sunday Oct 20 - Tuesday Oct 22

- [Executive Conference](#)

Thursday Nov 07

- [Compliance Trends](#)

Weekly Economic Trends National Association of Manufacturers

By special agreement ECIA is pleased to present with NAM's Chief Economist Chad Moutray's weekly analysis of key U.S. government economic data and manufacturing industry trends in the [NAM October 15 Economic Report](#).

Thanks to everyone who have and continue to support the ECIA Quarterly Market Trends Report. Your continued support is critical for the future success of this valuable report.

To supplement the quarterly report, we are launching the monthly market trends survey, and we would appreciate you taking 5 minutes of your time to answer the questions in the brief survey. You only need to answer for markets and products that you have knowledge of. Your answers should be based on your own outlook of the overall market, not your company's outlook.

[Click here to complete the survey.](#) Please submit responses today, October 16th.

Results of the survey will be available later this month. Thanks in advance for your participation in this new monthly market survey.

Sales Training - Online, On Your Time



Through ECIA's affiliation in the Association Education Alliance ([AEA](#)), our members have access to a variety of training opportunities for their employees.

We are pleased to present two unique sales courses taught by Jim Pancero. Jim has been influencing, guiding and inspiring sales professionals in more than 80 different industries to increase sales, market share and profitability. The leading-edged ideas Jim shares have been researched, validated and fine-tuned through his over 35 years influencing and guiding top performers.

The goal of Jim Pancero's training is to help you become a stronger sales professional. Use the code "ECIA" to receive a discount on [these online courses](#): *No BS Guide to Selling* and *Your Price is Too High*.

Did You Know? ECIA Webinar Registration Now Open

[Data Privacy by Design](#) - **October 18**: 11:00 a.m. Eastern.
Learn the importance of the adoption of an organization-wide approach to data protection

[Compliance Trends](#) - **November 7**, 11:00 a.m. Eastern. An overview of the global regulatory landscape and increasingly challenging environment for those in the product compliance community

[IBM Blockchain Solution Platforms](#) - **November 21**, 11:00 a.m. Eastern. Explore blockchain solution platforms: IBM's Tradelens and TrustYourSupplier

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Electronic Components Industry Association | 310 Maxwell Road, Suite 200, Alpharetta, GA 30009 | Phone 678.393.9990