



# UNITED NATIONS SYSTEM

Chief Executives Board for Coordination

High Level Committee on Programmes

*Working Group on Market Efficiency and Integration*



TRADE CAPACITY BUILDING

INTER-AGENCY

[Resource Guide]

2008

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UNITED NATIONS

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## **PROGRAMMES, SERVICES AND ACTIVITIES BY AGENCY**

(Included as CD)

## ACRONYMS

<b>ADB</b>	Asian Development Bank	<b>ECLAC</b>	Economic Commission for Latin America and the Caribbean
<b>AfDB</b>	African Development Bank Secretariat	<b>ECOSOC</b>	Economic and Social Council
<b>AFRA</b>	African Regional Cooperative Agreement	<b>ECOWAS</b>	Economic Community of West African States
<b>AGS</b>	Agro-industries Division	<b>EDI</b>	Electronic Data Interchange
<b>ALADI</b>	Latin American Integration Association	<b>EGS</b>	Environmental Goods and Services
<b>AMAD</b>	Agricultural Market Access Database	<b>EIF</b>	Enhanced Integrated Framework
<b>AMF</b>	Arab Monetary Fund	<b>EMPRETEC</b>	EMPREEndedores (entrepreneurs) and TECnología (technology)
<b>APCI</b>	Africa Productive Capacity Initiative	<b>EPA</b>	Economic Partnership Agreements
<b>APTA</b>	Asia-Pacific Trade Agreement	<b>ETH</b>	Eidgenoessische Technische Hochschule Zuerich
<b>ARTNeT</b>	Asia-Pacific Research and Training Network on Trade	<b>E-TISNET</b>	Electronic Trade and Investment Information Bulletin
<b>ASEAN</b>	Association of Southeast Asian Nations	<b>EU</b>	European Union
<b>ASIT</b>	Advisory Services on Investment and Training	<b>FAL</b>	Convention on Facilitation of International Maritime Traffic
<b>ASYCUDA</b>	Automated System for Customs Data	<b>FAO</b>	Food and Agriculture Organization
<b>ATB</b>	Air Transport Bureau	<b>FDI</b>	Foreign Direct Investment
<b>ATPSM</b>	Agriculture Trade Policy Simulation Model	<b>FIT</b>	Financial Improvement Toolkit
<b>BDS</b>	Business Development Services	<b>FY</b>	Fiscal Year
<b>BEST</b>	Business Environment Strategic Toolkit	<b>GAP</b>	Good Agricultural Practice
<b>BMS</b>	Business Management System	<b>GATS</b>	General Agreement on Trade in Services
<b>CAF</b>	Andean Development Corporation (Corporación Andina de Fomento, CAF)	<b>GATT</b>	General Agreement on Tariffs and Trade
<b>CAFTA</b>	Central America Free Trade Agreement	<b>GEF</b>	Global Environment Facility
<b>CARICOM</b>	Caribbean Community and Common Market	<b>GFP</b>	Global Facilitation Partnership
<b>CBD</b>	Convention on Biological Diversity	<b>DLI</b>	Distance Learning Initiatives
<b>CBL</b>	Clusters and Business Linkages Unit	<b>GHP</b>	Good Hygiene Practice
<b>CBOs</b>	Community-Based Organizations	<b>GMP</b>	Good Manufacturing Practice
<b>CBTF</b>	Capacity Building Task Force on Trade, Environment and Development	<b>GMS</b>	Greater Mekong Sub-region
<b>CCA</b>	Common Country Assessment	<b>GPTT</b>	Global Partnership for Transportation and Trade
<b>CDM</b>	Clean Development Mechanism	<b>GTZ</b>	Deutsche Gesellschaft fuer Technische Zusammenarbeit
<b>CEB</b>	Chief Executives Board for Coordination	<b>HAB</b>	Harmful Algal Blooms
<b>CEPAL</b>	Comisión Económica para América Latina y el Caribe - Economic Commission for Latin America and the Caribbean, ECLAC	<b>HACCP</b>	Hazard Analysis Critical Control Points
<b>CE TIME</b>	Centre Technique des Industries Mécanique et Electriques	<b>HD</b>	Human Development
<b>CFC</b>	Common Fund for Commodities	<b>HIV/AIDS</b>	Human Immunodeficiency Virus/Acquired Immune Deficiency Syndrome
<b>CIMS</b>	Communication and Information Management Service	<b>HLCM</b>	High Level Committee on Management
<b>CIPIH</b>	Commission on Intellectual Property Rights, Innovation and Public Health	<b>HLCP</b>	High Level Committee on Programmes
<b>CIS</b>	Commonwealth of Independent States	<b>IADB</b>	Inter-American Development Bank
<b>CITES</b>	Convention on International Trade in Endangered Species of Wild Fauna and Flora	<b>IAEA</b>	International Atomic Energy Agency
<b>COMESA</b>	Common Market for Eastern and Southern Africa	<b>IAF</b>	International Accreditation Forum
<b>CPM</b>	Commission on Phytosanitary Measures	<b>IBRD</b>	International Bank for Reconstruction and Development
<b>CSR</b>	Corporate Social Responsibility	<b>ICAO</b>	International Civil Aviation Organization
<b>CTD</b>	Common Technical Document	<b>ICCWBO</b>	International Chamber of Commerce - The World Business Organization
<b>CTF</b>	Consultative Task Force on Environmental Requirements and Market Access for Developing Countries	<b>ICT</b>	Information and Communication Technologies
<b>CTPL</b>	Canadian Centre for Trade Policy and Law	<b>IDA</b>	International Development Association
<b>DDA</b>	Doha Development Agenda	<b>IDATD</b>	Integrated Database of Trade Disputes for Latin America and the Caribbean
<b>DMFAS</b>	Debt Management and Financial Analysis System	<b>IDLO</b>	International Development Law Organization
<b>DTIS</b>	Diagnostic Trade Integration Study	<b>IDS</b>	Institute of Development Studies
<b>EAOPS</b>	East African Organic Product Standard	<b>IF</b>	Integrated Framework
		<b>IFAD</b>	International Fund for Agricultural Development

<b>IIAs</b>	International Investment Agreements	<b>PCI</b>	Policy Coherence Initiative
<b>IICs</b>	Inter-Institutional Committees	<b>PIFS</b>	Pacific Islands Forum Secretariat
<b>IIDMM</b>	Institute of Infectious Disease and Molecular Medicine	<b>PPC</b>	Public-Private Cooperation
<b>ILAC</b>	International Laboratory Accreditation Cooperation	<b>PQE</b>	Productivity/Quality & Enterprise Upgrading Unit
<b>ILO</b>	International Labour Organization	<b>PRS</b>	Poverty Reduction Strategy
<b>IMF</b>	International Monetary Fund	<b>PRSP</b>	Poverty Reduction Strategy Paper
<b>IMO</b>	International Maritime Organization	<b>PSD</b>	Private Sector Development Branch
<b>INTAL</b>	Institute for the Integration of Latin America and the Caribbean	<b>PTC</b>	Programme Development and Technical Cooperation Division
<b>IOM</b>	International Organization for Migration	<b>QUASAR</b>	Quantitative Air Services Agreements Review
<b>IP</b>	Integrated Programmes	<b>R&amp;D</b>	Research and Development
<b>IPA</b>	Investment Promotion Agency	<b>RBA</b>	Receptor Binding Assay
<b>IPPC</b>	International Plant Protection Convention	<b>REC</b>	Regional Economic Communities
<b>IPR</b>	Investment Policy Review	<b>RTA</b>	Regional Trade Agreement
<b>IRU BWTO</b>	IRU Border Waiting Time Observatory	<b>RULSUP</b>	Rural-Urban Linkages Support Programme
<b>ISAR</b>	International Standards of Accounting and Reporting	<b>RUPP</b>	Rural-Urban Partnership Programme
<b>IsDB</b>	Islamic Development Bank	<b>S&amp;T</b>	Science and Technology/Sales and Trading
<b>ISO</b>	International Organization for Standardization	<b>SAARC</b>	South Asian Association for Regional Cooperation
<b>ISPM</b>	International Standards for Phytosanitary Measures	<b>SADC</b>	Southern African Development Community
<b>ITC</b>	International Trade Centre	<b>SAIW</b>	Southern African Institute of Welding
<b>ITF</b>	International Task Force	<b>SCDP</b>	Supply Chain Development Programme
<b>ITTC</b>	Institute for Training and Technical Cooperation	<b>SIECA</b>	Central American Secretariat for Economic Integration
<b>ITU</b>	International Telecommunications Union	<b>SIGCI</b>	Sistema Interactivo Gráfico de Datos de Comercio Internacional - Interactive Graphic System of International Trade Data
<b>JITAP</b>	Joint Integrated Technical Assistance Programme	<b>SIS</b>	Sub-national Innovation Systems
<b>LAC</b>	Latin America and the Caribbean	<b>SME</b>	Small and Medium-Size Enterprise
<b>LDCs</b>	Least Developed Countries	<b>SPC</b>	São Paulo Consensus
<b>LED</b>	Local Economic Development	<b>SPS</b>	Sanitary and Phytosanitary measures
<b>LEGN</b>	Development Law Service	<b>SQMT</b>	Standards, Quality, Metrology and Testing
<b>LLDC</b>	Landlocked Developing Countries	<b>SSATP</b>	Sub Saharan Africa Transport Policy Programme
<b>LPI</b>	Logistics Perception Index	<b>STAMP</b>	Strengthening and/or Streamlining Agencies concerned with Maximizing and Promoting FDI
<b>LV-LED</b>	Lake Victoria Local Economic Development Initiative	<b>STDF</b>	Standards and Trade Development Facility
<b>LV-WATSAN</b>	Lake Victoria Water and Sanitation Initiative	<b>STIP</b>	Science, Technology and Innovation Policy
<b>MacMap</b>	Market Access Map	<b>STRATSHIP</b>	Strategic Planning Workshop for Senior Shipping Management
<b>MARKHUB</b>	Macao Regional Knowledge Hub	<b>TASA</b>	Template Air Services Agreements
<b>MCCT</b>	Measurement and Control-Chart Toolkit	<b>TBT</b>	Technical Barriers to Trade
<b>MCH</b>	Maasai Cultural Heritage Foundation	<b>TC</b>	Technical Cooperation
<b>MDGs</b>	Millennium Development Goals	<b>TCB</b>	Trade Capacity Building
<b>MEA</b>	Multilateral Environmental Agreement	<b>TCBDB</b>	Trade Capacity Building Database
<b>MMP</b>	Microcredit and Microfinance Programme	<b>THDU</b>	Trade and Human Development Unit
<b>MoU</b>	Memorandum of Understanding	<b>TID</b>	Trade and Investment Division
<b>MS</b>	Mass Spectrometry	<b>TISNET</b>	Trade and Investment Information Bulletin
<b>MSs</b>	Member States	<b>TKC</b>	Trans-Kalahari Corridor
<b>MTS</b>	Multilateral Trading System	<b>TOT-IP</b>	Transfer of Technology and Intellectual Property Rights
<b>NAMA</b>	Non-Agricultural Market Access Negotiations	<b>TPC</b>	Trade Policy Course
<b>NCE</b>	Network of Centres of Excellence on Science and Technology	<b>TPR</b>	Trade Policy Review
<b>NDT</b>	Non-Destructive Testing	<b>TPRM</b>	Trade Policy Review Mechanism
<b>NEPAD</b>	New Partnership for Africa's Development	<b>TRAINS</b>	Trade Analysis and Information System
<b>NETMIS</b>	Network Management Information System	<b>TRIPS</b>	Agreement on Trade-Related Aspects of Intellectual Property Rights
<b>NGO</b>	Non-Governmental Organization	<b>TRTA</b>	Trade-Related Technical Assistance
<b>OECD</b>	Organization for Economic Cooperation and Development	<b>TSI</b>	Trade Support Institution
<b>OIE</b>	World Organization for Animal Health	<b>TTFSE</b>	Trade and Transport Facilitation in Southeast Europe
<b>OLIEs</b>	Other Low Income Economies	<b>TVET</b>	Technical and Vocational Education and Training
<b>OSS</b>	One-Stop-Shop		
<b>PARUL</b>	Poverty Alleviation through Rural-Urban Linkages		

<b>UEMOA</b>	Union Economique et Monétaire Ouest Africaine/West African Economic and Monetary Union	<b>UNIDO</b>	United Nations Industrial Development Organization
<b>UNDESA</b>	United Nations Department of Economic and Social Affairs	<b>UNODC</b>	United Nations Office on Drugs and Crime
<b>UN</b>	United Nations	<b>UNRWA</b>	United Nations Relief and Works Agency for the Palestine Refugees in the Near East
<b>UNAPCAEM</b>	United Nations Asia-Pacific Centre for Agriculture Machinery and Engineering	<b>UNSD</b>	United Nations Statistics Division
<b>UNCTAD</b>	United Nations Conference on Trade and Development	<b>USA</b>	United States of America
<b>UNDAF</b>	United Nations Development Assistance Framework	<b>UTEPI</b>	Unidad Técnica de Estudios para la Industria
<b>UNDP</b>	United Nations Development Programme	<b>WAEMU</b>	West African Economic and Monetary Union
<b>UNECA</b>	United Nations Economic Commission for Africa	<b>WAIPA</b>	World Association of Investment Promotion Agencies
<b>UNECE</b>	United Nations Economic Commission for Europe	<b>WB</b>	World Bank
<b>UNECLAC</b>	United Nations Economic Commission for Latin America and the Caribbean	<b>WBI</b>	World Bank Institute
<b>UNEP</b>	United Nations Environment Programme	<b>WCO</b>	World Customs Organization
<b>UNESCAP</b>	United Nations Economic and Social Commission for Asia and the Pacific	<b>WHA</b>	World Health Assembly
<b>UNESWA</b>	United Nations Economic and Social Commission for Western Asia	<b>WIPO</b>	World Intellectual Property Organization
<b>UN-HABITAT</b>	United Nations Human Settlements Programme	<b>WITS</b>	World Integrated Trade Solution
<b>UNICEF</b>	United Nations International Children's Emergency Fund	<b>WPSDG</b>	Working Party on the Social Dimension of Globalization
		<b>WSIS</b>	World Summit on the Information Society
		<b>WTO</b>	World Trade Organization



## FOREWORD

Two years ago, the High Level Committee on Programmes (HLCP) of the UN System's Chief Executives Board for Coordination established a task force of its member organizations to elaborate a common framework for coordinated action in the field of economic development. In the course of its work, the task force saw the need to develop an inter-agency resource guide to map the wide range of services and activities of UN System organizations in trade capacity building.

Twenty-one organizations and five inter-agency bodies contributed to this cooperative effort led by UNIDO. The result is this joint publication, **"Trade Capacity Building: Inter-agency Resource Guide."**

The Guide provides a clear and comprehensive description of the wide range of trade-related support services offered by organizations of the UN System. The descriptive detail makes it possible to better define and differentiate those services, and to identify opportunities for joint initiatives and activities. The Guide also seeks to promote an inter-agency approach to trade capacity building within the UN System, while providing the UN Resident Coordinator system and UN Country Teams with comprehensive data on capacities and expertise that can be tapped to respond to trade-related support requirements at the country level.

Finally, I should stress that the Resource Guide and the joint efforts that led to its development are a clear indication of growing collaboration within the United Nations System. I am confident that the spirit of cooperation that made it possible to produce this practical guide will serve as a good example of how to enhance coherence in the major areas of work within the UN System.

A handwritten signature in blue ink, appearing to read "Lennart Båge". The signature is stylized and includes a horizontal line at the end.

**Lennart Båge**

Chairman

High Level Committee on Programmes (HLCP)





## PREFACE

Trade is widely recognized as an engine of economic growth. For many countries, it has been a significant factor in lifting people out of poverty. One only needs to look at the experience of the newly industrialized countries to see the role that trade can play in propelling growth and in alleviating poverty. But trade has not uniformly benefited all developing countries. Many have yet to reap the rewards of trade liberalization and the increased opportunities in the international marketplace.

Enhanced and sustained support from the international community is needed to bring the benefits of trade to these countries. Major efforts are underway at the international, regional and national levels to bring this about. The Enhanced Integrated Framework and Aid for Trade come to mind. New forms of public-private partnerships are also being established to link private enterprise with government initiatives. At the same time, the UN system is stepping up its support across a wide range of activities with the same goal in mind.

The UN system is a rich source of expertise and experience in building and strengthening the capacity of developing countries to trade. But for UN system support to be more effective, it needs to be strategic, focused and coherent. By acting together in areas where it can add value, the UN system can have a greater impact than would otherwise be possible if its constituent organizations acted individually. The UN system coherence agenda reflects this wish for stronger synergies within the UN family. The wide range of services offered by the UN system on trade capacity building should be better known if they are to be made available to the countries that need them. This calls for properly cataloguing those services to identify who does what and how in the UN system as a basis for promoting coordinated and complementary efforts.

Noting, on the one hand, the increased demand for trade capacity-building services among developing countries and, on the other hand, the rich and diversified expertise available within the UN system, the Chief Executives Board's High Level Committee on Programmes (HLCP) mandated UNIDO to coordinate an inter-agency effort to map the relevant trade-related support services and activities of UN system organizations and present these in the form of a comprehensive resource guide.

It is gratifying to note that twenty-one organizations of the UN system (FAO, IAEA, ICAO, ILO, IMO, ITC, UNCTAD, UN-DESA, UNDP, UNECA, UNECE, UNECLAC, UNESCAP, UNEP, UN-HABITAT, UNIDO, UNRWA, WB, WHO, WIPO, and the WTO) contributed to this collective effort. To them we owe our sincere thanks. Their valuable contributions made it possible to put together a comprehensive compendium of trade-related support services offered by the UN system for the benefit of the developing countries.

To make the resource guide user-friendly, the services offered by each UN system organization are presented according to major areas of intervention. The guide also provides information on existing inter-agency cooperation mechanisms. In the future, it would be necessary to adjust and update the resource guide to keep it current with new developments and the changing character of support services offered by the UN system in the field of trade capacity building.

It is my hope that this resource guide will serve as a valuable and practical tool not only for Member States but more so for UN Country Teams as they think, plan and work together in the spirit of Delivering as One to make a greater contribution to the development of the developing countries.

A handwritten signature in blue ink, appearing to read 'K. Yumkella', written over a light blue background.

**Kandeh K. Yumkella**

Director-General  
United Nations Industrial Development Organization



## OVERVIEW

### Introduction

UN organizations have expertise and experience, and can offer assistance in many of the specific areas where countries want to build up their trade capacity. However, precisely because there are many organizations offering assistance by means of a wide diversity of specialized services, the authorities in developing countries and UN Country Teams can find it difficult to know exactly what is available from which agencies, and hard to comprehend how to combine such services to form a holistic support package.

This Inter-Agency Resource Guide has been developed to address this challenge and to make it easier for developing countries and local UN Country Teams to draw on the wealth of UN-wide expertise, in particular when designing technical assistance programmes for trade capacity building. The Guide is also intended to facilitate collaboration between UN agencies.

This Overview starts with a brief reference to the contribution that trade can make to development. It then describes the context of the increasing availability of 'aid for trade', coinciding with a UN-wide effort for more coherence in the delivery of technical assistance. This chapter also provides a systemic view of areas where UN agencies can support developing countries. For each of these areas, highlights and examples of UN System services and assistance are presented. More exhaustive, detailed information on the various services that are available from the UN is then given in the later sections of the publication.

### The importance of trade for development

Trade has been recognized as a central element in development strategies since the 1950s, although different economic theories have emphasized different roles for it. Trade not only reflects increased demand, but also new types of demand that have stimulated specialization and encouraged technological change. With trade growing at about twice the rate of global production in the last 50 years, specialization and technological change have developed still further.

It is generally accepted that international trade is beneficial for economic growth and development. It enables countries to exploit their 'comparative advantage' and use their resources in the productive activities that provide the highest returns. Access to new and larger markets for these products can lead to higher incomes, more jobs, and better standards of living.

In the 1980s and 1990s, changes in policy reinforced the importance of trade for development, and policies have been directed specifically at improving the trading opportunities for developing countries, through special and differential treatment, preferences to encourage their exports, and special regimes for some commodities. The Multilateral Trading System has become more responsive to developing country interests, with reforms to trade rules concerning agriculture, and textiles and clothing, and greater efforts to prevent discrimination against developing country exports.

Since the year 2000, new measures offering trade concessions to Least Developed Countries (LDCs) have been implemented. These measures have allowed some countries to rapidly increase their exports and use these as a tool for development. However, the increasing liberalization of all trade, both at multilateral level and in regional arrangements, is reducing the beneficial impact of these preferences.

For many developing countries, providing opportunities and incentives has not been enough to stimulate an increase in trade. In LDCs, in particular, the productive supply capacity or export base is narrow, and relies strongly on commodities. Exporters trying to export new products and penetrate new markets often lack access to legal and commercial information services and to the technical support needed to develop and produce their products and then to reach the markets. Many countries lack supporting infrastructure, both physical infrastructure, such as transport and communications, and institutional infrastructure, such as bodies to implement international trade rules or to offer efficient financial services. Often countries find it difficult to develop a national strategy to support trade development.

### The need for 'aid for trade' to complement trade opportunities

In the last five years, the fact that some countries have been unable to take advantage of apparently good opportunities and incentives to trade, and concerns about the diminishing impact of preferences as trade negotiations continue, have led both developing countries and donors to recognize the need for more aid to help countries to take advantage of trade opportunities.

Trade-related aid comes in a wide variety of forms. Many programmes target specific obstacles that are inhibiting countries' ability to respond to trade opportunities. Others offer assistance for all the stages of a trade response, from recognition of the importance of trade,

through to market information, regulation, infrastructure, credit, and specific needs to develop productive capacities.

Recent initiatives, such as Aid for Trade, or the significant pledges made to support the Enhanced Integrated Framework for trade-related technical assistance to LDCs (EIF), have provided a boost for more trade-related technical assistance.

At the same time, UN-wide efforts for more coherence in the service delivery by the various UN organizations have also reached out to the area of trade-related assistance. Developing countries, donors, and UN agencies, are increasingly striving for more systemic packages of services which aim to combine the expertise of different agencies to provide technical assistance with a problem/solution approach. Some of these programmes have already been completed, while others are still continuing. More and more pilot countries within the 'One UN' coherence exercise are now including trade-related capacity building in their programmes.

This increased availability of 'aid for trade' is a welcome change, but it also brings challenges and risks for countries trying to use it effectively. The large number of donors and service providing agencies, both bilateral and multilateral, can make it difficult to design a coordinated inter-agency trade development programme. At the same time, the size of such programmes is growing as available funding increases. A country which faces many problems in trading may find it difficult to identify which are the most urgently needed support services. If it has little experience in trading, it may find it difficult to identify which of the possible suggested measures will be most effective and which agencies can deliver them.

### The contribution of the UN System

Trade is usually driven by the economic interests of producers, buyers, and the final consumers. But governments and regional markets are also involved in determining which products, and with which specifications, are bought. Various intermediary agents facilitate the transactions. Development partners, including the UN, can provide facilitating support at some of the critical points linking the producer with the buyer or client, thereby making trade more likely to happen. This support ranges from general advocacy and policy support, to the strengthening of the institutional enabling environment, to direct match-making support.

The diverse range of expertise and services available within the UN System can make it difficult for developing countries to know which agency to approach for which service. Countries, UN Country Teams, and indeed the agencies themselves, will benefit from a directory of available services. This directory also signals areas where there is less help available, and thus indicates where agencies or other development partners could consider designing new programmes or services. In some cases, where services are, or should be, closely complementary, increased information about who provides what service may facilitate coordination or joint programmes among agencies.

Some key areas where the UN System provides support to local trade capacity building efforts include:

- **Global advocacy** for trade as a tool for development;
- **Trade policy development**, including competition policies;
- Design and implementation **of legal and regulatory frameworks** that facilitate WTO accession, and allow for the implementation of WTO agreements;
- **Supply capacity** development, including the improvement of the business environment and the investment climate, the provision of business services and access to financing, and private sector development in general;
- **Compliance infrastructure and support services**, in particular from standards, accreditation and certification bodies, testing and calibration laboratories, inspection services;
- **Trade promotion** by the development of export promotion strategies, and the strengthening of trade promotion institutions;
- **Market and trade intelligence** structures and services;
- Import and export mechanisms and processes by the **streamlining of customs procedures**, and border and transport management;
- **Physical trade-related infrastructure** such as ports, rail transport, roads, cool chains, and harbours;
- **Trade and export financing**, international payments and other trade-related financing.

Twenty-one different agencies have participated in the development of this Resource Guide and provided descriptions of their services. For some agencies, such as the WTO, UNCTAD or ITC, trade-related activities are at the core of their work; for other agencies, trade development and trade-related technical assistance may not be spelt out as central to their mandate, but in their area of specialization they offer services that are important to support the development of trade capacity.

The following table identifies the areas of intervention where each of the 21 UN agencies provides services.

A summary narrative then highlights examples of services available for each area of intervention.

A first section of this Resource Guide provides the details of services by *area of intervention*, and across all agencies. Then, existing inter-agency coordination mechanisms are described. This is followed by a summary description of the participating agencies, their approach to trade-related support, project highlights, and partnerships. The last section, available on a CD, compiles the descriptions of services by *agency*.

		Global Advocacy	Trade Policy Development	Legal and Regulatory Framework	Supply Capacity	Compliance Support	Trade Promotion	Market & Trade Information	Trade Facilitation	Physical Trade Infrastructure	Trade Related Financial Services	Other
Department and Offices	UNDESA	•										
Programmes and Funds	ITC	•	•	•	•	•	•	•	•	•		
	UNCTAD	•	•	•	•		•	•	•	•	•	
	UNDP	•	•	•								
	UNEP	•	•	•	•							
	UNHABITAT				•							
	UNRWA				•							•
Regional Commissions	UNECA	•	•	•		•	•					
	UNECE			•		•		•	•			
	UNECLAC		•	•	•	•	•	•				
	UNESCAP		•	•	•		•	•				
Specialized Agencies	FAO	•	•	•	•	•		•				
	ICAO		•	•					•			•
	ILO	•	•	•	•							•
	IMO							•				
	UNIDO	•	•	•	•	•		•				
	WB	•	•	•	•	•		•	•	•	•	•
	WHO	•	•	•				•				
	WIPO			•								
Related Organizations	IAEA				•	•						
	WTO	•	•	•			•					

**Table 1:** Overview of UN-wide Trade Capacity Building Services

### Global Advocacy

The global advocacy category covers UN agency services that are designed to promote the use of trade as a development tool and to encourage support for developing countries' efforts to improve their trade capacity building. This includes analysis and dissemination of trade-related information, promoting the understanding of the relationship between trade and development, and supporting policies. Some agencies provide information on and support for the interactions between their more specialized interests and trade.

The **WTO** specifies development as one of the goals of the international trading system, and designated the current trade negotiating round as a 'development round'. This association of *trade negotiations* and *development* was intended to have strong influence on both developing and developed country policy. The **WTO's** Annual Reports and its joint activities with parliamentarians and civil society are direct ways of influencing opinion and advocating for trade. **UNCTAD** was founded to encourage trade policy-makers to recognize the link between trade and development. It particularly advocates this link through an annual flagship report, its Trade and Development Report and conferences, and through regular publications and specialist meetings. The **World Bank** advocates changes in the trading system to make it more supportive of development and more beneficial for poor people, supporting this with a variety of publications and policy statements. **ITC** promotes national export strategies, and contributes to countries' understanding of the detailed changes in policy that are necessary to improve competitiveness. It also provides analysis of trade flows and barriers in support of international initiatives on trade.

**UNDP's** Human Development Report (2005) has been a major advocacy tool in focusing attention on the relationships between trade and development in the broadest sense, but also provides a variety of more specific advocacy initiatives, including a global strategy on commodities from a poverty reduction and human development perspective. **UNDESA** advocates for the importance of trade by the publication of policy papers from distinguished academics and development specialists, and the provision of specialized advice. At the regional level, **UNECA** promotes African trading interests through research and advocacy. **UNECE** promotes a better understanding of trade challenges that confront countries of south-eastern Europe, the Caucasus, and Central Asia.

Among the specialized agencies, **FAO** advocates trade as a tool to eradicate food insecurity and poverty. It calls for appropriate agricultural trade policies to be included in national policy and strategy initiatives. **UNIDO**, within its Industrial Development Report and other research, promotes the inclusion of trade issues in industrial development. The **ILO**, through global dialogue between governments, employers and workers, focuses on the potential employment effects of trade, and aims to ensure that employment and the social dimensions of trade are a central concern of trade policies. **UNEP** analyzes the link between trade and access to environmentally sound technology and know-how, and supports this through research and workshops. **WHO** advocates the need for coherence between trade and health policies.

### Trade Policy Development

Agencies' assistance to trade policy development is generally provided in four areas: design and implementation of trade policy; specific developing country issues in trade (such as commodity exports and preferences); support in trade negotiations; and assistance to strengthen the intersections between trade policies and other policies.

The agencies that have a particular mandate and expertise for supporting countries to develop their trade policies are **UNCTAD** and the **World Bank**. **UNCTAD** provides training at different levels for trade officials, as well as for academics and others who will in turn train and advise. It has a strong focus on current trade policy issues, and on providing early training for issues that are entering international negotiations (such as services and investment). The **World Bank** provides capacity building on specific topics in trade policy, and also conducts diagnostic studies of trade needs, particularly for LDCs within the Enhanced Integrated Framework (EIF).

The **WTO** provides technical assistance through training for government officials on WTO agreements and, in the context of the Trade Policy Review Mechanism, on how to use national institutions effectively in trade policy. **ITC** trains public sector and private sector decision-makers in trade policy and its implications. It emphasizes building capacity on how to access a wide range of trade-related information and how to use it for policy decisions. **UNIDO** provides support to industry-related policy-makers and institutions to help define national quality policy to support exports, and to build export capacity. The **ILO** supports the inclusion of employment and decent work issues in trade policy. In the regions, **UNECLAC** has programmes to provide information on multilateral and regional trade issues to trade officials and also to civil society, while **UNECA**, through conferences and provision of advice, assists its members in trade policy formulation. **UNESCAP** has a regional network for research and dissemination of information about trade.

**UNCTAD** also provides policy advice on the use of preferences. It offers policy advice and training to countries to assist them to reduce dependence on commodity exports and to reduce the risks of such dependence. **FAO** takes a particular interest in assisting with agricultural commodity policy and trade strategies compatible to development objectives.

The **WTO** has long experience in building the skills of trade negotiators in multilateral negotiations. The **World Bank**, through the World Bank Institute, specifically targets negotiation assistance at the Doha Round. Some agencies offer assistance specifically targeted at helping countries in regional as well as multilateral negotiations. These include **UNCTAD**, especially for LDCs, and **UNDP**, which provides technical assistance with a view to mainstream trade into national development plans. **UNDP** has special programmes for Asia and for Africa to strengthen trade policy formulation and analysis from a poverty reduction and human development perspective. **UNECLAC**, in cooperation with the European Union and the Andean Community, offers policy implementation assistance.

**UNCTAD** has recently developed a programme on climate change to focus on the links with trade, investment, and development, and to assist developing countries to take advantage of the new opportunities created by climate change initiatives. It provides analysis and organizes conferences of policy-makers. From the environmental side, **UNEP** offers assistance on the relationship between environmental agreements and trade agreements, and has programmes to build capacity to understand the implications of trade for biodiversity and wildlife conservation. **WHO** provides capacity building in analyzing the relationships between trade and health objectives, and **ICAO** advises on issues related to air transport liberalization.

### Legal and Regulatory Framework

Assistance under this category includes helping countries to bring their own regulations into conformity with international rules, and more generally, support to improve their legal institutions, including training of officials to deal with such rules. A number of the agencies specialize, rather than trying to provide expertise on the legal rules in all sectors. For several, the aim is to balance international obligations with other national or international interests. The **WTO** and some of the specialized agencies and regional commissions concentrate on helping countries to comply with international regulations. Other agencies look in more depth at the way in which international regulations and national policies can be combined to produce the most favourable outcomes for development.

Most of the **WTO's** specific training and advice reflects the **WTO's** role in providing the principal legal framework for international trade, and much of it involves helping countries to comply with **WTO** rules through advice, information, and training. The **World Bank** also provides general training in this area. Like the **WTO**, it offers training to countries acceding to the **WTO**. **UNCTAD** also has a significant role to play providing training on **WTO** issues to members and to acceding countries.

**UNIDO** provides a range of support to help countries to develop the framework to implement **WTO** agreements, in particular those on Technical Barriers to Trade (TBT) and Sanitary and Phytosanitary (SPS) measures. There is a special focus on the development of standards and technical regulations, product testing, metrology, and product and enterprise certification and accreditation. **UNIDO** combines such advice with developing related national institutional capacity. **ITC** provides information and training to help countries comply with **WTO** agreements, while at the same time promoting countries' competitiveness. One of its services promotes centres for arbitration and mediation.

**WIPO** assists countries with implementation of international obligations on intellectual property rights, and also provides advice on how to use the flexibilities available under the **WTO**. This differentiates its support from that of the **WTO**, which only provides training on the legal rules.

**UNDP** has special programmes to help accession countries become more familiar with **WTO** issues and to explore the flexibilities of **TRIPS**, while maintaining a focus on human development. **FAO** helps countries to conform to international obligations, including agricultural standards, by providing assistance in the drafting and implementation of legislation. **ICAO** provides information and, where needed, technical support on air services agreements. The **ILO** provides advice on revising labour laws to make them conform to **ILO** conventions, and also trains officials and provides technical information to assist them.

The regional groups all have very specific areas of interest in this category. **UNESCAP** has a technical assistance programme for the Doha negotiations and for the Asia-Pacific Trade Agreement (APTA), and offers assistance to LDCs acceding to the **WTO**. **UNECA** supplements its specific assistance to African countries on negotiations (discussed under Trade Development) with institutional support to the African negotiating structures in Geneva, notably the African **WTO** Geneva Group. It assists with technical information and papers as well as by training negotiators. **UNECE** focuses in particular on developing trade-related standards and infrastructure to reduce barriers to trade. **UNECLAC** has developed a database of trade disputes for its region.

**UNEP** has a specific trade-related legal and regulatory focus on the fisheries sector, in particular on fisheries subsidies. **WHO** provides advice on health agreements and their relationship to **WTO** agreements related to intellectual property, trade in services, TBT, and SPS.

### Supply Capacity

In line with the trade focus of this Guide, support activities to develop supply capacity are considered those that aim to increase the availability of goods and services for export. There is no easy distinction between this, and building capacity to produce more generally, say for local consumption, but this distinction is becoming less pertinent due to open borders and increased competition in local markets from imported products. Some agencies therefore no longer make this distinction in their work.

For **FAO**, increasing agricultural productivity, and therefore improving agricultural competitiveness, is basic to its mission, and most of its activities fall under this heading. It has a specific programme to increase agricultural productivity by encouraging the application of appropriate technology. The **IAEA** offers science and technology support to improve production methods and increase agricultural production. **UNEP** also supports agriculture, concentrating on the relationship between trade and sustainable agriculture. The **World Bank**, through the **IFC**, supports agricultural trading companies and knowledge-transfer through investment.

**UNIDO** provides sectoral techno-economic assessments to increase exports with a special emphasis on agro-processing in areas such as food, horticulture, fisheries, textiles, and leather. Supply-side assistance involves improving the business environment including analysis of the investment climate, and building institutional capacity for enterprise and SME development. **UNIDO** supports technical sectoral advisory centres, export consortia, cluster development, and value chain integration, food safety management, as well as providing specific technical services in cleaner production.

**ITC** has programmes which specifically aim to transform producers into competitive exporters. These include training in management techniques, in particular specific advice on products and marketing, and assistance in developing links to buyers.

The **ILO** focuses particularly on improving the productivity of labour through promoting decent work. **UNCTAD** provides training for SMEs in management and accessing markets, and has a programme to stimulate trade and investment in biodiversity-related products. It also provides training in communications and information technology, both in general, and in specific sectors. Its analysis of investment and of technology trends provides guidance for the development of more competitive supply capacity for trade.

At the regional level, **UNECLAC** and **UNESCAP** provide access to analysis of how best to improve production for export, and **UNESCAP** also conducts specific projects to encourage innovation and to help SMEs move into new markets. **UN-HABITAT**, with its local economic development initiative, cooperates with **FAO**, **IFAD**, **ILO**, **UNIDO** and **WFP** for the development of socio-economic linkages between rural and urban areas which ultimately can lead to significant intra-regional trade opportunities.

### Compliance Support Infrastructure and Services

The assistance in this category is closely related to that under the Legal and Regulatory Framework category, but places more emphasis on building the institutions in developing countries to implement such legal frameworks. It is an area where the specialized agencies again have the main role.

**ITC** provides information on technical requirements for compliance through a number of publications and tools on standards and compliance issues specifically tailored to the needs of the business sector. It provides training to standards and other compliance infrastructures. **UNIDO** concentrates on institutional capacity building for standards bodies, product testing and calibration/metrology laboratories, and product and enterprise certification and accreditation bodies. It supports the development of traceability schemes. **FAO** focuses on providing assistance for the development of food and animal import/export inspection services. The **IAEA** supports the development of laboratory infrastructure using atomic science. The **World Bank** provides loans for the development of standards and compliance infrastructure and services. **UNECE** assists its members to develop quality standards and the institutional capacity for their implementation, for instance, for perishable agricultural produce. At a regional level, **UNECLAC**'s Division of International Trade and Integration prepares studies about TBT, SPS, standards, and technical regulations.

### Trade Promotion Capacity Building

Included in this category are both direct support to exporters, and building institutions in-country which will provide such support. It is different from many of the other categories because of an almost entirely private sector focus. **ITC** offers both types of assistance, and provides a wide range of expertise to exporters, including the strengthening of trade support institutions and associations through policy advice and institutional capacity building. **UNECLAC** and **UNECA** have programmes to help trade associations within their regions with trade promotion.

### Market and Trade Information

Market Information and Trade Information services are different in their focus and methods. Market information is provided at the sub-sector and product level, while trade information focuses on aggregate level and includes data and trends in trade flows and policies affecting trade. Market information is usually targeted at producers, exporters, and traders. Trade information is, broadly speaking, intended to be used by policy-makers for analyzing trends and setting trade policy.

#### *Market information*

**ITC** provides market information, and also helps countries to develop the capacity to set up their own market information systems. The information is intended for exporters and for national trade information institutions, and includes general surveys and specially designed sectoral studies. It provides databases of importers and of trade promotion organisations. **UNCTAD**'s database on trade and trade barriers provides a tool to analyze markets, both for policy-makers, and for exporters or traders.

**FAO** provides market information systems, databases, and workshops, to inform countries about commodity markets and trends in trade. It also provides production-related analyses, for example of value chains. **UNESCAP** has databases of trade and investment organizations in its region, and on-line information for exporters. **WHO** offers data on trade in health goods and services, and related policy information.

#### *Trade information*

The **WTO** provides data on world trade, including estimates of trade in services, and some analysis of recent data. **UNCTAD** provides a variety of data on trade and on market access conditions, with a particular emphasis on special trading conditions for developing countries. It also has a web site on trade, the environment, and development. It is a major source of data and analysis on foreign investment and trans-national companies.

The **World Bank** does not provide new data, because it depends on the other agencies for its data, but produces analytic summaries and its own analysis of the information, and develops tools of measurement and analysis. **UNIDO** offers a range of statistical products, including analysis of trade and production by sector and country, and industrial development indicators.

**UNESCAP** and **UNECLAC** offer regular information on trade trends relevant for their regions, and **UNECLAC** has specialized databases including one of trade disputes for its region. **UNECA** provides briefing notes for African countries on trade issues.

### Trade Facilitation

This category covers the development, harmonization, and implementation of rules and procedures that govern how goods cross borders.

**UNCTAD** and the **World Bank** provide a broad range of services. **UNCTAD** offers training to help countries to develop the institutional capacity to implement the various aspects of trade facilitation. It also offers specific help in transport and trade logistics and customs. It developed ASYCUDA, the Automated System for Customs Data, a major initiative to reduce the costs of customs administration in developing countries, and provides training in its use. The **World Bank** offers general advice on trade procedures and financing for elements of trade facilitation, including customs reforms. It offers more specific help on reforming customs procedures.

**UNECE** prepares countries in its region for negotiations on trade facilitation in the **WTO**, and supports the development of the in-country institutions needed for trade facilitation strategies. **UNECE**, through the **UN/CEFACT**, develops capacity building activities related to norms, standards, and recommendations for trade facilitation and electronic business. **UNESCAP** provides its member states with information and knowledge-sharing concerning the adoption of international standards and improved coordination among agencies. It also promotes regional strategies for improving trade within the region, particularly for landlocked countries.

**ITC** provides specific services to improve the logistics of trade, including transport, storage facilities, and the links between the actors at different stages of trade.

**IMO** helps to improve the policy framework for trade facilitation balancing measures to improve security, and measures to facilitate maritime traffic, and encourages the application of information and communication technology to facilitate maritime traffic.

### Physical Trade Infrastructure

Like support for supply capacity, this is a category where the boundary between trade specific support and more general support to production or to development cannot always be strictly delineated. The **World Bank** is a major provider of loans, with a particular interest in the development of physical infrastructure for transportation. **UNCTAD** provides support to the institutions needed to make transport systems work effectively, especially multi-modal transport which is particularly important for small or landlocked countries. It also provides advice on managing transport services. In the air transport sector, **ICAO** provides advice and technical support on making services more efficient.

**UNECE** provides its region with assistance services related to transport and transportation, with an emphasis on the transport of dangerous goods and harmonization of road vehicle regulations. It has projects of sub-regional cooperation that aim at improving transport infrastructure networks.

### Trade-Related Financial Services

Trade finance is one of the areas where exporters from developing countries are most disadvantaged compared to those from developed countries, because selling at a distance to purchasers who are not directly known within the country requires special skills, schemes, and risk assessment from banks. Only when exports reach a sufficiently high level is it profitable for banks in a country to acquire these skills. On the other hand, exports, in particular of SMEs, are hampered by the difficulty in accessing export finance. So, both the cost and the availability of appropriate finance are problems. Some agencies offer support to build national capacity, while others try to fill the gap until such capacity is available. **UNCTAD** has a history of expertise in the areas of risk management and finance tools, and insurance, and also provides advice on developing the necessary services in developing countries. **ITC** provides training to providers of export credits on risk analysis and credit scoring, and also to exporters on how to use export finance efficiently. The **World Bank** provides support to guarantee risks for individual trade transactions.

### Other Trade-Related Activities

Other types of assistance, though not specifically targeted at trade, may have trade capacity-related effects. **UNCTAD's** consumer and competition programmes, and its building of scientific research capacity, impact on building trade competitiveness. The **ILO** and **UNIDO** provide a large range of special support services to SMEs, which are the enterprises that often find it difficult to start trading. **UNRWA** provides training for refugees that allow them to enter labour markets, or to establish small business units which can also target export markets.

### Inter-agency Cooperation Mechanisms

Inter-agency cooperation has a long tradition for a number of agencies of the UN System. This section provides an overview on existing frameworks for inter-agency cooperation. The **Enhanced Integrated Framework** for trade-related technical assistance (EIF) focuses specifically on LDCs; the **Joint Integrated Technical Assistance Programme** (JITAP) focuses on assisting African countries to participate more effectively in the Multilateral Trading System (MTS); and the **Standards and Trade Development Facility** (STDF) focuses specifically on issues relating to food safety management and Sanitary and Phytosanitary (SPS) measures.

The **Global Facilitation Partnership for Transportation and Trade** (GFP) was established as a common platform for UN agencies involved in transport and trade facilitation.

In 2002, the **WTO** and **OECD** set up a joint database for the monitoring of trade-related capacity building projects, but this will be discontinued following collection of the 2006 data. As a successor arrangement, the OECD proposes to adapt its existing Creditor Reporting System (CRS) to provide data on trade-related aid. This will be monitored by the WTO.

In addition, almost all agencies have individual cooperation agreements with each other through Memorandum of Understandings. Such cooperation is referred to by each agency in the description of its services in the agency summaries section.

**[ Programmes, Services and  
Activities by Area of Intervention ]**



# [ Global Advocacy ]



## GLOBAL ADVOCACY



*Food and Agriculture Organization*



*International Labour Organization*



*International Trade Centre*



*United Nations Conference on Trade and Development*



*United Nations Department of Economic and Social Affairs*



*United Nations Development Programme*



*United Nations Economic Commission for Africa*



*United Nations Economic Commission for Europe*



*United Nations Environment Programme*



*United Nations Industrial Development Organization*



*World Bank Group*



*World Health Organization*



*World Trade Organization*

FAO



The common aim is to raise the profile of the problems of hunger and food insecurity, and to try and ensure that trade contributes to the eradication of food insecurity and poverty. This requires, *inter alia*, ensuring that trade rules are supportive of development strategies and goals, and that developing countries participate effectively in growing global trade.

In terms of global advocacy, the services provided by FAO broadly relate to: i) MDG; ii) PRSPs; and iii) mainstreaming trade-related issues.

#### **Mainstreaming appropriate trade policies in national development plans.**

It is widely recognized that agricultural trade has considerable potential to contribute to reducing food insecurity, as well as contributing to development in general. The challenge is not only to raise awareness of this potential and then mobilize the necessary resources for the development of agricultural trade, but also to ensure that appropriate agricultural trade policies and supportive measures are mainstreamed in national policy and strategy papers such as PRSPs. In particular, this service contributes to the first MDG (reducing by half the proportion of poor and hungry people in the world by 2015), and also contributes to the eighth MDG by further developing an open trading and financial system that is rule-based, predictable and non-discriminatory, and includes a commitment to good governance, development and poverty reduction—nationally and internationally.

The general objective is to enable governments and civil society in developing countries and countries with economies in transition to acquire the necessary information, knowledge, and expertise for mainstreaming appropriate trade policies in national development plans and policies, and to ensure that adequate resources are invested.

As far as information and analysis on the role of agricultural trade in reducing hunger is concerned, all FAO member nations are potential beneficiaries. Assistance on mainstreaming appropriate trade policies can be utilized by all developing countries and countries with economies in transition, and specific beneficiaries include agriculture and trade policy-makers, policy analysts, trade negotiators, producers' associations, and industry and trade associations.

The service is provided through global and regional studies, analysis, expert consultations, and workshops. Targeted sectors include agriculture, fisheries and forestry. The service facilitates coordination with the capacity building activities of other agencies, such as the WTO, the World Bank, UNCTAD and UNIDO.

For more information:

Food security and MDGs: [www.fao.org/es/esa](http://www.fao.org/es/esa)

Trade capacity building: [www.fao.org/trade/](http://www.fao.org/trade/)

ILO



The ILO promotes dialogue at the global level between its own constituents - representatives of governments, employers and workers - on the potential employment effects of trade policies and on measures that maximize opportunities for employment and decent work. The ILO also engages with other agencies to promote policy coherence between trade policies on the one hand, and labour market policies on the other. This requires, *inter alia*, ensuring that the objective of advancing the opportunities for women and men to obtain decent work is integrated into PRSPs at global and country levels.

#### **Policy Coherence Initiative (PCI)**

The PCI aims to achieve greater coherence between the policies of the UN and Bretton Woods Institutions that are concerned with growth (including trade policy), investment, and employment. With respect to trade, the PCI is concerned with promoting greater coherence between trade policy and labour market policies, so that countries are able to realize the employment creation opportunities that may arise from the expansion

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of trade. It aims to ensure that the objective of employment creation is a central concern of the economic and trade policies promoted by the Bretton Woods Institutions through PRSPs and other country work.

The PCI involves regular meetings between the UN and the Bretton Woods Institutions in which technical papers are exchanged and discussed. These meetings include consideration of case studies of different countries. The most recent PCI meeting, held in Paris in May 2007, concerned the relationship between trade and employment, as well as the consequences of the declining wage share in national incomes. A joint study on trade and employment undertaken by the ILO and WTO, as well as an analysis of wage shares by the IMF (and an ILO reaction to latter), were presented to the PCI meeting.

The PCI involves cooperation between the World Bank, IMF, UNDP, UNDESA, WTO, UNCTAD, FAO, UNIDO, IFAD and UNICEF.

For more information: [www.ilo.org/integration](http://www.ilo.org/integration)

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#### **Working Party on the Social Dimension of Globalization (WPSDG)**

The aim of the WPSDG is to provide a forum for the ILO's Governing Body to discuss and formulate policies aimed at enhancing the social dimension of trade and related issues. The WPSDG is concerned with formulating policy orientations within the ILO to support the efforts of its constituents to adopt an integrated approach to, among other issues, trade and decent work. Such an approach ensures the simultaneous advancement of economic objectives, the creation of employment, the extension of social protection, the protection of workers' rights, and social dialogue.

The WPSDG meets twice each year at the ILO Governing Body (composed of representatives of workers' and employers' organizations and governments from different parts of the world). Background papers are discussed and policy orientations are formulated for adoption. From time to time, other international organizations from either outside or within the UN System are invited to address the WPSDG.

The WPSDG recently facilitated consensus between the ILO and WTO on how the interaction between trade policies and labour market policies may either support the possibilities that exist to create employment or prevent these opportunities from being realized. This significantly advanced the mainstreaming of employment objectives and labour market policy in the international policy arena.

For more information: [www.ilo.org/integration](http://www.ilo.org/integration)

#### **Integrating the decent work agenda in poverty reduction strategies**

This initiative aims at promoting employment and decent work as the crucial link between growth and poverty reduction within the framework of national poverty reduction strategies (PRSPs). Since the initiative began in 2001, employment has come to the forefront in many PRSPs and is examined much more systematically, including in trade policies, as far as these are connected to the PRSP process. For example, in Madagascar, the IF on trade was developed alongside the PRSP. ILO technical assistance and capacity building helped national stakeholders to incorporate a detailed employment action plan, including its costing, in the PRSP and its policy matrix.

The support is primarily targeted at the country level, with interventions in more than 35 countries implementing PRSPs, and aims to empower the constituents (ministries of labour, and employers' and workers' organizations), and to sensitize relevant key stakeholders to incorporate employment and other decent work dimensions in the PRSP. At the same time, it is important to influence and maintain a critical dialogue with bi- and multilateral development partners at local, regional, and global levels. The evolving mindset amongst a broad spectrum of government agencies is, for example, reflected in the ECOSOC Ministerial Declaration on Employment and Decent Work, July 2006, and the Ministerial Statement by African Ministers of Finance, Planning and Economic Development on "Meeting the challenge of employment and poverty in Africa", May 2006. Both reaffirm the centrality of decent employment in the second generation of PRSPs.

For more information: [www.ilo.org/public/english/employment/strat/policies/areas.htm](http://www.ilo.org/public/english/employment/strat/policies/areas.htm)

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ITC



The aim of ITC's global advocacy is to enable decision-makers from the private and public sectors to work in close collaboration to analyze markets and set priorities, and design and implement a conducive business environment and a coherent export development plan. Responding to specific needs at national and regional levels, ITC's objective is to strengthen national capacities to design and implement consistent export strategies that meet national development objectives.

#### Strategies for export development and mainstreaming trade

Export strategies are developed through national consultation mechanisms and public-private dialogue methodologies. They contribute to mainstreaming trade - as an engine of social and human development - into national development policies. Export strategies provide a needs-based and demand-led blueprint for trade-related technical assistance. ITC coaches key stakeholders to undertake a comprehensive analysis of the market potential and current business environment supporting and/or inhibiting export and trade development at the national and at sector level. This analysis serves as a basis to define export development priorities and a realistic action plan to enhance competitiveness, and to strengthen the linkages between exports and poverty reduction. The institutional dimension is also taken into account in order to enhance the coordination of different stakeholders and ensure the effective management and monitoring of the strategy's implementation. Export strategy work covers all productive sectors, including agriculture, industry, and services.

ITC contributes to building knowledge and raising awareness on export and development issues on the basis of demonstrating practical cases that make positive linkages between exports and poverty issues, with particular attention to the gender dimension. ITC organizes associations of poor community producers, and formally integrates them into the value chains of existing export-oriented products and services. Practical experience creates a knowledge base that raises awareness, and identifies replicable solutions among key decision-makers and support providers, and shows them how to use export development as an engine for poverty reduction and economic growth. Activities relating to gender and poverty concerns have been mainly focused on the promotion of agricultural commodities and fair trade in handicrafts and services, in particular community-based tourism.

#### Success stories / impacts achieved (2004):

Reducing Poverty Through Trade: Spicing Up Rural Life: [www.tradeforum.org/news/fullstory.php/aid/789/Reducing\\_Poverty\\_Through\\_Trade:\\_Spicing\\_Up\\_Rural\\_Life.html](http://www.tradeforum.org/news/fullstory.php/aid/789/Reducing_Poverty_Through_Trade:_Spicing_Up_Rural_Life.html)

#### For more information:

Export strategy: [www.intracen.org/wedf/welcome.htm](http://www.intracen.org/wedf/welcome.htm)

Export-led poverty reduction: [www.intracen.org/poverty-reduction/en/welcome.htm](http://www.intracen.org/poverty-reduction/en/welcome.htm)

UNCTAD



#### UNCTAD/ICC Investment Advisory Council

The Investment Advisory Council (IAC) is a joint initiative of UNCTAD and the International Chamber of Commerce (ICC) to provide an informal and flexible framework within which senior business executives and senior government officials responsible for investment matters can interact on questions related to attracting FDI and benefiting from it. More specifically, the IAC aims to (i) facilitate the interaction between Government and corporate representatives; (ii) provide governments of LDCs with advice and recommendations that can help to increase the level and quality of FDI in their countries; (iii) speed up development; (iv) facilitate the integration of their economies into the world economy; and (v) increase the awareness of international business with regard to investment opportunities in LDCs.

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(Please also see 'Policy advice on commodities' in the Trade Policy Development category)

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### Trade and Development Report

The Trade and Development Report (TDR), launched in 1981, is issued every year for the annual session of the UNCTAD Trade and Development Board. The Report analyzes current economic trends and major policy issues of international concern, and makes suggestions for addressing these issues at various levels.



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## UNDESA

### National development strategies policy notes

Through its technical cooperation area, UNDESA assists countries, at their request, in global advocacy and in trade policy development, as part of broader national development strategies. In so doing, it collaborates with the Regional Commissions and UNCTAD, particularly through the UN Development Account and its projects, which have specific expertise and mandates for trade policy.

To assist countries to prepare national development strategies, UNDESA commissioned six notes for policy-makers and policy-shapers, both in government and in civil society. The notes address the following major and interconnected areas relevant to the formulation of national development strategies: macroeconomic and growth policy, trade policy, investment and technology policy, financing development, social policy, and state-owned enterprise reform. Authored by experts in these fields, the notes draw on the experience and dialogues of the United Nations in the economic and social areas, complemented by outside knowledge. The notes have been reviewed by Professor Joseph Stiglitz and other distinguished academics, as well as by development specialists from United Nations entities. However, the views expressed in the policy notes are those of the authors, and do not necessarily reflect those of the UN. The notes provide concrete suggestions on the means to achieve, at the national level, the internationally-agreed development goals synthesized in the United Nations Development Agenda. The policy notes are intended to provide those at the country level who shape and set policies with a range of possible alternatives to the standard policy solutions that have prevailed over the past two decades, rather than to prescribe any single course of action. The notes can help countries take advantage of and expand their policy space - their effective room for manoeuvre in formulating and integrating national economic, social, and environmental policies.

These notes serve as complementary inputs into the debate at the country level on development challenges faced, and the policies needed to meet them. The issues chosen are vital pieces of the policy mosaic that underlie national development strategies, which are ultimately geared to achieving sustained economic growth with social inclusion and environmental protection. The advisory work of the UNDESA line divisions that have inter-regional advisors (Division for Sustainable Development, Division for Social Development, and Division for Public Administration and Development Management) now relies increasingly on the national development strategies policy notes.

For more information: <http://esa.un.org/techcoop/policyNotes.asp>

Programme of technical cooperation - Advisory services: <http://esa.un.org/techcoop/adserv.asp>



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## UNDP

UNDP undertakes a variety of advocacy initiatives on trade and human development at country, regional, and global levels, thereby strengthening UNDP's contribution to the achievement of the MDGs.

### Initiative on systemic commodity issues

UNDP, in partnership with the Common Fund for Commodities, the Secretariat of the African, Caribbean and Pacific Group of States, and UNCTAD, jointly organized a workshop on systemic commodity issues in Brazil in May 2007 in order to situate the commodity problematique in the international agenda by bringing together perspectives from commodity-producing and consuming countries. The event contributed to the raising of the profile, awareness and understanding of the commodity problematique, the re-launching of the commodities agenda from a poverty reduction and human development perspective, and the identification

of a global strategy for commodities. A Global Initiative on Commodities was launched at the Brazil meeting, with a variety of follow-up activities planned for 2007-8.

### Initiative on landlocked developing countries

Under its initiative on LLDC, UNDP supports efforts of LLDC to develop their capacity to participate in trade negotiations and to develop trade in line with national priorities, including in specific areas of interest such as trade facilitation.

## UNECA



### Trade advocacy

UNECA continues to be extensively involved in global advocacy on trade and trade-related issues pertaining to Africa, for example with the African Union, formerly the Organization of African Unity (OAU), or in the context of UNCTAD Conferences, such as the one to be organized in Accra (Ghana), or the WTO Ministerial Conferences. Furthermore, UNECA has been collaborating extensively with NEPAD and the REC to advocate solutions to Africa's trade problems.

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## UNECE



### Global Advocacy

In its global advocacy, the UNECE focuses on the interests of transition economies. For example, its outreach activities (such as conferences, publications, and its own web site) promote a better understanding of the challenges that confront the countries of south-eastern Europe, the Caucasus, and Central Asia. Many of these economies are at a level of development that is on a par with lower middle income and, in some cases, with LDCs. In addition, they started their transition to a market economy with very limited experience of international trade and markets, and also lacked institutional capacity. In some cases, infrastructure in a number of key areas that are of importance in order to participate effectively in global supply chains and international trade networks is non-existent. These countries need special assistance in building human and infrastructural capacity.

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## UNEP



### Technical assistance on the implications of the liberalization of trade in EGS

Developing countries may derive benefits from the liberalization of trade in environmental goods and services (EGS), such as access to environmentally sound technologies and know-how, upgraded environmental infrastructure, more efficient resource management, and improved environmental and public health conditions. The UNEP-UNCTAD Capacity Building Task Force on Trade, Environment, and Development (CBTF) aims to strengthen the capacities of countries, particularly developing countries and countries with economies in transition, to effectively address trade-environment-development issues. The CBTF provides technical assistance to help analyze the implications of the liberalization of trade in EGS for developing countries, including possible impacts on their balance of trade. Through thematic studies, seminars, national stakeholder workshops, and advisory missions, the UNEP-UNCTAD CBTF assists interested developing countries to better understand the conceptual, procedural, and practical issues arising in the WTO negotiations under the mandate provided for in paragraph 31(iii) of the Doha Ministerial Declaration.

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## UNIDO

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### **Industrial Development Reports**

UNIDO's flagship publication provides decision-makers in government and the private sector, the development community, and scholars, with updated information and analysis on key trends, challenges, and opportunities in the world economy pertaining to industry and industrial development.

For more information: [www.unido.org/idr](http://www.unido.org/idr)

### **Cost-benefit analysis for conformity assessment infrastructure and services**

UNIDO advocates the development of local conformity and compliance infrastructure by conducting cost benefit analyses on compliance services. These analyses compare local and foreign costs of quality and safety compliance, and highlight the long term advantages of investment in the establishment of local/regional conformity and compliance infrastructure.

For more information: [www.unido.org/tcb](http://www.unido.org/tcb)

### **Assessing specific needs for quality infrastructure of African and Asian countries**

With the objective of advocating for more effective technical assistance, and the design and implementation of tailored action plans for countries and sub-regions in the area of compliance services and infrastructure, UNIDO undertakes regional analyses to assess the priority needs for quality infrastructure upgrading in this field. These analyses include data on quality infrastructure status in African and Asian countries, and are used to advocate for the need for technical assistance in this area, both with developing countries and with donors.

For more information: [www.unido.org/tcb](http://www.unido.org/tcb)

## WB

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### **Global dialogue on Trade and Development**

At the international level, the Bank advocates changes in the world trading system to make it more supportive of development, especially in the poorest countries and for poor people across the developing world. This includes collaborating with the WTO, other multilateral agencies, governments in developing countries, and donors, to support a „pro-development“ outcome in the Doha Round, while also working with partners to maximize the development impact of regional trading agreements. The Bank views aid for trade as an essential complement of the Doha process and of North-South regional trading arrangements, such as CAFTA and the proposed EPAs.

## WHO



### Policy coherence in trade and health for human development

The WHO project, 'Globalization, trade and health', aims to achieve greater policy coherence between trade and health policy so that international trade and trade rules maximize health benefits and minimize health risks, especially for poor and vulnerable populations. It explores the intersection between the framing of national public health policies and the need to comply with international trade agreements, focusing on the opportunities to design policies that minimize possible conflicts between trade and health, and that maximize mutual benefits. This project is designed to improve the understanding of how to develop trade and health policy coherence at national, regional, and international level.

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## WTO



### Activities for parliamentarians and civil society

Outreach activities for parliamentarians and civil society are part of an overall WTO strategy to help legislators and civil society representatives to attain a better understanding of the provisions of the Doha Ministerial Declaration and to follow the DDA negotiations. They are also a response to challenges in the Declaration for greater transparency in the WTO's operations and improved dialogue with the public. Outreach activities are demand-driven, and consist of national workshops organized in response to requests from WTO members, and regional workshops organized jointly with partner institutions and conducted in selected regions. The objectives of the regional workshops are to:

- foster greater understanding of and interest in the MTS;
- inform parliamentarians and civil society representatives about the basic operations of the WTO, key issues on the international trade agenda, and the status of the DDA; and,
- Encourage dialogue and exchanges of views and ideas among parliamentarians and civil society representatives on trade-related and development-related issues of particular relevance to their regions.

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# [ Trade Policy Development ]



# TRADE POLICY DEVELOPMENT



*Food and Agriculture Organization*



*International Civil Aviation Organization*



*International Labour Organization*



*International Trade Centre*



*United Nations Conference on Trade and Development*



*United Nations Development Programme*



*United Nations Economic Commission for Africa*



*United Nations Economic and Social Commission for Asia and the Pacific*



*United Nations Economic Commission for Latin America and the Caribbean*



*United Nations Environment Programme*



*United Nations Industrial Development Organization*



*World Bank Group*



*World Health Organization*



*World Trade Organization*

FAO



Services relevant to this TCB category are related to: i) trade policy; ii) country studies and iii) diagnostics and impact studies. The common aim is to contribute to member countries' better formulation of agricultural commodity policies and trade strategies which are compatible with their overall development objectives. Assistance provided in the trade negotiations arena helps countries to participate more effectively in international policy-making.

### Support for the multilateral trade negotiations

By the provision of training, studies and analysis, FAO aims to help developing countries build human and institutional capacities in areas of regional and international trade policy. A key emphasis is on enabling countries to be well-informed and equal partners in regional and international trade agreements.

Trade policy is one of the chief components of countries' overall agricultural development and food security objectives. Capacity building in trade policy (including policies shaped on the basis of trading agreements) enables countries to formulate better negotiating positions. Ex-ante and ex-post impact studies provide guidance in assessing the impact of trade policies and contribute to informed decision-making. In those contexts in which poverty and food security are important issues, the need to understand the linkages with policies, and the far-reaching consequences of reforms, requires complex analytical tools.

The services aim to tackle problems associated with lack of resources and technical capacity that prevent developing countries from building well-founded and appropriate views and positions in regional and multi-lateral trade negotiations. The services also examine the relationship between international trade in fish and food security, analyzing economic and food security issues, as well as sustainability and resource management practices.

The services entail the provision of statistics, information and analyses on issues related to trade policy and trade negotiations. These supports are delivered through a variety of means: dissemination of publications through the Internet; email; through FAO offices; organization of sub-regional and regional workshops; national seminars; and round-tables in Geneva aimed at trade negotiators.

Inter-agency (UN) collaboration, mainly in the form of creating a common platform through seminars, workshops, etc. for dissemination of analytical results, is an important component of the service.

The beneficiaries of the services include, but are not limited to, policy-makers, analysts, trade negotiators, research institutes, and the private sector and civil society in general in developing and transition countries.

For more information: [www.fao.org/trade](http://www.fao.org/trade)

### Capacity building on food and agricultural policies

Based on its specific mandate, which includes capacity building for policy formulation, interface between normative work and policy assistance at the country level, information generation on country policy and performance, the programme is aimed at achieving the following objectives at the national and regional levels: i) strengthening the capacity of governments and academic institutions in charge of policy analysis, formulation, and implementation; ii) reinforcing national capacity in trade-related training and research, and ensuring ownership by training and research institutions; iii) facilitating exchanges of experience and establishing a policy dialogue at the national and regional level involving all stakeholders, including civil society organizations; and iv) providing support to regional integration processes.

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## ICAO

The aim in this area is to exert a global leadership role in promoting liberalization and in assisting states to reap the benefits of air transport liberalization without compromising safety and security.

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### Economic policy and infrastructure management (EPM)

The objective is to foster cooperation with other international organizations to address issues of common interest in the air transport field and to enhance understanding by states and international organizations of ICAO's constitutional role in the air transport field, and of ICAO policies and positions on trade in services issues.

The present trends in the air transport industry and the evolution of the regulatory framework will increase the demand on ICAO's leadership role in supporting states in the air transport liberalization process. As a result, ICAO will need to take a proactive approach in the promotion and implementation of ICAO's policy framework and practical guidance related to economic regulation and liberalization.

The service is provided to:

- Governments (Ministry of Transport, Ministry of Trade) ;
- Airline associations and airport associations ;
- Civil aviation professionals, consultants, airlines, airports, and the travelling public.

The service is provided by:

- Provision of technical support on a required basis; attendance at meetings conducted by other international organizations; dissemination of information through publications (documents, manuals and circulars) and meetings (workshops, seminars, symposia, and conferences).

Inputs: Meetings (workshops, seminars, symposia, and conferences); panels of experts; individual expertise; databases access, CD-ROMs, and printed material.

ICAO contributed to the WTO's Quantitative Air Services Agreements Review (QUASAR) (S/C/W/270, 2006, also published as a CD-ROM). This document relies significantly on the data provided by ICAO. For more information: [www.icao.int/icao/en/atb/epm/index.html](http://www.icao.int/icao/en/atb/epm/index.html)



## ILO

### Regional integration and employment policies

Regional integration is one of the factors that are important in the creation of jobs. The service aims to reinforce regional capacities for analysis, social dialogue, and the design of strategies to address the impact of trade liberalization and regional integration on employment and decent work.

The ILO is involved in supporting two principal activities in Central and West Africa. The first aims to assist the constituents (governments, workers' and employers' organizations) to identify accompanying measures that can ensure that the EPAs consider the social dimension and articulate the creation of decent work as an explicit objective. This involves carrying out impact assessment studies of EPAs on employment and decent work in Central and West Africa.

The second aims to encourage the REC of West Africa (ECOWAS and WAEMU) to focus on employment and decent work issues in the regional PRSP. The ILO is involved in sensitizing the REC to the importance of employment creation in efforts to reduce poverty.

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### Assessing and addressing the impact of trade policy on employment

The service aims to assist countries to anticipate the likely impact of trade policies on employment, and to monitor progress in achieving decent work. Such analysis informs the design of policies and strategies to address the challenges arising from adjustment and to take advantage of potential opportunities for employment creation.

The analysis forms the basis for social dialogue between governments, and employers' and workers' organizations on the likely effects of trade policies. The inclusion in the country studies and in social dialogue of ministries responsible for trade and social policies, together with business and labour, ensures the design of effective and coherent policies.

The ILO supports countries' efforts to implement these policies and strategies through technical assistance.

ITC



### Business in trade policy

ITC's objective is to enable policy-makers to integrate business dimensions in national trade policies and negotiations, and to promote an effective collaboration between public and private sectors. As a result, capacities are created to design and implement trade policies that reflect business needs.

To deliver the above, ITC supports the work of decision-makers through the provision of information and training. It facilitates public-private dialogue to obtain sound and sustainable formulations and implementation of trade policies. Information is disseminated through in-country networks made up of public-private stakeholders. These in-country networks are supported with business-oriented analysis, with a view to enriching country-negotiating positions. Special emphasis is put on developing the business sector's capacity to design and develop advocacy activities on trade negotiations.

The main challenge while targeting the business sector is to use a business-friendly manner to provide information about that sector's stakes in trade policy and negotiations. Support is delivered through a variety of means:

- Databases on import tariffs and market access barriers;
- Analytical inputs to support export policy formulation and related positioning in international and regional market access negotiations;
- Publications targeted at increasing the understanding of the implications of trade negotiations and policy for the business sector;
- Structured mechanisms for informed dialogue between public and private stakeholders.

ITC also promotes the sharing of experience among countries through a series of regional public-private dialogues, as well as at global level.

Success stories / impacts achieved (2006):

#### *Developing MTS training materials to integrate the business perspective*

ITC complemented the efforts of the WTO and the United Nations Institute of Advanced Studies (UN-IAS) by introducing the business perspective into the training curriculum. In this context ITC also enabled the participation in UN-IAS training programmes of the private sector in Panama and Paraguay, and of university professors in the Southern African region. ITC also intensified its cooperation with the WTO, UNCTAD, the World Bank, research institutions, and business advocacy groups from developed and developing countries, by generating training materials and disseminating information on the commercial implications of trade negotiations.

#### *Preparation of negotiation positions for Economic Partnership Agreements with the EU*

ITC is facing high demand for technical assistance for support to the business sector in the context of regional trade negotiations. In particular, this has been carried out on a regional basis in the ACP regions in the view of preparing national exclusion lists in view of the EPA negotiations, which entail using different criteria (such as revenue concerns, infant industry requirements, environmental and health concerns, or prioritization of employment/production levels) to liberalize or protect a sector. A series of regional and national activities have been carried out to provide decision-makers with the skills and database knowledge necessary to these prepare national lists.

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For more information:

Business and the Multilateral Trading System: [www.intracen.org/mts/](http://www.intracen.org/mts/)

Databases on import tariffs and market access barriers: [www.macmap.org/](http://www.macmap.org/)

Business and Negotiations in Services: [www.intracen.org/servicexport/trade\\_negotiation.htm](http://www.intracen.org/servicexport/trade_negotiation.htm)



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## UNCTAD

### Policy advice on commodities

(This service also relates to Global Advocacy)

UNCTAD's work on commodities, consisting of a balanced mix of analysis, policy advice and direct assistance, responds to the needs of the public and private sectors, and civil society.

A number of activities are carried out, including:

- National and regional capacity building activities on export diversification and competitiveness strategies for commodities;
- Advisory services aimed at improving the sustainability of the cotton sector in West and Central Africa;
- Advisory services on the interface of oil and finance;
- Training courses on commodity finance;
- Assistance to African countries for the development of pan-African commodity exchange;
- Policy dialogue and training materials on the role of the mining sector in socio-economic development and in poverty reduction programmes;
- Technical reports and workshops aimed at identifying and quantifying the compliance costs for tropical fruits;
- Provision of information through the INFOCOMM portal, a global electronic platform containing up-to-date information on more than 20 commodity sectors;
- Advisory services on the development of South-South banking sector links as a means to facilitate South-South commodity trade;
- Participation in the implementation of the European Union's Action Plan on Commodities.

For more information: [www.unctad.org/commodities](http://www.unctad.org/commodities)

### TrainForTrade

The TrainForTrade programme produces and delivers training packages, and implements training activities in the framework of technical cooperation projects. Its quality derives from a rigorous methodology, comprising nine phases, which focus on the analysis of training needs, course development, and the implementation and evaluation of training.

It also adopts a train-the-trainers approach, which creates a cascade effect and facilitates sustainability at the national and regional levels.

For more information: <http://learn.unctad.org/>

### Virtual institute on trade and development

This capacity building initiative targeting academic institutions was launched in June 2004 as one of the multi-stakeholder partnerships endorsed by the UNCTAD Eleventh Conference. Its objective is to help strengthen the teaching and research capacity of participating universities in core UNCTAD areas (trade policy, investment, and globalization) by developing systematic cooperation and knowledge exchange between UNCTAD and academia, and among participating university members of the virtual institute. Since universities play a key role in educating future and current decision-makers and frequently advise governments on national and international economic policies, this should contribute to the building of capacity in member countries to formulate, negotiate and implement policies that will maximize the economic and social development benefits of globalization.

For more information: <http://vi.unctad.org/>

**Trade, environment and development**

UNCTAD is engaged in a broad programme of work on strengthening the capacities of developing countries, especially LDCs, to make trade and environmental policies mutually supportive and guided by a development-oriented approach. The overarching long-term objective of UNCTAD's programme on trade, environment and development is to enhance the capacities of developing countries to analyze those issues and address them at the national, regional and international levels in a manner consistent with their development priorities. In addition, UNCTAD promotes practical mechanisms aimed at addressing specific problems identified in its technical cooperation activities or intergovernmental work, and in the promotion of trade in environmentally-friendly products. Technical cooperation and capacity building activities on trade, environment, and development, focus on a number of priority subjects and activities:

- Market access issues, including environmental requirements and export competitiveness, as well as trading opportunities for environmentally-preferable products;
- Trade liberalization in EGS;
- Protection and sustainable use of biodiversity and traditional knowledge;
- Various technical cooperation activities carried out under the UNEP-UNCTAD Capacity Building Task Force on Trade, Environment and Development (CBTF);
- Assisting developing countries in seizing the trade and investment opportunities of the emerging climate regime and carbon market;
- Activities by the International Task Force on Harmonization and Equivalence in Organic Agriculture (ITF) launched by UNCTAD, FAO and the International Federation of Organic Agricultural Movements (IFOAM);
- The Consultative Task Force on Environmental Requirements and Market Access for Developing Countries (CTF);
- Building capacity for improved policy-making and negotiation on key trade and environment issues;
- Activities and partnerships carried out in the context of the BioTrade Initiative at national, regional and sub-regional level (see below).

For more information: [www.unctad.org/trade\\_env](http://www.unctad.org/trade_env)

**Training course on key issues on the international economic agenda**

The course conducts training needs analyses and develops training materials reflecting each region, with inputs from UN regional commissions, academic institutions, and governments in the countries where the course is held. Each training course focuses on (a) the main development-related features and trends on the international economic agenda; (b) the interfaces between trade, investment and development issues, and their implications for the formulation and implementation of integrated development strategies; and (c) the best practices in designing and implementing national, regional, and international policies on trade and sustainable development.

For more information: <http://p166.unctad.org/>

**Strengthening of policy-making and promotion of international trade in services**

UNCTAD's innovative work on trade in services in terms of ground-level support and country and sector-specific assessments has the objective of helping countries to assess the contribution of services, reform the sector with an emphasis on development, including strengthening access to essential services, and generate important data and reference material for multilateral and regional trade negotiations.

**Assistance on regional trade negotiations**

UNCTAD assists developing countries and LDCs to better understand technical issues involved in negotiations, to carefully assess the state of play with regard to the different elements of the negotiating agenda and the development implications of each negotiating proposals, to pursue their strategic interests in the negotiations, and to ensure the outcomes duly reflect their critical developmental concerns and interests. Following up on the outcome of the 6<sup>th</sup> WTO Ministerial Conference, UNCTAD assisted developing countries in their preparations for participation in the Doha negotiations on modalities for agriculture, Non-Agricultural Market Access Negotiations (NAMA), services and development issues, and other issues.

**Assistance on the utilization of the Generalized System of Preferences**

UNCTAD has continued promoting awareness and understanding among developing countries of how to better utilize preferences available under the GSP by the regular provision of information on the dedicated

web site, the publication of handbooks on the GSP schemes, and the provision of other technical and administrative services.

For more information: [www.unctad.org/Templates/Page.asp?intItemID=1418&lang=1](http://www.unctad.org/Templates/Page.asp?intItemID=1418&lang=1)

Email: [gsp@unctad.org](mailto:gsp@unctad.org)

#### **Investment policies and investment promotion**

UNCTAD is the focal point within the United Nations Secretariat for matters related to foreign direct investment (FDI). The objectives are:

- To improve the understanding of developing countries and economies in transition of policy choices;
- To strengthen their abilities to formulate and implement policies, measures and action programmes; and
- To promote understanding of emerging issues, including the role of international arrangements for the purpose of attracting and benefiting from FDI.

For more information: [www.unctad.org/Templates/Startpage.asp?intItemID=2983](http://www.unctad.org/Templates/Startpage.asp?intItemID=2983)

Email: [diteinfo@unctad.org](mailto:diteinfo@unctad.org)

#### **International investment agreements**

UNCTAD helps developing countries and countries with economies in transition to participate as effectively as possible in international discussions on investment rule-making and IIAs at the bilateral, regional, and multilateral levels. This is done through:

- Training and capacity building seminars and workshops;
  - Facilitation services for the negotiation of bilateral investment treaties and double taxation treaties; and
  - Advice to regional organizations with regard to the formulation and/or modernization of existing investment regimes.
- For more information: [www.unctad.org/Templates/StartPage.asp?intItemID=2310&lang=1](http://www.unctad.org/Templates/StartPage.asp?intItemID=2310&lang=1)

#### **Work programme on technology transfer and intellectual property rights**

Responding to the mandate provided in the São Paulo Consensus and the Bangkok Plan of Action, this UNCTAD programme conducts research and policy analysis, and provides technical assistance, as well as facilitating international consensus-building on issues of investment, technology transfer, and intellectual property, in international discussions.

For more information: [www.unctad.org/Templates/StartPage.asp?intItemID=3423&lang=1](http://www.unctad.org/Templates/StartPage.asp?intItemID=3423&lang=1)

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## UNDP

#### **Asia-Pacific trade and investment initiative**

This initiative is explicitly designed to strengthen developing country governments' policy analysis skills and capacity from a poverty reduction and human development perspective at country and regional levels. It involves most Asian developing countries, and has already produced over 50 technical support documents in different sectoral/thematic areas. A number of more recent publications address the fiscal implications of trade liberalization, and the state of the post-MFA textiles and clothing trade, to identify policy responses, particularly in the cases of Cambodia, Bangladesh, Laos, and Nepal. The research has contributed to the publication of a UNDP regional human development report, *Trade on Human Terms: Transforming Trade for Human Development in Asia and the Pacific* in 2006. The document provides trade policy-makers in the region with analysis of critical trade issues, and is intended to provide them with sound policy positions in trade negotiations, as well as in national trade policy-making.

For more information: [www.undprcc.lk/Publications/Trade\\_brochure.pdf](http://www.undprcc.lk/Publications/Trade_brochure.pdf)

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### **Africa trade, poverty reduction and human development (HD) programme**

This programme (and the complementary Africa Regional Integration and Institutional Capacity Development Programme for Trade Policy Formulation and Implementation) focuses on strengthening trade negotiation capacities and improving policy analysis and analytical work on African trade and HD issues. The focus has been on policy missions to undertake trade related diagnostics/needs assessments in the context of trade mainstreaming, for example in countries such as Malawi, Rwanda and Lesotho, as well as western and central African countries. Specific research and analytical work has been undertaken in the context of services, agriculture, and trade facilitation in a number of sub-Saharan African countries, including Malawi, Rwanda, and Zimbabwe.

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### **Arab states trade, economic governance and HD programme**

This programme aims to:

- increase the awareness of governments and civil society organizations of the potential national impact on human development and poverty reduction strategies of global and regional economic integration through WTO accession and regional/bilateral trade agreements;
- identify pro-poor trade and industrial policies (including measures to address supply-side constraints) that would help Arab countries grasp the opportunities of globalization and regional integration, achieve sustainable human development, and reach the MDGs;
- enhance the trade negotiating capacities of Arab countries, with particular emphasis on countries seeking WTO membership and LDCs;
- strengthen common perspectives and positions among Arab governments in regional and global trade and economic governance fora and institutions.

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These goals are being achieved through continued proactive advocacy and awareness-raising, policy-oriented and thematic case studies, training and capacity building of selected institutions and actors, providing policy advisory services and facilitating policy dialogue, support to knowledge sharing (cross-fertilization of experiences and lessons learned), and networking.

### **Trade-related technical assistance to LDCs**

UNDP is one of the six core agencies involved in the IF which provides trade-related technical assistance, specifically to LDCs, with a view to mainstream trade into LDCs' national development plans and PRSPs, and to assist in the coordinated delivery of trade-related technical assistance in response to needs identified by LDCs. Through UNDP's Geneva Trade and Human Development Unit (THDU), together with the regional centres, support has been provided to programme countries on a variety of IF implementation and substantive issues, helping UNDP country offices work towards making trade capacity building an integral part of both national poverty reduction and development plans. This involves providing substantive inputs throughout the IF process, including during the preparatory activities, the diagnostic phase, and the follow-up and delivery of trade-related technical assistance. Significant emphasis is placed on mainstreaming trade into national development plans and PRSPs, as well as in aid coordination at country level.

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**UNECA**



### **African trade policy centre**

UNECA has been extensively involved in issues of trade policy formulation and implementation in Africa. The mainstreaming of trade have been the subject of a number of conferences of ministers of trade and finance organized by the ECA. Furthermore, trade policy development in Africa is among the core subjects of the African Trade Policy Centre (ATPC).

For more information: [www.uneca.org/atpc](http://www.uneca.org/atpc)

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## UNECLAC

### **Policy-making and policy implementation assistance**

In order to assist in policy-making and policy implementation, UNECLAC provides information and disseminates knowledge among officials of member countries, experts, NGOs, students, members of the private sector and other civil society institutions on the current trade trends and their possible repercussions in relation to Latin American and Caribbean countries.

This service contributes to the analysis of trade effects of different events in the areas of international economy, trade negotiations, and globalization of production, as well as the effects of the implementation of sub-regional agreements in Latin America and the negotiations at the WTO.

The service is provided through seminars, workshops, and direct technical assistance. Inputs used: individual expertise, training, seminars, workshops, conferences, group discussions and any educational course delivered to a group (on-site or in-house), technical missions, expert consultations, specialized advice, investigations, analysis, diagnostic studies, surveys, access to databases, and reference guides.

The service is provided in cooperation with the EU and the Andean Community.

For more information: [www.eclac/cl/comercio](http://www.eclac/cl/comercio)

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### **Fair trade and free trade agreements: “Improving Access to Global Markets”**

As a component of the Germany – ECLAC cooperation programme, “Towards a Fair and Equitable Globalization”, this service aims to identify a roadmap for research and technical assistance in several key areas, such as:

- assessing the main issues and concrete needs within and between countries of the region for trade negotiations;
- enabling the implementation of capacity building initiatives;
- providing elements and methodologies for transparency, participation, and consensus-building, in order to generate social cohesion in the negotiation and implementation of free trade agreements.

This service is important and relevant because it will contribute to the strengthening of the capacities of Latin American and Caribbean countries to face the challenges of trade agreements at bilateral, regional, and multilateral level.

This service addresses the need for:

- the creation of the political conditions at the national level for successful negotiation and administration of trade agreements;
- the strengthening of the negotiating capabilities of LAC countries; and
- the strengthening of administrative capacities – both of public and private sectors – for the sound implementation of agreements in LAC countries.

Information is provided to SMES, governments, NGOs, students and other civil society institutions. The service is provided through seminars, workshops and publications. Inputs used: interviews with experts, individual and group expertise, training, seminars, workshops, conferences, group discussions and any educational course delivered to a group (on-site or in-house), technical missions, analysis, diagnostic studies, surveys, expert consultations, etc. Documents are accessible online. The targeted sectors are governmental bodies, unions, and the export sector. The service is provided with financing from GTZ and the cooperation of countries of the region.

For more information: [www.eclac.cl/comercio/](http://www.eclac.cl/comercio/)

UNEP



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### Strengthening the mutual supportiveness of trade and environment policies

Understanding the relationship between Multilateral Environmental Agreements (MEAs) and international trade is critical in ensuring the mutual supportiveness between trade and environment policies at the international level, and facilitating policy coherence at the national level. The UNEP-UNCTAD CBTF fosters dialogue between trade and environment policy-makers to ensure that synergies between the two groups of actors are maximized and areas of potential tension are minimized. The CBTF convenes workshops back-to-back with WTO seminars to discuss these issues, and supports country-level projects focused on promoting the mutual supportiveness of MEAs and international trade.

### Assessing the impact of agricultural trade liberalization on biodiversity

In 2005, UNEP launched a four-year integrated assessment project involving six countries (Jamaica, Cameroon, Mauritius, Madagascar, Uganda, and Papua New Guinea) in cooperation with the CBD Secretariat, to identify the potential impacts of agricultural trade liberalization on sustainable development objectives, with a focus on biodiversity impacts, and to propose policy responses to mitigate negative and promote positive impacts. The overall aim of the initiative is to identify opportunities to maximize gains from trade-related policies in the agricultural sector, while minimizing impacts on biodiversity.

### Building national capacities to assess wildlife trade policies

UNEP is implementing a project focused on building national capacities to assess wildlife trade policies. Under this initiative, four developing countries (Madagascar, Nicaragua, Vietnam, and Uganda) are being supported to enhance capacities to assess, design, and implement effective and sustainable national wildlife trade policies. The initiative responds directly to calls by governments for international support in the review of their wildlife trade policies, and brings together the expertise of UNEP and UNCTAD, under the auspices of the UNEP-UNCTAD CBTF, the CITES Secretariat, and the Geneva-based Graduate Institute of Development Studies.

#### Case study on trade policy development:

In 2005, UNEP initiated six case studies in ACP countries focusing on the impacts of agricultural trade liberalization on sustainable development with a focus on biodiversity. Specific attention is paid to biodiversity given the global significance agricultural production has for biodiversity and eco-systems, the strong interdependence between biodiversity, food security and poverty reduction, and the impact trade liberalization can have by driving changes in land use and agricultural practices.

These case-studies aim to:

- Build national capacities in developing countries to conduct integrated assessment of trade-related impacts on biodiversity and human well-being;
- Develop and implement policy options which balance trade, development and biodiversity needs;
- Strengthen good governance in trade policy development by promoting stakeholder involvement; and
- Support implementation of the Convention on Biological Diversity.

Overall, these case-studies will contribute to the development and implementation of more sustainable agricultural trade policies in the sugar (Jamaica, Mauritius), cocoa (Cameroon), horticulture (Uganda), shrimp (Madagascar), and local cash crop (Papua New Guinea) sectors. By establishing a pool of experts at national, regional, and international levels working on issues at the interface of trade, agriculture and biodiversity, experience gained in this project will be further disseminated and replicated to other sectors and countries.

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## UNESCAP

UNESCAP is engaged in capacity development in trade research and trade policy analysis, dissemination and exchange of data, information and research outputs, and facilitation of interaction between researchers, policy-analysts and policy-makers, and government officials.

### Asia-Pacific research and training network on trade (ARTNeT)

ARTNeT is a regional network of 20 national-level research institutions in the UNESCAP region. It aims to increase the amount and quality of "homegrown" trade and investment policy research in the region, so as to provide governments with a sound basis for policy decisions. UNESCAP, with the support of core ARTNeT partners, including IDRC (Canada), the WTO, UNDP, and UNCTAD, provides the secretariat for the network and coordinates its activities. ARTNeT undertakes regional research projects, develops research dissemination mechanisms (policy brief and working paper series, regional trade publication database), increases interactions between policy-makers and researchers (regional consultative meetings), and organizes specific capacity building activities catering to researchers and research institutions from LDCs.

For more information: [www.artnetontrade.org](http://www.artnetontrade.org) or [www.unescap.org/tid/artnet/](http://www.unescap.org/tid/artnet/)  
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### Macao regional knowledge hub (MARKHUB)

MARKHUB was set up to develop capacity for evidence-based trade policy-making underpinned by a mutually supportive twinning process of generating home-grown research and the convening of regional policy dialogues. It is open to all members and associate members of UNESCAP but especially targets countries with poor research and analysis capacities. The two types of activities include: capacity building in research, delivery of research outputs and their dissemination through the MARKHUB Working Paper series in collaboration with ARTNeT, the WTO and other partners, and capacity building in area of trade policy formulation, monitoring and evaluation through regional policy consultations. MARKHUB is set up as a clearing house for exchange of research findings on and good practices in sustainable trade and development policies through working paper series, regional workshops and dialogues, and other activities. The service includes access to databases developed at ESCAP, as well as software, reference materials, and other relevant literature.



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## UNIDO

### Competitiveness analysis

UNIDO has been developing a trade-related analysis methodology, and building domestic capacity to undertake country and sector-level competitiveness analyses, since 2004. The development of competitive supply capability necessitates the identification of sectors and products that are suitable for local value addition and that represent a particular export potential compared to competing exporting countries. The methodology for such trade analysis has already been developed in Ecuador and Cameroon, and was introduced in Paraguay during 2006.

### Development of national quality policy and strategy

This service builds capacities of governments and industry-related institutions to improve their knowledge and the analytical skills required to formulate, implement and monitor export-oriented quality strategies and policies. This service helps to establish appropriate institutional arrangements within government structures to develop SQMT infrastructure, policy measures, and support programmes. Such services build competence not only at national level, but also within local authorities to enable them to devise coherent sectoral and local strategies for:

- Policy-related economic analysis;
- Policy formulation;

- Policy implementation; and
- Policy monitoring and impact assessment.

For more information: [www.unido.org/en/doc/5066](http://www.unido.org/en/doc/5066)

### Sectoral studies

Sectoral studies are prepared on the globalization and localization of value chains in industries of key importance for developing countries, such as food processing, textiles and garments, leather, furniture, biotechnology, automotive components and electronics. These studies assist developing countries and economies in transition to assess and benchmark the performances and the competitive position of their domestic industries and, on that basis, develop strategies for innovation and entry into global value chains. For more information: [www.unido.org/en/doc/5070](http://www.unido.org/en/doc/5070)

### Policy studies

Policy studies are prepared on key aspects of industrial governance. The objective is to help policy-makers and other stakeholders to improve the industrial governance system and the formulation, implementation, and monitoring of strategies, policies and programmes to enhance exports, productivity, innovation and learning. They also assist UNIDO in the formulation and implementation of technical assistance activities. They are disseminated through a series of Policy Briefs.

For more information: [www.unido.org/en/doc/5066](http://www.unido.org/en/doc/5066)

### Industrial statistics

UNIDO assists developing countries and countries with economies in transition to build capacities in the development of competitive productive supply capacities, both for domestic use and for regional or international trade, by providing technical assistance to:

- Introduce best practice methodologies and software systems to monitor and assess productivity performance and use it as a guide for policy-making; and
- Enhance the quality and consistency of industrial statistics databases so as to provide meaningful inputs for assessing productivity and industrial performance.

For more information: [www.unido.org/en/doc/5066](http://www.unido.org/en/doc/5066)

WB



### Support to country trade policies and institutions

Much of the Bank's country-level work is linked to operational priorities and projects in support of national capacity building in a variety of topics, including WTO accession, agricultural trade; the Doha trade agenda; Doha trade in services; trade facilitation; trade, growth, poverty and gender; export diversification, SPS, and WITS.

With regard to WTO accession, of special note is the Bank's six-year-old China programme, which has moved from pre- to post-accession issues, and is now reaching out to the provinces. In the last two years, the Bank has also been engaged on this topic in Cambodia, Ethiopia, Iran, Laos, Russia, Syria, Vietnam, and Yemen, with plans to expand into Central Asia in FY06. The strategy is to broaden the audience over time (e.g. successively involving government officials, academics, business, civil society) while deepening the programmes from general awareness-building to the specifics of designing reform.

The integration of learning activities with advisory services and lending projects has been instrumental in improving the quality of domestic trade liberalization in China, accelerating the path to WTO accession in China and Vietnam, and strengthening the consensus around both. China's continuing demand for trade-related learning and analytical contributions by the Bank, even following its accession to the WTO and its emergence as an export giant on global markets, reflects the success of these programmes.

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### Diagnosics

Trade-related diagnostics range from comprehensive diagnostics such as the DTIS carried out under the Integrated Framework, to trade chapters in Country Economic Memorandum or Development Policy Reviews (which are the key vehicles for the Bank's overall economic policy dialogue), and from regional studies, to more focused specialized analyses such as Trade and Transport Facilitation Audits or Standards and Conformity Assessments.

Our most recent diagnostic work covers more than 90 developing countries. This work is also complemented by a growing body of analysis for the private sector through *Investment Climate Assessments*, and new country data from *Doing Business Reports*. Knowledge of trade issues is no longer the major constraint to engage with countries on policy dialogue, to inform country developing strategies, or to integrate trade into operational programmes.

Altogether, this work is already helping to intensify the Bank's policy dialogue. Progress in integrating trade as a part of country growth strategies and country assistance strategies is taking place, albeit at a gradual pace, as has been highlighted in the recent IEG Review on trade. The Bank is working towards ensuring that in the future this trend will accelerate.

### Support to multilateral and regional trade negotiations

In line with the priorities of the World Bank Trade Department, the WBI has been engaged in a long-term programme of capacity building designed to improve the participation of developing countries in the Doha Development Round. To promote coherence with the WTO, the Bank has been scaling up joint activities, where the Bank stresses the link between the WTO agenda and countries' development objectives. The Bank has been coordinating with the WTO for many years in providing inputs into their Geneva-based trade policy courses, in the Joint Vienna Institute for transition economies, and more recently in the WTO regional trade policy courses in Africa, the Caribbean, and East Asia. For deeper cooperation, a WBI trade staff member is now posted in the Bank's Geneva office.

With the rise in regionalism, the Bank is now expanding its programme selectively to assist in the implementation of existing regional agreements and the negotiation of new bilateral deals. Priority is being given to ASEAN and Andean Pact negotiations with the US, and various African regional agreements and their free trade talks with the EU.

### Economic and Sector Work (ESW)

Most trade ESW falls into three categories: (i) broad, trade-centred studies, such as Diagnostic Trade and Integration Studies (DTIS), conducted under the Integrated Framework, and growth and competitiveness studies; (ii) trade chapters in Country Economic Memoranda; (iii) on-demand policy notes requested by clients. Topics vary widely and include tariff policies, impacts of FTAs, WTO accession, liberalization of services, and FDI. Examples of recent trade ESW include:

- 30 DTIS for LDCs under the Integrated Framework;
- trade chapters in CEMs for Peru and Nigeria;
- a major programme for South Asia, including policy notes (e.g., on services, garments), growth studies and competitiveness studies for Pakistan, India and Bangladesh;
- a study on gum exports for Sudan.

### Trade-related research

In addition, the Bank's trade-related research is an important source of information and analysis, playing a key role in informing developing countries of the implications of policy choices or WTO negotiating options. For example, the Bank's analysis of agricultural trade barriers highlighted the importance of market access in the WTO Doha Round. In FY07, Bank research on trade covered, for example, agriculture, services, trade and poverty, WTO/Doha, the overall trade restrictiveness index (OTRI), and investment and technology transfer. The Bank also provides assistance to research institutes based in developing countries, such as the Southern Africa Trade Research Network, and the Latin America Trade Network.

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## WHO

**Diagnostic tool and workbook on trade and health**

The diagnostic tool examines five components of the relationship between trade and health: 1) macroeconomics, trade and health, 2) trade in health-related products, including medicines and IP-related issues, 3) trade in products hazardous to health, such as tobacco products, 4) trade in health services - e-commerce, health tourism, FDI in health, cross-border movement of health professionals, 5) trade in foodstuffs. The diagnostic tool and its companion workbook, documenting best practices, data sources, decision trees, and international norms and standards, are currently being developed, and will be ready for implementation at the beginning of 2008. This will enable policy-makers to develop national policies and strategies related to trade and health, and to identify their capacity building needs in this area.

The national assessment papers on trade and health, which will come out of the implementation of the diagnostic tool, will be used to structure the requests for capacity building to these existing and new funding mechanisms. The diagnostic tool and workbook will also assist countries in preparing positions for trade and health-related bilateral and multilateral negotiations, as well as current multilateral global health diplomacy issues that have trade related issues - such as the intergovernmental Group on Public Health, Innovation and Intellectual Property, and the Intergovernmental Meeting on Avian and Pandemic Influenza Preparedness.

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## WTO

**General WTO-related technical assistance and training**

This area covers activities geared towards government officials with a broad overall WTO responsibility and a general knowledge of the multilateral trading system, and who are therefore neither specialists, nor technicians. This also includes officials who have recently assumed responsibilities with regard to the WTO, and have not had much exposure to the theory and practice of WTO rules and regulations and for whom this is an opportunity to exchange information and share experiences. The main purpose is to initiate officials to the rules of the WTO and/or to raise the general level of knowledge. Basic training aims to ensure that participants will have:

- developed a good understanding of all aspects of the WTO, including the Agreements (transfer of knowledge);
- improved analytical and negotiating skills (improvement of skills);
- learned to use effectively the relevant information and documentation on trade-related issues (autonomy);
- strengthened capacity to work in teams and in an international environment (teamwork);
- established and/or strengthened a network of contacts with each other and the trainers/experts (network);
- built institutional partnerships at the regional level for capacity building activities;
- fostered networks among institutions of higher learning and their academics.

**Specialized and advanced training and technical assistance**

National and/or regional seminars and workshops, as well as specialized courses, that can be held in Geneva or in the field, address specific topics and issues, and are geared towards the initiated and specialists/technicians. The criteria for participation are clearly indicated in the letter of invitation, and a selection process may be conducted. This category includes other products which are specific in nature, including technical missions and workshops, as well as tailor-made programmes for experts and visiting delegations in Geneva, and advice provided by the Secretariat in specific fields. In terms of objectives, it is expected that at the end of the courses the participants will have:

- strengthened their theoretical understanding of the WTO-related topic(s) specifically addressed in the course (transfer of knowledge);

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- strengthened their topic-related skills (improvement of skills);
- strengthened their confidence to actively engage in topic-related WTO work (confidence);
- strengthened their capacity to work in teams and in an international environment (teamwork); and
- established and/or strengthened a network of contacts with each other and the trainers/experts (network).

#### **National technical assistance activities**

The national TA activities will contribute to building sustainable trade-related national capacities, resulting in improved knowledge and skills of participants in areas defined by the beneficiary country concerned. Furthermore, each national TA will be guided by its own specific objectives addressing the needs of the participants.

The national activities focus on specific issues at the national level that, in terms of priority needs and depth of treatment, cannot be adequately covered in the regional seminars and in the Trade Policy Courses (TPCs). Occasionally, national seminars are of a broad and general nature. National seminars and technical workshops are conducted as a complement to the TPCs and regional seminars. The national demand would thus mainly be a function of what cannot be dealt with efficiently in the other training and assistance provided, including through regional seminars and, ipso facto, cannot always be anticipated. In order to better target the TRTA, beneficiaries would need to base their requests on a needs identification to be conducted by the beneficiary, possibly with the support of the WTO Secretariat. In addition, it would help if countries were in a position to indicate what assistance is already provided bilaterally (e.g. by donors) or multilaterally (e.g. by other agencies), so that overlap can be avoided and the WTO can provide its expertise.

#### **Technical assistance within the trade policy review mechanism (TPRM) framework**

The TPRM is a valuable forum for achieving transparency in, and understanding of, the trade policies and practices of Members. TPRs of developing and LDCs members have increasingly performed a technical assistance function and have been useful in increasing understanding of the trade policy structure in place and its relationship with the WTO Agreements, playing an important part in „capacity building and mainstreaming“. The main objectives of the reviews are:

- improved understanding in these countries of the WTO Agreements,
- enabling better compliance and integration in the MTS; and
- enhanced interaction between government agencies, also facilitated by the reviews.

#### **Assisting beneficiaries in conducting needs assessments**

It is generally recognized that the WTO's TRTA can more effectively contribute to building lasting capacity if it is planned and designed on the basis of a thorough assessment of the members' needs. Following the discussions in the CTD and in the informal consultations process, guidelines for needs assessment are prepared by the Secretariat to be used by beneficiaries in conducting their own needs assessment for TRTA. Beneficiaries will regularly be reminded of the value of the needs assessment process, thus providing a sound analytical basis in the delivery of TRTA. The objective of these guidelines is that member countries use them in the process of identifying their needs, bearing in mind that this task is the prime responsibility of the beneficiary country. The design of these proposed guidelines is based on the pilot needs assessments that were conducted through desk studies by the Secretariat. The guidelines are not prescriptive in any way, and countries are encouraged to adapt the approach to their own conditions. The Secretariat can assist beneficiaries in undertaking their needs assessment by providing data and information of direct relevance.

#### **Academic support for training and capacity building**

The ITTC has engaged in a process of developing partnerships between the WTO Secretariat and the trade policy-related academic community in member countries. These partnerships are designed to promote „joined up“ capacity building, simultaneously enhancing the capacity of the WTO to train government officials, building institutional and human capacity for such training in developing countries, contributing to the development of WTO-related curricula in academic institutions of higher learning, and promoting WTO-relevant research intended to strengthen national and regional negotiating capacity. The partnerships build on various activities already being undertaken by the WTO Secretariat. They will evolve over time, with certain activities increasingly becoming the responsibility of partners.

This integrated approach has two elements. These elements can in principle stand alone, but there is a strong argument in favour of their integration in order to increase prospects for sustainability. The elements of this integrated approach to academic partnerships for capacity building are:

- (a) training government officials through the establishment of joint lecturing arrangements at the regional level with academics and specialists;
- (b) building institutional partnerships at the regional level, and creating academic networks with institutions of higher learning.

WTO academic support includes:

- Regional trade policy courses
- Workshops for university professors on WTO matters
- Support programme for doctoral studies
- Programme for visiting academics
- Research collaboration
- Document dissemination programme for universities

### **Support training and technical assistance facilities**

The Secretariat has developed a number of products and technical assistance facilities that are aimed at providing general and specific support to delegations and beneficiaries, both in the field and in Geneva. In the field, this can include providing infrastructure support, through the reference centres, which facilitates access to WTO-related information, as well as training materials in different formats, including in print or electronically. Geneva-based support includes the Geneva week, introduction days, the WTO's trainee programmes and internships, assisting Geneva-based delegations, and briefing sessions, as well as assistance provided in conducting needs assessment.

### **Advanced training programme for senior government officials**

It is proposed to organize, in each region, a one-week advanced training programme designed for senior capital-based officials and decision-makers. The main objective of the advanced course is to inform national decision-makers about the key issues in the DDA and strengthen their knowledge-base in order to put them in a better position to fully participate in the negotiations. These programmes address the key issues in the negotiations, so as to inform beneficiaries of the state of play and/or outcome negotiations and possible national implications. It is intended that these programmes will be conducted in close collaboration with partner institutions in the various regions. Costs will be covered by trust funds.

### **Intensive course on trade negotiations skills**

The training provides instruction in pre-negotiation planning, effective negotiation strategies and tactics, and the management of the negotiation process that leads to a win-win outcome for all parties. These activities take different approaches, ranging from theoretical comprehension of previous and present negotiations, and enhancement of skills and techniques, to simulations, case studies, and use of data extracted from existing databases. The target group for the intensive course are officials with good knowledge of the WTO Agreements and who will serve as their government negotiators in regional or international trade negotiations. Costs will be covered by trust funds.



# [ Legal and Regulatory Framework ]



## LEGAL AND REGULATORY FRAMEWORK



*Food and Agriculture Organization*



*International Civil Aviation Organization*



*International Labour Organization*



*International Trade Centre*



*United Nations Conference on Trade and Development*



*United Nations Development Programme*



*United Nations Economic Commission for Africa*



*United Nations Economic Commission for Europe*



*United Nations Economic and Social Commission for Asia and the Pacific*



*United Nations Economic Commission for Latin America and the Caribbean*



*United Nations Environment Programme*



*United Nations Industrial Development Organization*



*World Bank Group*



*World Health Organization*



*World Intellectual Property Organization*



*World Trade Organization*

FAO



The FAO services relevant to this category relate to: i) WTO accession facilitation; ii) trade agreements; iii) awareness and negotiation of WTO agreements (on TBT, SPS, etc); and iv) TRIPS. (Assistance provided on the development side of these areas can be found in the category: Compliance Support Infrastructure and Services. The common aim is to assist members in drafting laws and regulatory frameworks in several areas related to agriculture and agricultural trade, notably related to the SPS, TBT, and TRIPS Agreements.

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#### **Legal framework improvement to match international agricultural treaties and obligations**

The main objective is to assist countries in each of these areas to: i) improve their legal framework and make laws compatible with international treaties and obligations, as well as support agricultural development; and ii) implement the provisions effectively so that countries develop their agricultural sectors and benefit from trade.

Through its Legal Office, FAO provides legal advisory services to governments on land, water, fisheries, plants, animals, food, forestry, wildlife and national parks and environment, and biodiversity, as well as general agricultural issues (institutions, trade, economic reform). This helps governments prepare laws, regulations, agreements and other legal texts. FAO advises on institutional structures and compliance with international law. An element of most advisory projects is capacity building through participatory training of national officials and consultants. One area where FAO has provided considerable amount of assistance to members has been assistance in drafting national plant protection laws in the context of the WTO TRIPS Agreement. Assistance in drafting national food laws, related to the SPS Agreement, has also been substantial. Establishing and/or strengthening National Codex Committees has also been a substantial part of FAO's capacity building activities, with a focus on providing policy advice for effective regulatory food control frameworks that harmonize with the SPS Agreement.

FAO also provides technical inputs to the ongoing WTO negotiations on fisheries subsidies. In the area of food safety and quality, the review of the existing food control systems, including national legal and regulatory texts, has often been the initial step to the provision of technical, scientific, and regulatory inputs for short, medium, and long-term improvements and for WTO agreements negotiations on TBT and/or SPS issues.

The services are provided mainly to national governments, but also to local government at different levels as necessary, and civil society organizations like farmers' organizations, by means of national and regional projects, and through the dissemination of information and analysis, and seminars. Depending on the area and project context, the services are also provided in collaboration with partners. For example, assistance in the area of food quality and safety is at times provided in collaboration with WHO.

For more information: [www.fao.org/Legal/advserv/advice-e.htm](http://www.fao.org/Legal/advserv/advice-e.htm)  
[www.fao.org/ag/agn/index\\_en.stm](http://www.fao.org/ag/agn/index_en.stm)

#### **Standard setting and harmonization**

On animal health, FAO seeks to address problems related to differing animal health and food safety standards in different countries, which can impede the smooth flow of regional and international trade, by harmonizing standards across the world. Emphasis is placed on the concept of „equivalency“ as a basis for acceptable safe food and animal trade and trade in animal genetic material.

In the area of plant protection, the IPPC is an international treaty, hosted by FAO, to secure action to prevent the spread and introduction of pests of plants and plant products, and to promote appropriate measures for their control. It is governed by the Commission on Phytosanitary Measures (CPM) which adopts International Standards for Phytosanitary Measures (ISPMs). In the area of trade, FAO provides assistance on all aspects of phytosanitary measures addressed by the SPS, including plant quarantine, as well as setting standards, exchanging information and fostering cooperation.

For more information: [www.fao.org/ag/](http://www.fao.org/ag/)



## ICAO

This service effectively address all issues related to economic regulation of air transport that have an impact on the efficient and orderly development of international civil aviation.

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### Economic policy and infrastructure management (EPM)

The objectives of the EPM sector are to:

- (1) Implement and promote ICAO's framework and policy guidance on economic regulation of international air transport;
- (2) Develop guidance in response to states' requests on emerging issues that have global implications; and
- (3) Facilitate and assist states in the liberalization process, and serve as the principal information source on economic liberalization.

The present evolution of the international air transport regulatory framework (globalization and trans-nationalization of markets and business operations in general) may increase the need for ICAO to facilitate and assist states in further air transport liberalization, and to keep its guidance on economic regulation current and responsive to the changes. The service is provided to governments (ministry of transport, civil aviation authority), airline associations and airport associations, airlines, airports, civil aviation professionals, consultants, and the travelling public. It is provided by the provision of technical support on a required basis, and the dissemination of information through publications (documents, manuals and circulars) and meetings (workshops, seminars, symposia, and conferences). The EPM sector has succeeded in developing template air services agreements (TASAs) for the guidance and optional use by states in their air transport relationships.

For more information: [www.icao.int/icao/en/atb/epm/index.html](http://www.icao.int/icao/en/atb/epm/index.html)



## ILO

### Technical cooperation on labour laws

The ILO offers technical cooperation and advisory services to member states and assists them in assessing and, where necessary, framing or revising their labour laws. This includes assistance in the development of national laws and regulations to allow ratification of Conventions and/or the implementation of International Labour Standards and the corresponding principles. ILO Conventions and Recommendations cover a broad range of subjects concerning work, employment, social security, social policy, and related human rights. Their ratification and implementation is an essential part of building an enabling framework that facilitates labour market preparedness, in particular, the human and social capital which underpin a country's productive capabilities, and thus also its trade capacity.

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The ILO has, since 1919, maintained and developed a system of international labour standards aimed at promoting opportunities for women and men to obtain decent and productive work, in conditions of freedom, equity, security and dignity. The ILO regularly examines the application of standards in member states and points out areas where they could be better applied. If there are any problems in the application of standards, the ILO seeks to assist countries through social dialogue and technical assistance.

The elaboration of these standards requires that the International Labour Office (the permanent secretariat of the ILO) undertakes thorough research on the national law and practice of member states, which provides the basis for proposals to the International Labour Conference as to the shape and content of an international instrument - to be eventually adopted in the form of a Convention, a Recommendation, or both.

The implementation of ILO standards is based, *inter alia*, on national laws and regulations, whose elaboration may require ILO technical assistance if requested. Furthermore, ILO assistance in the field of labour legislation may be requested by member states irrespective of whether they have ratified ILO Conventions, and/or in respect of fields which have not yet been addressed by ILO standards.

Member states request ILO advice in the field of labour law with a view to responding to various needs such as:

- developing national law so that it can fully implement ratified ILO standards;
- assessing and, where necessary, reorganizing the framework regulating the labour market with a view to adapting it to meet the country's current needs and challenges;
- taking account of emerging types of employment relationships so that they can be provided with a suitable regulatory framework;
- keeping informed about good practices with regard to a given field.

The labour law assistance provided by the International Labour Office can take different forms, including the following:

- (1) expertise for assessing the labour law framework in a given country, or, as the case may be, sub-region;
- (2) advice on the revision of labour law;
- (3) the drafting of laws or regulations;
- (4) technical comments on draft labour legislation, including comments in the light of ILO standards; this may include proposals for alternative wording;
- (5) assessment of the existing law enforcement machinery and procedures, including recommendations for improvements;
- (6) technical information on a wide variety of labour law subjects;
- (7) participation in national discussion fora, including parliamentary committees, on the assessment and revision of labour law;
- (8) training of national officials - support for the development of national competency.

ITC



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### Legal aspects of foreign trade

ITC promotes private commercial law-efficient solutions for dispute-resolution capabilities of arbitration and mediation centres. The needs of SMEs are targeted through a series of standardized model contracts for enterprises, and a simple users' guide for day-to-day international transactions. Institutional development and training are provided to improve the commercial dispute resolution capabilities of arbitration and mediation centres set up under Chambers of Commerce.

ITC assists policy-makers and trade promotion organizations in optimizing their country legal framework on international trade. The objective is to raise awareness, promote understanding of the impact on business development, and foster public-private interaction in particular on WTO agreements, on TBT, SPS, WTO, accession, dispute resolution, anti-dumping, subsidies and countervailing measures and safeguards, government procurement and TRIPS, and other multilateral treaties impacting on trade. In addition, ITC supports the analysis of and eventually the accession to 250 multilateral treaties impacting on trade (LegaCarta, the ITC database) taking into account the general relevance of these instruments and local/regional conditions.

Success stories / impacts achieved (2006):

#### *Understanding the legal environment*

All 16 African countries from the Joint ITC/UNCTAD/WTO Integrated Technical Assistance Programme in Selected Least-Developed and Other African Countries (JITAP) received initial training on LegaCarta, and a pilot project was developed for Benin. Intensive programmes were run in Romania and Vietnam by the Ministry of Commerce, in coordination with the Ministries of Justice and Foreign Affairs, the Bar Association, Law Schools, and the United Nations Commission on International Trade Law (UNCITRAL), the World Customs Organization (WCO), the International Institute for the Unification of Private Law (UNIDROIT), the United Nations Office on Drugs and Crime (UNODC), and the International Maritime Organization (IMO). In total, the LegaCarta programme was used in 43 countries in 2006.

*Strengthening commercial arbitration and mediation centres*

ITC's 'Chamonix II' Symposium on Managing Commercial Dispute Resolution Centres was attended by managers of 72 arbitration and mediation institutions from 60 countries. A highlight of the symposium was the announcement by the 26 African institutions present of the creation of the first Pan-African Arbitration and Mediation Association. As a follow-up, African arbitration institutions met in Southern and West Africa. They discussed ways to encourage the resolution of commercial disputes in Africa, thus saving costs and enhancing Africa's legal community. All participants in these events were self-financed.

For more information:

Legal aspects of international trade: [www.intracen.org/laft/](http://www.intracen.org/laft/)

Business and the multilateral trading system: [www.intracen.org/mts/](http://www.intracen.org/mts/)



## UNCTAD

UNCTAD implements trade-related technical cooperation and capacity building activities that assist developing countries, especially LDCs, to benefit from integration into the international trading system, international trade, and trade negotiations, and thus ensure development gains and poverty reduction. Activities include those aimed at monitoring and assessing the evolution of the trading system from a development perspective, formulating national trade policies and analyses in relation to poverty reduction, and developing trade and trade-related capacities. Key issues addressed include special and differential treatment, South-South trade, WTO accession, trade in services, TRIPS and development, development benchmarks (as in services), trade and poverty, and trade and gender. The interface between the multilateral trading system and regional trade agreements is also a key area of focus.

### **Assistance on WTO accession**

This work includes assistance on pre-, during, and post-WTO accession negotiations, implementation and policy and regulatory reform. Assistance provided includes technical advice, training of officials on WTO-related issues, procurement of IT equipment, and the provision of specialized consultancy services in specific areas to assist negotiating teams. In 2006, technical and advisory missions were undertaken to Bhutan, Sudan, Islamic Republic of Iran, Afghanistan, Bosnia and Herzegovina, Serbia, Timor Leste, Algeria, Laos, and Yemen, to assist them in their preparations, including for meetings of their Working Party, or accession-related documents. Intensive training sessions on managing the Working Party on Accession were organized for members of the negotiating teams in Geneva and in the countries' capitals.

For more information: [www.unctad.org/Templates/Page.asp?intItemID=3926&lang=1](http://www.unctad.org/Templates/Page.asp?intItemID=3926&lang=1)

### **Training activities on trade-related dispute settlement mechanisms.**

UNCTAD aims to make the rulings more accessible to trade negotiators. UNCTAD continued to develop knowledge and skills, and to contribute to strengthening developing countries' institutional capacities to deal with dispute settlement in international trade, investment and intellectual property.

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### **Capacity building activities under the JITAP**

As part of its capacity building support on the multilateral trading system, UNCTAD participates in implementing JITAP, with the WTO and ITC. The programme's assistance targets eight African countries: Botswana, Cameroon, Malawi, Mali, Mauritania, Mozambique, Senegal, and Zambia. UNCTAD also supports the WTO (with ITC) in the setting up of multilateral trading system reference centres and national enquiry points in participating countries. This support, which involved training and installation of library software, was provided by the Central Statistics and Information Retrieval Branch of UNCTAD's Division on Globalization and Development Strategies. The Global System of Trade Preferences (GSTP) received a boost with the accession, in November 2006, of Mercosur, comprising Argentina, Brazil, Paraguay and Uruguay. LDCs that apply for accession to the GSTP Agreement in 2007 will be invited to participate in the negotiations.

For more information: [www.jitap.org/](http://www.jitap.org/)

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## UNDP

**TRIPS and access to HIV/AIDS medicines**

The TRIPS and Access to HIV/AIDS Drugs Programme attempts to operationalize the 2001 Doha Ministerial Declaration on TRIPS and Public Health by building developing country capacity to provide access to HIV/AIDS drugs in the context of the flexibilities and safeguards within TRIPS, and in other trade agreements with IPR provisions (both bilateral and regional).

**TRIPS, trade and biodiversity**

The project aims at building capacities of developing countries to establish mechanisms for better management of plant variety rights, traditional knowledge, and natural resources, to ensure maintenance of agricultural biodiversity and food security.

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## UNECA

**ECA Geneva Inter-regional Advisory Services**

The long-term objective of the project is to provide trade-related technical assistance and capacity building to African countries to enable them to effectively participate in the current round of multilateral trade negotiations, as well as in other trade negotiations, including the EPA, bilateral and regional integration processes.

The project's immediate objectives are to:

- i) Enhance the negotiation capacity of the African WTO Geneva Group by providing technical support to the Group in formulating common negotiating positions and strategies on the various issues embodied in the Doha Work Programme;
- ii) Improve Africa's participation in multilateral trade negotiations by assisting African countries in drawing up formal submissions to the various negotiating committees and organs of the WTO;
- iii) Provide linkages for ECA with Brussels in the current negotiations on EPAs within the framework of the Cotonou Partnership Agreement;
- iv) Provide expertise and advisory services to African countries involved in multilateral regional, bilateral and sub-regional trade negotiations processes.

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**Support to the African WTO group**

ECA Geneva Inter-regional Advisory Services supports the African WTO group by attending the different meetings taking place at the WTO that are of interest to African countries. The African WTO Geneva Group is also provided with technical support in order to develop common positions within the framework of the various negotiations being undertaken in the current round of multilateral trade negotiations. This supports aims to:

- i) encourage effective participation in and contributions to the meetings of the African WTO Geneva Group, held every Tuesday morning in Geneva, to discuss recent developments in the WTO negotiations;
- ii) map out negotiating strategies for meetings of the various WTO organs and committees, as well as the formulation of such positions; and
- iii) contribute effectively to the efforts of African countries in the analysis of proposals and submissions made to the WTO by other members on issues under negotiation.

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**Retreats and brainstorming meetings for trade negotiators**

In collaboration with the African Union (AU) Geneva office, ECA Geneva office organizes retreats for African trade negotiators in order to discuss and synthesize negotiating positions as they evolve in the various WTO negotiating committees and organs.

As part of this technical assistance, ECA Geneva Inter-regional Advisory Services has participated in the organization of a number of high-level brainstorming meetings to help to build a common position among

African countries in relation to WTO meetings:

- Tunis, Tunisia (25 to 26 November 2004) - to review the outcome of the WTO July Package;
- Mauritius (11-13 June 2003) - to build a common position among African countries for the Fifth WTO Cancun Ministerial;
- Accra, Ghana 28-29 November 2003 – post-Cancun experts trade meeting for African negotiators and officials to help to clarify and analyze the African position for the follow-up to the Cancun Ministerial, and in preparation for the WTO General Council Meeting of 15 December 2003.

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#### **Training courses on negotiation process**

ECA Geneva Inter-regional Advisory Services participated in the preparation and organization of the programme of activities for training course on agriculture that took place in Tunis, 26-29 April 2004. This training course provided African delegates with a much clearer view of the negotiating process which takes place at the WTO. Further training courses will be organized in the near future.

#### **Follow-up on the ACP-EU negotiations**

During the second phase of EPA negotiations, the ECA Geneva Inter-regional advisory services provided technical assistance to African countries. In these negotiations, the ECA Geneva Office assisted African countries in developing common positions for the analysis of proposals on the issues under negotiation, in collaboration with the ACP Secretariat and other organizations.

#### **Follow-up on UN meetings**

ECA Geneva Inter-regional Advisory Services followed up on the discussions and negotiations that took place at UNCTAD, as part of the preparation for and contribution to UNCTAD XI in São Paulo, from 13-18 June 2004. ECA Geneva Office also collaborated in drafting the paper, "Regionalism vs. Multilateralism", which formed part of the background documentation for the round-table organized by UN Regional Commissions during UNCTAD IX.

The main beneficiaries are:

- Macro Level: governments, policy-making bodies, state planning organizations, etc.
- Meso Level: public or private trade promotion organizations, trade support service providers, professional and vocational human resource development/training organizations, finance providing organizations, chambers, associations and other networks, asset and infrastructure service (ICTs, etc) providers, information and know-how providers, training and consulting services, standard bodies, laboratories, etc.
- Micro Level: direct enterprise support (managers, professional staff of enterprises).

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## UNECE

#### **Reducing barriers to trade in goods and services**

The UNECE trade sub-programme aims to assist countries and enterprises in the region to increase their competitiveness by:

- Developing the infrastructure for international trade, including trade-related norms, standards, and tools to help reduce technical obstacles to trade;
- Encouraging the reduction or the elimination of barriers to trade through standards development and the exchange of best practices;
- Developing regional and international contact networks for national administrations and business communities, through Internet-based networks and high-level events on topical issues.

#### **Regulatory cooperation and standardization policies**

Differences between national regulatory regimes and between national and international standards may constitute a barrier to exports, especially for small companies that operate in developing and transition

economies. The interaction between regulatory and compliance regimes may further adversely impact on competitiveness.

To facilitate the integration of countries with economies in transition into regional and world trade flows, the UNECE provides regional and international forums for discussing concrete initiatives in the areas of technical regulation, standardization, conformity assessment, and market surveillance.

In particular, and with the overall objective of reducing or eliminating technical barriers to trade, the UNECE:

- elaborates recommendations and best practice to assist countries in creating a business-friendly standardization and regulatory environment that also protects consumers' health and safety, the environment, and other public interests;
- draws up proposals for harmonizing conformity assessment procedures in the region through agreed, objective criteria for metrology and conformity assessment;
- undertakes studies on ways to promote the wider use, in trade, of agreements on the mutual recognition of tests and certificates.
- promotes regulatory cooperation and mutual confidence among regulatory authorities (and trading partners).

Capacity building activities in this area of work consist of seminars and workshops that aim to:

- provide advice and assistance to countries on the implementation of agreed UNECE recommendations on regulatory cooperation and standardization policies;
- coordinate national regulatory and standardization policies and bring them in line with international practices;
- launch bi-lateral, regional or multilateral dialogues with a view to harmonizing the regulatory requirements for specific products/services.
- discuss the design and implementation of national conformity assessment schemes that are the least restrictive to trade while also ensuring confidence in national tests for exported products;
- promote market surveillance practices that provide adequate consumer protection while minimizing any adverse impact on trade.

The main beneficiaries are governments and state organizations that enforce technical regulations and ensure market surveillance as well as trade promotion organizations.

One of the most important recent achievements is the development of UNECE Recommendation "L", containing an "International Model for Technical Harmonization". The International Model is being put to use as a tool to facilitate regulatory convergence in a number of different sectors, in particular in telecommunications, earth-moving machinery, and more recently, oil and gas pipeline security, and equipment for explosive environments. Several regional organizations, both from within and outside the UNECE region, are also collaborating with the UNECE in order to use the International Model to support the alignment of their regulatory regimes in specific sectors or product areas. Among these are: the Commonwealth of Independent States (CIS), the Stability Pact for South Eastern Europe, the EurAsian Economic Community (EurAsEC) and the African Organization for Standardization (ARSO).

In this area, the UNECE cooperates closely with numerous organizations and agencies: national ministries, regulatory and market surveillance bodies, international standards-setting organizations (in particular the International Organization for Standardization (ISO), regional standardization organizations (including in the CIS region), organizations and agencies of the UN family, donor agencies (Swedish Development Cooperation Agency (SIDA), consumers and industry associations.

For more information:

[www.unece.org/trade/wp6/welcome.htm](http://www.unece.org/trade/wp6/welcome.htm)

[www.unece.org/trade/wp6/documents/wp6\\_tor.pdf](http://www.unece.org/trade/wp6/documents/wp6_tor.pdf)



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## UNECLAC

### Integrated database of trade disputes for Latin America and the Caribbean

The objective is to provide information and disseminate knowledge about the trade dispute systems in which Latin American and Caribbean countries participate to officials of ECLAC member countries, experts, members of the private sector, NGOs, students and other civil society institutions, and interested persons in general. It provides analysis of the main issues involved in trade disputes of interest to the region, and information on trade disputes rulings in relation to the WTO, Mercosur, Andean Community, Central America Common Market, and CARICOM.

The service contributes to comparative analysis by allowing different types of searches in relation to trade disputes under different sub-regional agreements in Latin America and in the WTO.

Inputs used: Individual expertise, training, seminars, workshops, conferences, group discussions and any educational course delivered to a group (on-site or in-house), technical missions, expert consultations, specialized advice, investigations, analysis, diagnostic studies, surveys, access to database and reference guides.

Impact: There has been wide diffusion of the database, through links in other institutions, including the WTO and the World Bank, and it has been highly praised by organizations competent in international trade.

For more information: [http://badicc.eclac.cl/controversias/index\\_en.jsp](http://badicc.eclac.cl/controversias/index_en.jsp)



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## UNEP

### Legal and regulatory frameworks in the fisheries sector

UNEP is conducting a number of activities addressing legal and regulatory frameworks, particularly in the fisheries sector. A main focus relates to the issue of fisheries subsidies. Through a series of workshops, analytic papers and country projects, UNEP promotes integrated and well-informed responses to the need for fisheries subsidies reform. The overall objective is to address the problem of inappropriate subsidies that contribute to widespread over-fishing and to the distortion of trade in fisheries products.

Through its work focused on the development of sustainability criteria for fisheries subsidies, notably in the WTO context, UNEP gives technical input for fisheries subsidies reform on the international, regional and national level. Previous WTO-related work has focused on artisanal fishing and Special and Differential Treatment for developing countries. To help countries create a supportive policy environment and to actually implement subsidies reform, UNEP is undertaking studies and demonstration projects on the identification and assessment of the economic, social and environmental impacts of trade liberalization and of fisheries subsidies (e.g. Ecuador, West African Region).

Another work-stream looks at fisheries access agreements, and assists developing countries in:

- Identifying and assessing the sustainability impacts of fisheries access agreements and related subsidies;
- Designing and developing trade-based measures to enforce responsible fishing under access agreements.



## UNESCAP

The aim of the services in this category is to increase national capacity to effectively negotiate, conclude and implement multilateral and other trade agreements supporting the internationally-agreed development goals.

### WTO/UNESCAP technical assistance programme

The programme's objective is to increase government officials' understanding of the current state of play of

negotiations under the Doha Development Agenda and the implications for trade policy-making at the national level, so as to assist UNESCAP members and associate members to have a better national planning process and implementation of WTO commitments, and thus lead to a strengthened multilateral trading system, and fulfil countries' development potential.

Among 62 members and associate members of UNESCAP, eight members and seven associate members have no WTO status, while thirteen have observer status and are at various stages of the WTO accession process. The region accounts for the highest proportion of countries that are not yet members of the WTO, and thus accession is an issue of special concern to UNESCAP.

The beneficiaries of the programme are mainly government officials in the Asia-Pacific Region (macro level), and occasionally researchers and policy analysts.

To facilitate networking, information-sharing and dialogue among governments, UNESCAP organizes regional seminars with trainers coming from the WTO, UNESCAP, and relevant partner institutions. Access to WTO and ESCAP databases is provided.

Since its initiation in 1999, this service has progressed in line with the evolving nature of the WTO negotiations. Recent activities cover the fields of TRIPS, Trade in Services, agriculture, NAMA, trade facilitation, and regional trade agreements. Over eight years, around one thousand trade policy-makers from developing countries in the Asia-Pacific region have benefited from this programme.

For more information: [www.unescap.org/tid/wto.asp](http://www.unescap.org/tid/wto.asp)

#### **EU/ESCAP joint projects on LDCs' accession the WTO**

The objective is to increase the ability of the governments and other stakeholders to manage accession to the WTO and develop broad-based, coherent trade strategies. The projects build and broaden the capacity of LDCs to understand and implement WTO commitments. The focus is on increasing the capacity of parliaments in the development area, and on implementation of social and poverty reduction policies in the context of globalization and WTO accession. They are part of the EU-Nepal and EU-Bhutan WTO assistance programmes. Other parts of the programmes are provided by UNIDO.

The main beneficiaries at macro level are governments of the LDCs (Bhutan, Nepal), state planning authorities and various ministries (e.g. on trade and industry); and at meso level are training organizations and other stakeholders from the public sector, private sector, academia and non-governmental organizations.

The service is provided through consultants and experts, both foreign and local, and professional ESCAP staff. Inputs used in delivery of the service vary by individual activity, but in general include: training, seminars, workshops, conferences, technical missions, study tours, expert consultations, specialized advice, analysis, and surveys. The service includes access to databases developed at ESCAP, as well as software, reference materials, and other relevant literature. It does not include purchase of hardware.

For more information:

[http://tcdbdb.wto.org/trta\\_project.aspx?prjCode=ASIE/2006/119-835&benHostId=189](http://tcdbdb.wto.org/trta_project.aspx?prjCode=ASIE/2006/119-835&benHostId=189)

[http://tcdbdb.wto.org/trta\\_project.aspx?prjCode=1850-MAC05002&benHostId=210](http://tcdbdb.wto.org/trta_project.aspx?prjCode=1850-MAC05002&benHostId=210)

#### **Strengthening the Asia-Pacific Trade Agreement (APTA)**

The objective is to enhance the national decision-making process of the current member countries, as well as the prospective member countries, in respect of APTA, thereby contributing to an increase in regional trade flows, to regional integration, and global integration in a WTO-consistent manner.

The target groups of this service are all the stakeholders of current member countries and prospective member countries of APTA, including trade policy officials from the government, professionals from academia and business sectors, and even NGOs.

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**Activities:** In order to improve in-depth information on the revitalized APTA to the target groups, in-depth study on the results of the third round negotiations was conducted by international consultants. To effectively disseminate results of analytical studies on the benefits and costs for each prospective member country, a series of national seminars in some selected prospective member countries are organized. There are also sessions of the Standing Committee and Ministerial Council of APTA. In addition, direct consultations between UNESCAP staff and relevant government officials have been made during the seminars and the meetings.

**Success and impact:** International consultants completed the in-depth, product-by-product analysis of the third round results of APTA by five APTA participating states (Bangladesh, China, India, Republic of Korea, and Sri Lanka) on intra-APTA trade, as well as its implications for eleven prospective economies (Bhutan, Cambodia, Indonesia, Mongolia, Myanmar, Nepal, Pakistan, the Philippines, Thailand, Vietnam, and Papua New Guinea). The result of analysis was presented during the national seminars, as well as at the 25<sup>th</sup> Standing Committee of APTA and Expert Group Meeting in November 2006. As a result, participating countries made progress in reaching a common understanding on the necessity of launching the fourth round of negotiations under APTA and further strengthening the Agreement.

For more information: [www.unescap.org/tid/apta.asp](http://www.unescap.org/tid/apta.asp)



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## UNIDO

### **Strengthening the regulatory framework for conformity**

UNIDO provides assistance to governments for the development of the legal and regulatory framework for the implementation of, in particular, the WTO agreements on Technical Barriers to Trade (TBT), and on Sanitary and Phytosanitary (SPS) measures, and their effective application in the area of standard setting and harmonization, metrology/calibration, product testing, accreditation, inspection, enterprise management system certification, traceability, and quality. This also includes legal and regulatory provisions for market surveillance, the promotion of consumer health and safety, animal and plant health issues, and the protection of the environment.



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## WB

### **WTO accession and trade policy training**

The Bank provides training for WTO accession countries (China, Vietnam, Russia, and in Central Asia). For example, in Vietnam, the Bank partners with a local institute to train over 1,100 parliamentarians, negotiators and researchers; and in China, it provides training for trade negotiators and provincial officials on agricultural trade policy and poverty, services, and implications of regional FTAs.

The Bank provides assistance related to: trade policy reforms and regional or multilateral negotiating options, such as market access modelling tools (Russia, Morocco, Indonesia, Bangladesh, Kenya), safeguards/anti-dumping (Andean countries, Morocco), services trade (Central American countries, Bangladesh), and other countries' FTAs (Egypt, Thailand).

### **Assistance on preferential trade agreements**

The Bank has also conducted comprehensive analyses of the regional preferential trade agreements (PTAs) that are reshaping the world trading system, and is providing technical assistance to countries negotiating PTAs in an effort to improve their design and help governments use them to promote domestic reforms.

## WHO



### Multilateral trade agreements and public health

WHO's training programme focuses on the implications for public health and four main WTO Agreements – namely the TBT, SPS, TRIPS, and GATS agreements. The health issues most relevant to these agreements are: infectious disease control, food safety, tobacco control, the environment, access to drugs, health services, and food security. Emerging issues are biotechnology, information technology and traditional knowledge.

For more information: [www.who.org/trade](http://www.who.org/trade)

### Training course on health policy in a globalized world

This course responds to an increasing demand from within and outside WHO for information related to health policy-making in a globalized world. The module includes:

- Globalization and health
- International trade law
- Trans/cross-border risks to public health security
- Migration of health professionals
- Foreign policy initiatives
- Ethics and human rights
- Aid for health
- International public health law
- Global public-private partnerships
- Global health governance
- Negotiating across boundaries for health development

For more information: [www.who.org/trade](http://www.who.org/trade)

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## WIPO



### Legislative assistance

The focus of the legislative assistance provided by WIPO has changed dramatically in the last two or three years. Until recently, developing countries were primarily concerned with implementation of international obligations and with streamlining internal procedures in order to facilitate access to IP for the different stakeholders. But most developing countries, particularly after the Doha discussions on intellectual property and health, are now focusing on how to make use of the wide flexibilities available to them. WIPO's legislative assistance work has prioritized the discussion and preparation of provisions on flexibilities under the major WIPO-administered treaties, as well as under the TRIPS Agreement.

Because of the sensitivity of this area, WIPO carries out legislative assistance on a bilateral and confidential basis in response to requests from individual member states. Many aspects of TRIPS flexibilities, resulting from this exercise, were incorporated into a piece of draft legislation on industrial property specially developed for the LDCs, and has been communicated upon request to the governments of a number of LDCs which are currently revising their legislation.

### Enforcement of intellectual property rights

WIPO continues to assist member states in efforts to render IP enforcement more effective, with activities focusing primarily on providing training for law enforcement agencies and the judiciary. WIPO ran or co-organized practical workshops on specific aspects of IP enforcement in a number of countries, including Burkina Faso, four Caribbean countries, Germany, Japan, Malaysia, Mozambique, Singapore, and Switzerland.

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## WTO

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### **Establishing and strengthening reference centres**

WTO Reference Centres on the multilateral trading system use information technologies to help decision-makers in developing countries better understand and make better use of the rules and mechanisms of the WTO. They are usually established at the national level of eligible beneficiaries, and are generally attached to the Ministry of Trade. Exceptionally, references centres can be established at the Permanent Mission and/or at the level of regional bodies and/or organizations. The main objective of establishing and strengthening Reference Centres is that government officials, the press, business community, academia, and other authorized users have better access to WTO-related trade information and documentation. Resource persons, namely coordinators, are attached to the Reference Centres, to help users find their way through the technical and legal documentation.

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# [ Supply Capacity ]



## SUPPLY CAPACITY



*Food and Agriculture Organization*



*International Atomic Energy Agency*



*International Labour Organization*



*International Trade Centre*



*United Nations Conference on Trade and Development*



*United Nations Economic and Social Commission for Asia and the Pacific*



*United Nations Economic Commission for Latin America and the Caribbean*



*United Nations Environment Programme*



*United Nations Human Settlements Programme*



*United Nations Industrial Development Organization*



*United Nations Relief and Works Agency for the Palestine Refugees in the Near East*



*World Bank Group*

## FAO



The basic aim is to create sustainable increases in agricultural productivity, competitiveness of the products produced, and improvements in the supply and availability of food and other products from the crop, livestock, fisheries and forestry sectors. Virtually all FAO activities, and especially field programmes, aim at and contribute to building the supply-side capability of agriculture and making the sector competitive in trade. Three services can be singled out as being most pertinent from the standpoint of FAO: i) value chain integration; ii) technology upgrade; and iii) rural linkages.

### Increase agricultural productivity

FAO aims to address the challenge of how to increase agricultural productivity to meet the growing food needs of populations and improve producer incomes.

The service is important because it promotes holistic systems approaches which recognize the economic and social - including gender - dimensions related to the transfer and adoption of appropriate technology. The resulting increased productivity can bring about rapid and major increases in production, trade, and producers' incomes.

The service aims to assist countries in the adoption of appropriate technology to intensify production systems in a sustainable way, and to ensure sufficient supplies of food and agricultural, fisheries and forestry goods and services. Some key components of the service include:

- monitoring advances in technology, including bio-technology, and analyzing their possibilities for enhancing production systems in member countries;
- promoting and assisting in the evaluation of promising techniques for the intensification and diversification of crop, livestock, fisheries and forest production systems;
- encouraging linkages among research and development experts, as well as user organizations within and across regions for problem-solving and opportunity identification, and enabling producers to participate in and have access to results of applied research; and
- enhancing sustainable production and processing of crop, livestock, fishery and forest products.

While advising on new techniques and promoting applied research, emphasis is placed on enabling producers to increase productivity to levels commonly obtained in field demonstrations using existing techniques. The main beneficiaries include governments, farmers' organizations, research institutes, etc. in developing countries and countries in transition. Inputs used include: expertise, training, seminars, workshops, conferences, group discussions, technical missions, expert consultations, specialized advice, etc. The services also include the provision of equipment, books, reference materials, etc. where resources are available.

Several FAO departments provide assistance on supply-side capability, and it is difficult to pinpoint a particular focal point. The Technical Department, which is FAO's operational arm, is the general contact address for information.

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## IAEA



### Assistance to improve production methods

Global trade is heavily regulated and developing countries in particular often struggle to meet regulatory requirements, and as a result their opportunities to gain greater access to global markets are curtailed. The objective is to assist member states to acquire the physical infrastructure and expertise to improve production methods, undertake quality control, and meet global trade standards

The broader effort here is for the IAEA, through its TC Programme, to increase the impact of S&T in helping member states to achieve their social and economic development objectives. Beneficiaries vary from sector to sector and country to country.

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Inputs used: Individual expertise, training, seminars, workshops, conferences, group discussions and any educational course delivered to a group (on-site or in-house), technical missions, expert consultations, specialized advice, investigations, analysis, diagnostic studies, surveys, etc. The service is provided in cooperation with national and regional institutions.



## ILO

### **Integrated sectoral strategies to build capabilities and improve competitiveness**

This service aims to support sectoral restructuring efforts, and assist the actors involved to improve competitiveness through the advancement of decent work. The underlying principle is that the promotion of decent work is not only a social objective, but also contributes to improved competitiveness in world markets.

One example is the ILO project in Morocco's textile and clothing sector. In the context of the restructuring of the sector, the project succeeded in facilitating constructive social dialogue between the principal partners of the textile and clothing sector. The government and social partners agreed to the principal elements of a new strategy for the industry which integrates both economic and social development, and decided to create a Bipartite Committee. In addition to the reinforcement of the social dialogue at the sectoral level, the project supports the emergence of a dialogue between management and workers at the enterprise level to improve both efficiency and working conditions. The ILO has facilitated discussions between the Bipartite Committee and strategic buyers on the marketing of Morocco as a socially responsible sourcing destination.

### **Value chain analysis, upgrading, and cluster development**

The aim of the service is to support the efforts of policy-makers to help enterprises that are inserted into global value chains to upgrade their productive capabilities. It is based on an approach that seeks to increase the competitiveness of national/regional clusters of enterprises in general and SMEs in particular. The latter are often neglected in value chain upgrading programmes. The service is provided to policy-makers, business organizations, training and productivity centres and enterprises, through the provision of resource material, diagnostics and surveys, training activities and technical support to Business Development Services (BDS). Most activities to date have been focused on agro-business.

### **Workplace practices**

In order to remain competitive in national and international markets, sustainable enterprises need to innovate, adopt environmentally friendly technologies, develop skills and human resources, and enhance productivity. The application of productive workplace practices, based on good labour-management relations and respect for workers' rights, provides an effective means of increasing enterprises' trade capacity and international competitiveness.

The ILO uses a two-part strategy to promote good workplace practices: documentation and dissemination of examples of good practices, case studies and guidelines; and, strengthening entrepreneurial management skills through capacity building and training resources that foster adoption of good workplace practices in micro, small and large enterprises. Implementation of capacity building and training are carried out through strategic partnerships with ILO constituents—governments, workers' groups, and employers' groups.

#### **Success story:**

The ILO's Factory Improvement Programme (FIP) helps participating enterprises increase productivity, improve working conditions, and strengthen collaboration and communication between managers and workers. The programme shows enterprises how to apply productive workplace practices based on good labour-management relations and respect for workers' rights as effective means of increasing the enterprises' trade capacity and international competitiveness.

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The programme demonstrates how effective enterprise-level practices can lead to measurably improved enterprise performance and conditions of employment. For example, an independent evaluation in Vietnam reported:

- Each factory had established Factory Improvement Teams. These generally comprised an equal mix of managers and workers, and all continue to operate some 14 months after the programme ended.
- A reduction in end-line production defects of 67 percent on average. In some workshops, reductions of over 90 percent were achieved.
- Raised awareness across all levels of the factories of quality and productivity issues (as demonstrated by the widespread continuing use of tools and techniques introduced by FIP).
- Reports from the factories themselves indicating productivity improvements.
- Alterations to working areas to ensure efficiency gains in production, enhanced worker safety, and an improved working environment overall.
- Heightened awareness of occupational health and safety issues in the participating factories and subsequent action taken to reduce hazards, such as the provision of safety equipment, the establishment of accident response procedures, and the reconfiguration of work areas.

Source: Factory Improvement Programme – Vietnam Final Evaluation (September 2006)

ITC



### Exporter competitiveness

The goal is to help develop internationally-competitive exporting SMEs by enhancing the competitiveness of existing enterprises and supporting the creation of new competitive exporting enterprises, including in poor communities.

In order to achieve this, ITC has developed the following main competency areas:

- Development of certified experts in Trade Support Institutions (TSIs), equipped with methodologies and tools to provide training and counselling services for building exporter competitiveness;
- Expertise provided to develop and increase the capacities of entrepreneurs to:
  - Strategize and effectively plan, allocate and control resources;
  - Design, produce and supply competitive products and services;
  - Market and sell products and services.

ITC supports enterprises in the acquisition of an in-depth knowledge of markets' potential to add higher value to products and services, and to diversify their exports. The aim is to allow them to effectively manage their business functions, and to have the capacity to convert commercial opportunities into actual business.

ITC's efforts have been traditionally focused on specific sectors: services, including tourism; creative industries; coffee; horticultural products; jute and hard fibres; leather; organic products; spices and herbs; textiles and clothing; wood and wood products.

A special emphasis is placed on capacity building of export marketing, including the establishment of partnerships, matchmaking capabilities, and product design and branding. ITC provides export information related to technology, marketing, and merchandising aspects of packaging. Enterprises can also be coached in creating business linkages in export markets by providing them with training and consultancy in sectors with trade potential, and organizing enterprise matchmaking events. In some cases, advice covers e-business solutions, and using business outsourcing and networking for ICT-enabled export development and web marketing.

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Success stories:

*The Philippines - Using ICT in business*

ATIIFTAP, ITC's regional training hub for Asia-Pacific, helped "13 PM Enterprises", an established manufacturer of educational toys and games, to expand internationally by diagnosing its needs using the software tool E-SME. The analysis found that poor inventory control and cramped quarters were hampering the company's development. ITC helped the company establish a web presence ([www.13pment.com](http://www.13pment.com)) under the E-Trade Bridge Programme. As a result, the enterprise now successfully exports to the United States, Malaysia and Singapore, and has generated over 150 qualified inquiries and 80 new orders, representing a sales increase of 250 percent.

*Managing supply chains*

In Senegal, manufacturers of cereal products, and an organic honey cooperative representing more than 5,000 small honey collectors, were coached in developing new product ranges and market approaches. As a result, enterprises developed new lines of health foods and natural cosmetics that are becoming increasingly popular with affluent West Africans and visitors. Another example was a project with producers of food products and suppliers of packaging services that resulted in enterprises accessing profitable new market segments when they discovered that there was a large demand for simple, low-cost packaging for poorer households in the region.

For more information:

Business support services: [www.intracen.org/menus/busserv.htm](http://www.intracen.org/menus/busserv.htm)

"e" solutions for management functions: [www.intracen.org/etradebridge/welcome.htm](http://www.intracen.org/etradebridge/welcome.htm)

Market development services: [www.intracen.org/mds/welcome.htm](http://www.intracen.org/mds/welcome.htm) and [www.intracen.org/servicexport/welcome.htm](http://www.intracen.org/servicexport/welcome.htm)



## UNCTAD

### The BioTrade Initiative

This initiative is aimed at stimulating trade and investment in biodiversity-based products in developing countries to promote sustainable development in line with the three objectives of the Convention on Biodiversity (CBD):

- i) conservation of biological diversity;
- ii) sustainable use of its components;
- iii) fair and equitable sharing of the benefits arising from the utilization of genetic resources.

The initiative collaborates closely with various actors, including government, the private sector, NGOs, local and indigenous communities, and academia, to set up programmes that enhance the capability of developing countries to produce value-added products and services derived from biodiversity for both domestic and international markets.

The BioTrade Initiative comprises three complementary components:

- country and regional programmes (through national focal points and regional partners);
- policy development and trade facilitation;
- Internet services.

For more information: [www.biotrade.org](http://www.biotrade.org)

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### Investment policy reviews

Investment Policy Reviews (IPRs) conducted by UNCTAD provide developing countries with an external tool to assess how they stand at a given point in time in attracting FDI in line with national objectives, and assist in promoting the role of FDI as a source of external financing for development. IPRs encompass the following:

- An examination of the country's objectives and competitive position in attracting FDI;
- An audit of the country's FDI policy framework and administrative structures and procedures;
- A survey of firms to obtain investor perceptions and experiences;
- A round-table meeting of stakeholders to discuss preliminary findings, policy options and recommendations; and
- A presentation at appropriate intergovernmental and international forums where other governments and private sector representatives can familiarize themselves with the country's investment environment and policies.

In 2006, two IPRs were completed (Rwanda and Morocco) and two were published (Colombia and Rwanda). A further IPR, Nigeria, is in progress. Follow-up on IPRs was carried out for Algeria, Egypt, Ghana, Kenya, Lesotho, Peru, Rwanda and Zambia.

For more information: [www.unctad.org/Templates/StartPage.asp?intItemID=2554](http://www.unctad.org/Templates/StartPage.asp?intItemID=2554)

### **FORINVEST (Policy framework for attracting foreign investment)**

FORINVEST provides assistance to developing countries in strengthening their capacity to create and manage the policy and operating climate in which foreign investment and international business can thrive.

It provides advisory services and training packages related to investment policy, investment legislation, investment codes, technology transfer and mechanisms for attracting investment, such as export processing zones and build-operate-transfer arrangements.

For more information: [www.unctad.org/Templates/Page.asp?intItemID=1976&lang=1](http://www.unctad.org/Templates/Page.asp?intItemID=1976&lang=1)

### **STAMP (Strengthening and/or streamlining FDI agencies)**

The aim of STAMP is to provide assistance to developing countries and economies in transition in strengthening their investment institutions, especially investment promotion agencies (IPAs); streamlining their modes of operation and approval processes; monitoring the quantity, quality and impact of inflows; and promoting host countries as attractive locations.

### **Other investment-related programmes**

The Investment Gateway is an electronic tool in support of investment promotion and facilitation. It is a web-based content management system, which works as an engine to collect, organize and display information. IPAs, or other entities in charge of investment promotion and facilitation, can use it to provide content for their web site and offer online services. It can be configured to individual countries' needs and installed at a fraction of the cost of similar systems. The system is composed of four modules offering online information on investment opportunities, regulations, investors, and the country's business environment.

Investment guides for LDCs prepared by UNCTAD with the International Chamber of Commerce are designed to serve as:

- (a) objective descriptions of opportunities and conditions for potential investors; and
- (b) credible and attractive marketing tools for Governments.

The project also incorporates a capacity building element through:

- (a) the training of local consultants engaged to gather information and produce partial drafts;
- (b) the close involvement of the investment agency in the entire process; and
- (c) project workshops that strengthen dialogue between investors and the Government, and create a greater awareness of the importance of promoting the country as a location for FDI.

Guides published so far can be viewed either on the UNCTAD web page ASIT: [www.unctad.org/asit](http://www.unctad.org/asit) or at [www.fdi.net](http://www.fdi.net) or on the ICCWBO web site: [www.iccwbo.org](http://www.iccwbo.org)

### **Science and technology**

The objectives are:

- Enhancing the scientific and technological capabilities of developing countries and countries with economies in transition; and
- Facilitating their access to new and emerging technologies.

This is accomplished in particular by providing policy advice and supporting those countries' efforts in strengthening the human resource base by organizing special training events, and analyzing and disseminating information on best practices in the development and transfer of technology, particularly new technologies.

For more information: [www.unctad.org/Templates/StartPage.asp?intItemID=2529&lang=1](http://www.unctad.org/Templates/StartPage.asp?intItemID=2529&lang=1)

#### **Connect Africa project**

This partnership project was established in late 2004 by UNCTAD, in cooperation with the "Centre des Technologies de l'Information" of the State of Geneva. The aim of the project is to provide hands-on training to ICT engineers and technicians from African LDCs. The first country to benefit for the project was the Kingdom of Lesotho. The project provided training to engineers and other technical personnel. It also provided 220 personal computers with software installation for use in a number of areas, including schools. Mali was the second beneficiary. More than two hundred personal computers, 14 servers and other telecommunications equipment were shipped to Mali, and installed at a number of school districts across the country, where they were also connected to the Internet. In addition, about 100 personnel were trained to use ICT through the project, entitled 'Cyber-Education of Mali'.

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#### **Enterprise development**

The objectives are:

- to improve SMEs' growth and international competitiveness; and
- to stimulate entrepreneurial potential.

In this respect, the *EMPRETEC* programme was established to:

- improve the beneficiary country's development prospects and the outlook for job creation;
- mobilize entrepreneurial resources;
- help SMEs to compete in liberalizing and globalizing markets by fostering entrepreneurship, innovation and partnering; and
- offer SMEs the skills, technology, opportunities, training and information necessary to help them realize their objectives, expand their activities, and establish productive, stable linkages with foreign companies.

The programme creates the institutional capacity to stimulate employment-creating investment, and technology transfer and exports through the development of indigenous entrepreneurs and innovative SMEs.

EMPRETEC promotes the creation and growth of SMEs through a business support network. The network is a self-sustaining and active coalition of public officials, entrepreneurs, corporate managers, bankers and executives of transnational corporations.

The main beneficiaries are SMEs, entrepreneurs with potential, women entrepreneurs, key country institutions and governments. It is important to highlight the fact that EMPRETEC transfers its methodologies to the counterpart institution in all the countries where the programme becomes operational. UNCTAD/EMPRETEC works with national institutions rather than individual entrepreneurs.

For more information: [www.unctadxi.org/templates/Startpage\\_\\_\\_\\_6511.aspx](http://www.unctadxi.org/templates/Startpage____6511.aspx)

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#### **Capacity development and e-applications**

UNCTAD also aims to build up and strengthen local capacities in member countries by using information and communication technologies.

As part of the partnerships launched at UNCTAD XI, UNCTAD has designed a technical assistance package (the e-Tourism Initiative) aimed at promoting the application of ICT in the sector of tourism so as to enable developing countries themselves to exploit their tourism resources and benefit from greater autonomy in creating and promoting their own brand.

The package builds on the experience accumulated by UNCTAD in the application of information technologies in economic development projects. It comprises three elements: (a) an electronic platform and a busi-

ness model that help countries to identify, standardize, coordinate and propose tourism services offered by local enterprises online; (b) a method: collecting information about the tourism and craft sectors, standardizing it and distributing it on the Internet; and (c) a partnership approach: enabling all stakeholders to coordinate their resources and objectives.

For more information: [www.unctadxi.org/templates/Startpage\\_\\_\\_\\_\\_1195.aspx](http://www.unctadxi.org/templates/Startpage_____1195.aspx)

### Information and communication technologies and e-business

UNCTAD supports interested developing countries in the establishment and implementation of policies and actions aimed at realizing the opportunities for economic development generated by ICT and their application to business and government operations, emphasizing efforts in sectors and industries of particular interest to developing countries.

Policy advice and capacity building activities carried out by UNCTAD in the area of ICT and e-business include:

- support for the formulation of national e-strategies for development;
- reinforcement of the policy-making capacity of developing countries in the field of ICT, with a special focus on the statistical measurement of access to, and use and impact of, ICT;
- strengthening of the capacity of developing countries to be active participants in international discussions concerning ICT, e-business, e-commerce and related matters, including through policy analysis dissemination and awareness creation among policy-makers in developing countries;
- analysis of legal and regulatory frameworks for e-business and e-commerce;
- discussion of the implications of free and open source software;
- use of ICT and e-business to maximize the development potential of sustainable tourism in developing countries; and
- general capacity building for the adoption of e-business and e-commerce practices by SMEs.

For more information: <http://r0.unctad.org/ecommerce/>

UNECLAC



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### Analysis of public-private partnership for innovation and export development

UNECLAC aims to discover “basic operational principles” that are common in areas such as:

- the creation of public motivation to promote a public-private coordination;
- the construction of public consensus (the public cost of supporting innovation is not always politically attractive);
- the methodologies of diagnoses of “binding constraints” that face private sector enterprises when they try to innovate and internationalize;
- the degree of pro-activity of the public sector, its level of automation, mechanisms of coordination in the public sector, budgets of promotion agencies;
- mechanisms in order to articulate the company with the academy and research centres; and
- modalities of selection of policies and programmes.

The service contributes to the current process of analysis of the different production sectors in Latin America, and the way that a public-private partnership could help the process of innovation and export development in the region. It provides information to governments, NGOs, students and other civil society institutions on trade dispute rulings in relation to WTO, Mercosur, Andean Community, Central America Common Market and CARICOM.

The service is provided through seminars, workshops and the publication of a book on the subject. Inputs used: interviews with experts, individual and group expertise, training, seminars, workshops, conferences, group discussions and any educational course delivered to a group (on-site or in-house), technical missions, specialized advice, investigations, analysis, diagnostic studies, surveys, expert consultations, etc. The services target governmental bodies, and the export sector.

For more information: [www.eclac.cl/comercio](http://www.eclac.cl/comercio)

Publicaciones Serie Comercio Internacional [www.eclac.cl/Id.asp?Id=28848](http://www.eclac.cl/Id.asp?Id=28848)



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## UNEP

### Promotion of sustainable agriculture

The agricultural sector is critical for many countries as a source of livelihood, food security and economic development. UNEP has been assisting countries to promote sustainable agriculture in a number of sectors, including banana, cocoa, gum, cotton, and rice. As part of this work, UNEP is assisting countries to assess the impact of trade liberalization on sustainable agricultural development, to develop more sustainable agriculture and trade policies, and to pursue agricultural policies that lead to “win-win” outcomes, such as organic agriculture, which may offer prospects for environmental protection, market access, poverty reduction and enhanced food security. In this context, UNEP has supported - under the auspices of the UNEP-UNCTAD CTBF - a multi-stakeholder process which has led to the development of a regional organic agriculture standard in East Africa. The East African Organic Products Standard (EAOPS) represents the second regional organic standard in the world after the European Union standard, and the first ever to have been developed in cooperation between public, private and NGO sectors. The EAOPS is expected to boost organic trade and market development in the region, raise awareness about organic agriculture among farmers and consumers, and create a unified negotiating position that should help East African organic farmers gain access to export markets and influence international organic standard setting processes.

For more information: [www.unep-unctad.org/cbtf](http://www.unep-unctad.org/cbtf) and [www.unep.ch/etb/pdf/Update\\_OA\\_07.pdf](http://www.unep.ch/etb/pdf/Update_OA_07.pdf)



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## UNESCAP

The common aim of services in this category is to analyze policies and their effectiveness in creating a strong and diversified enterprise sector, especially SMEs, to strengthen the capacity of governments and private sector institutions to improve the investment climate, and to promote enterprise capacity development through research and analytical studies, training courses, policy dialogues, expert group meetings, and round-table discussions.

### Promotion of Sub-national Innovation Systems (SIS)

UNESCAP has implemented various activities to promote an enabling domestic environment and raise the capacity of SMEs to compete in regional and global markets. One of the projects it has implemented concerns the promotion of sub-national innovation systems - a tool to strengthen SMEs’ global competitiveness and expedite their integration into the global value chain. In 2006, several regional consultative meetings were held that focused on the development of a SIS policy framework, and four national workshops were held to promote the development of indigenous SIS policies and SME strategies to strengthen technology and innovation capacity.

### Facilitate the integration of SMEs in the Greater Mekong Sub-region (GMS)

The secretariat has been active in facilitating the integration of SMEs in the Greater Mekong Sub-region (GMS) in regional and global supply chains by organizing expert group meetings and workshops, which contributed to government-to-business interaction and the identification of common interest in developing a programme of action. The programme will be expanded to include other regions and sub-regions. In addition, the United Nations “Asian and Pacific Centre for Agricultural Engineering and Machinery (UNAPCAEM)” in Beijing has undertaken projects and networking activities with the purpose, amongst others, of strengthening rural enterprise and rural SME development.

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### Increasing the contribution of business to sustainable development

This project aims to build the capacity of Global Compact country networks to promote implementation of CSR and Global Compact principles in Asia and the Pacific. The three-year project started in September 2007, and is implemented in close consultation with the Global Compact Office and other specialized UN agencies which are members of the UN Global Compact Inter-agency Team.

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### Research and analysis of regional cooperation in reforming business climates

Apart from technical assistance, the secretariat has continued in-depth research and analysis of selected trade and investment topics, such as the role of and modalities for regional cooperation in reforming business climates. UNESCAP's analytical work aims to identify the role and modalities for regional cooperation in reforming the business climate to facilitate the efforts of countries in the region to attract FDI.

### Studies relating to regional cooperation to address technical barriers to trade

Another area of study relating to regional cooperation to address technical barriers to trade aims to provide an overview of the present status of SPS and TBT and identify the key issues for enterprises, including SMEs, and to compile a list of good practices at the national and regional level for facilitating effective compliance.

For more information: [www.unescap.org/tid/industry.asp](http://www.unescap.org/tid/industry.asp)

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## UNHABITAT



### Lake Victoria Local Economic Development (LV-LED) initiative

With aim of revitalizing local economies in the Lake Victoria region, UN-HABITAT, through RULSUP, is taking the lead in developing a broad programme of regional development activities – the Lake Victoria Local Economic Development (LV-LED) initiative – in collaboration with FAO, IFAD, ILO, UN-HABITAT, UNIDO and WFP, as well as Common Fund for Commodities (CFC) and government institutions.

LV-LED will build on and complement the goals and achievements of UN-HABITAT's Lake Victoria Water and Sanitation initiative (LV-WATSAN). It is increasingly recognized that the positive developmental effects of measures to improve water and sanitation facilities can be maximised when they form part of broader regional development strategies that promote balanced territorial development through enhanced urban-rural development linkages.

LV-LED thus aims to strengthen the regional economy, notably through improved agricultural productivity and the development of complementary urban markets. On the agricultural side, particular emphasis will be given to the provision of alternative irrigation facilities, appropriate financial intermediation, and the procurement of farmers' surplus agricultural produce. In addition, partner agencies will support the creation of sustainable employment and income-earning opportunities by providing an enabling environment for the development of agro-processing and other small-scale industries in urban areas, together with appropriate urban development strategies.

The ultimate objectives of this initiative are to improve the livelihood of the poor in both rural and urban areas, and to accelerate local economic development through the enhancement of socio-economic linkages between rural and urban areas.

For more information: [www.unhabitat.org/content.asp?cid=4619&catid=292&typeid=13&subMenuId=0](http://www.unhabitat.org/content.asp?cid=4619&catid=292&typeid=13&subMenuId=0)

### Banana drinks project in Uganda and Tanzania

One of the first concrete examples of LV-LED is the construction of two banana drinks-processing and packing facilities in Tanzania and Uganda. With cooperation from the governments of Tanzania and Uganda, UN-HABITAT, UNIDO, FAO and CFC are jointly funding the construction of facilities – one in Kagera, Tanzania, and the other in Kampala, Uganda. The project aims to add value to banana drinks produced by farmers for urban markets, through improved quality, preservation, packing and marketing.

The project was conceived as an income diversification intervention for coffee farmers who inter-crop coffee and bananas in the Lake Victoria region. Banana-based beverages are already produced in small quantities in this region, mainly by women. Their production, however, is mostly home-based and just enough to satisfy the local demand in villages. Due to poor processing and packing facilities, as well as poor transport and marketing arrangements, these drinks are not marketed in sufficient quantities in secondary towns

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where the potential demand is much greater. Besides funding the construction of modern processing and packing industrial plants in Kampala and Muleba, respectively, the project will establish five collection centres in the region and provide extension services to farmers. In addition, the project will organize farmers into efficient suppliers of raw material for banana and other fruit-based processing companies. The project is also expected to provide tangible benefits to women engaged in the production and sale of banana-based beverages.

The overall goal of the project is to alleviate poverty in the region through commercialization of higher value added banana-based products, and thus to improve links between rural products and urban markets. It will generate employment in both participating farms and the two urban processing plants. The project is also expected to reduce migration from rural to urban areas in selected communities in the Lake Victoria region by increasing farmers' income.

[www.unhabitat.org/content.asp?cid=4620&catid=513&typeid=13&subMenuId=0](http://www.unhabitat.org/content.asp?cid=4620&catid=513&typeid=13&subMenuId=0)



## UNIDO

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### Techno-economic assessments

Techno-economic surveys and assessments of specific industrial (sub-)sectors are essential for the development of competitive productive supply capacities for national, regional, and international markets. UNIDO undertakes such assessments for key (sub-)sectors where developing countries have a potential competitive advantage to increase traditional and non-traditional exports, in particular, food and fish processing, leather and leather products, textiles and garments, and wood and non-wood forest products.

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### Product and process design and development

Product development and process upgrading constitute a key link between available indigenous resources and the competitive processing of such resources, and are vital for the creation of tradable commodities and products for insertion into national, regional and global value and supply chains. Product and process design and development activities include, *inter alia*, selection of species, ensuring safety, and improving characteristics, functionality, performance, product appearance, packaging and supply management. In this context, UNIDO also focuses on marketing intelligence issues such as client and market requirements, competition potential, segmentation, branding, and effective communication of product values to consumers.

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### Development of sectoral technology centres

UNIDO assists in the dissemination of modern, sector-specific production or processing technologies, particularly by supporting a network of technology centres, thereby enabling enterprises to better meet quantity and product quality requirements of world markets. Focus sectors include the agro-processing sector (in particular, food and fish), textiles, and leather. These centres also provide support and advice on technology-related analyses, related development options, policies and strategies, to relevant government bodies, professional associations, and manufacturers. This support and advice includes measures to strengthen R&D capacity, technology support and (vocational) training.

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### Food hygiene management

UNIDO provides advisory services to assist enterprises to achieve compliance with SPS requirements, in particular, through the provision of good food processing practices, including Good Hygiene Practices (GHP), Good Manufacturing Practices (GMP), and the identification of critical control points for food contamination during processing (HACCP). UNIDO trains local consultants and institutions for the replication of such advisory services to local industries on a continuous basis. UNIDO is also involved in capacity building in the area

of food hygiene and safety through implementation of GHP and HACCP in the food industry, and the establishment of food safety systems that are based on risk analysis, prevention, and traceability.

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#### **Advisory services on enterprise management systems**

Exporting enterprises face buyer or market requirements, based on international good practices or standards, where they have to demonstrate their capability to manage hygiene and food safety (HACCP/ISO 22000), quality (ISO 9000), environmental impact (ISO 14000), or social accountability (SA 8000), etc. Non-compliance leads to the exclusion from international production or trade relations. UNIDO builds-up national and regional capacities to assist enterprises in the establishment of such management systems. This takes the form of training consultants, of staff of sectoral technical centers, and the support to the establishment of pilot systems in enterprises. At the same time, national or regional certification capacity for such systems is strengthened.

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#### **Advisory services on traceability**

Clients or markets request exporters to be able to trace back a product from “shelve or fork to farm”. As part of its SPS-related activities, UNIDO provides advisory services to establish national or regional traceability centers for agro-industrial exports. These centers in particular provide assistance to producers, warehouses, manufacturers, plant quarantine institutions on the establishment of a documented chain of product flow from the origin of the product until the market place. A notable success is the establishment of the Egyptian Traceability Centre for Agro-Industrial Exports (ETRACE). In May 2006, ETRACE carried out a mock traceability alert in cooperation with a supermarket in the UK, which demonstrated that the source of rejected produce could be identified within 24 hours.

#### **Cleaner production and energy efficiency**

Waste management, energy efficiency, environmental impact management and ISO 14000 are some of the key market requirements for a number of agro-processing, textile and leather processors and exporters. In this area UNIDO aims to improve the productivity and competitiveness of companies in developing countries, as well as to improve their access to international and more local markets, through the application of cleaner production techniques and technologies. The activities focus on building national capacity in cleaner production by awareness-raising, training, conducting in-plant demonstrations, audits within the processing sectors, and policy advice to the government. As a result of these activities, it is expected that many export-oriented enterprises will increase their production efficiency and therefore improve productivity and competitiveness, as well as their environmental performance through greater resource efficiency (material and energy). Consequently, they will be in a position to reduce their production costs, to improve the quality of their products, and to obtain greater access to international markets. Furthermore, national capacities will be in place to ensure replication of cleaner production practices and methods, and to ensure that cleaner production concepts are also applied to new industrial investments.

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#### **Export consortia**

One effective way of helping SMEs to reduce risks and improve their chances of accessing export markets is to build export consortia - a specialized form of SME network. Export consortia enable SMEs to combine their knowledge, financial resources, and contacts, and therefore significantly improve their export potential, while cutting costs involved in penetrating foreign markets. UNIDO is currently implementing export consortia projects in Tunisia, Morocco, Jordan, Uruguay and Peru by training national promoters of such consortia in both the public and private spheres, and encouraging a favourable institutional and regulatory environment for their development. For example, eleven export consortia have recently been formed in Tunisia, and more than ten institutions are engaged in their promotion. In Peru, the project is accompanying six groups toward the creation of export consortia - a one-week training programme was organized to train 40 export consortia promoters, and two seminars were organized to sensitize key institutions on the subject. At the global level, a training course on export consortia was conducted in June 2006, in cooperation with the Italian Federation of Export Consortia, and the International Training Centre of ILO. The course was attended by 26 participants representing public and private SME support institutions from all over the world.

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### **Cluster development**

Markets have become increasingly demanding, and meeting their requirements in terms of volume, quality, and delivery time is often problematic for small-scale firms, since individual enterprises lack the necessary competence, resources, and knowledge. To address this challenge, UNIDO has developed a strategy based on improving the capacity of firms to work together and collectively address local and global markets. The approach targets clusters (i.e. agglomerations of enterprises) where geographical proximity and shared business interests facilitate collaboration between firms. UNIDO is currently implementing cluster development projects in a number of countries in Asia, Africa, and Latin America. In this framework, UNIDO provides training and technical assistance in project implementation to so-called 'Cluster Development Agents', i.e. professionals and institutions responsible for facilitating the process of cluster development. Awareness-raising seminars and training are also provided to public sector institutions and policy-makers involved in the cluster initiative. Additionally, UNIDO promotes "cluster-to-cluster" activities, i.e. exchange and partnerships between institutions and enterprises belonging to different but related clusters, in order to expand their knowledge of markets and production processes. Learning resources and informative material on this programme are made available on-line: [www.unido.org/cluster](http://www.unido.org/cluster) and [www.unido.org/psd-toolbox](http://www.unido.org/psd-toolbox).

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### **Supply Chain Development Programme (SCDP)**

This programme aims to increase productivity and sustainable economic progress by enabling institutions in the public and/or private sectors to establish or strengthen linkages with national and international production systems and global value chains. Such linkages promote global partnerships and the integration of developing countries into the world economy. As part of this programme UNIDO has established Sub-contracting and Partnership Exchanges (SPX), which are technical information, promotion and match-making centres that facilitate production linkages between small, medium and large manufacturing firms and enable them to link up with global markets and supply chain networks. Forty-four Subcontracting and Partnership Exchanges have been set up by UNIDO in 32 countries, creating a worldwide network of industrial contractors and suppliers.

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### **Export-oriented investment**

UNIDO's investment promotion programmes have been promoting export-oriented investments to help developing countries attract FDI, while at the same time to expand exports to improve trade. Seminars and workshops have disseminated information about preferential agreements such as AGOA, EBA, and GSP, where quota-free and duty-free import opportunities are offered to eligible developing countries. As part of the programme, UNIDO has developed Investment and Technology Promotion Networks (ITPOs) that are also involved in developing export-oriented investment projects.

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### **Responsible Entrepreneurs Achievement Programme (REAP)**

CSR is becoming a key requirement for access foreign markets. REAP contributes to aligning the economic, social and environmental aspects of business in selected target countries. The programme consists of SME and cluster-directed training and business advisory services, as well as policy-related initiatives and strategic capacity building efforts. The programme is implemented in cooperation with a variety of qualified local CSR consultants who are licensed by UNIDO. Licensing requires successful participation in a UNIDO-led one-week REAP training course. At the core of the programme is the REAP software, a CSR-reporting and management tool for SMEs. The software allows for a CSR-related risk assessment, internally as well as along supply chains, and supports strategic performance improvements.

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### **Business Partnership Programme**

UNIDO's Business Partnership Programme is a multi-stakeholder partnership approach to strengthen linkages between trade partners (producers and buyers). The programme, which has been successfully applied in different sectors (for example, automotive components, textiles, and food-processing) and in different countries, permits SMEs to benefit from the technological and managerial expertise of large corporations, thereby enhancing their productivity and international competitiveness. The UNIDO Business Partnership Programme pulls together the complementary resources of the UN, relevant research institutions, and the busi-

ness community, for the benefit of SMEs. The programme has developed guidelines for the formation and management of such multi-stakeholder partnerships.

## UNRWA



### **Microfinance and Microcredit Programme (MMP)**

The goal of the MMP is to promote economic development and alleviate poverty. The programme operates at micro-level by providing direct credit for enterprise, household consumption and housing needs which provides income-generating opportunities for Palestine refugees and other poor and marginal groups. The service is provided through MMP branch offices. In addition, through its micro-enterprise training programme, which operates only in the Gaza Strip, the MMP contributes to employment-generation and economic development. In its 16 years of existence, the MMP has financed over 126,000 loans totalling US\$131 million.

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For more information: [www.un.org/unrwa/programmes/mmp/overview.html](http://www.un.org/unrwa/programmes/mmp/overview.html)

## WB



### **IFC assistance to agricultural trade companies**

A growing part of the World Bank/International Finance Corporation's agribusiness portfolio consists of transactions with integrators and traders, enabling IFC to reach a large number of ultimate beneficiaries in an efficient manner and at a competitive cost. Such key clients are major players in the commodity sector, interacting directly with farmers and producers.

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### **Supporting South-South investments**

As part of the strategic priority, 'Build Long-Term Partnerships with Emerging Players in Developing Countries', IFC places a lot of importance on supporting South-South investments. These investments often promote trade, either directly or through the transfer of knowledge and expertise.

For more information: [www.ifc.org/](http://www.ifc.org/)



# [ Compliance Support Infrastructure and Services ]



## COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES



*Food and Agriculture Organization*



*International Atomic Energy Agency*



*International Trade Centre*



*United Nations Economic Commission for Europe*



*United Nations Economic Commission for Latin America and the Caribbean*



*United Nations Industrial Development Organization*



*World Bank Group*

FAO



Since the Uruguay Round in particular, when agricultural trade was covered by the GATT/WTO in a more comprehensive manner, several new or redefined legal and regulatory frameworks have been developed which define basic rules for conducting agricultural trade. For the developing countries in general and the LDCs among them in particular, complying with these rules and developing associated infrastructure and services so that they all can participate in trade has become a challenge. The common aim of all services in this category is to assist countries in both complying with these rules and in developing associated infrastructure.

The services provided under this category include: i) good practices (GAP, GMP, HACCP); ii) TBT, SPS compliance; iii) standards and technical regulations compliance; and iv) consumer protection. The services are aimed at governments, food control agencies, food industry, veterinary services departments, research institutes, etc.

### **Strengthen food quality and safety programmes to meet SPS and TBT requirements.**

The main purpose of these services in general is to assist countries in improving human health, animal health and the phytosanitary situation, and in particular – in the context of international trade in agriculture, fisheries and forestry – to assist members as they adjust to and comply with sanitary and phytosanitary measures necessary to achieve the appropriate level of protection in their trade, in line with the WTO SPS and TBT Agreements. Key activities include: i) building capacities (technical assistance through, for example, establishing and strengthening national veterinary services and food control systems); ii) coordination and resource mobilization to help countries comply with SPS and TBT standards; iii) assisting countries to participate in international standard-setting work; and iv) sharing information (web portal, network groups and regional and global fora).

This work is very important because consumers increasingly demand safe food, yet trade and globalization have increased the risk of food-borne health hazards and plant pests, and disease, across borders, endangering both human health and agriculture. It is also significant that these international standards are being used as references for the settlement of disputes in the WTO.

In the case of food and animal trade, the obligations of WTO members with SPS and TBT Agreements have resulted in a significant upturn in requests for FAO technical assistance. In the case of TBT, FAO's activities are largely confined to trade-related technical measures on trade in forestry products.

### **Strengthen live animal and meat import and export inspection programmes**

The adoption by the SPS of Codex Alimentarius and OIE standards, guidelines, and recommendations as benchmark standards for the international animal and food trade has created a marked interest among developed and developing countries in OIE and Codex activities and associated animal health and food control matters.

To facilitate trade, members are seeking FAO's assistance in strengthening their live animal and meat import and export inspection programmes. In fisheries, assistance is provided to Codex and member countries to promote science-based standards, harmonization and equivalence, and to strengthen fish export control programmes. This is of particular interest to developing countries which contribute around 50 percent (in value) of the international fish trade.

### **Capacity building work in the framework of Codex Alimentarius**

In the area of food safety and quality, FAO's capacity building work in the framework of Codex, in collaboration with relevant partner organizations and institutions, aims to further enhance the respective roles of the agriculture and health sectors in ensuring the quality and safety of the food supply, to upgrade the capacity of developing member countries in food safety and food quality assurance and to support their effective participation in Codex work, resulting in strengthening national food trade programmes, as well as national food control systems. The farm-to-table approach (food chain approach) to food safety and consumer protection has been the core approach for such capacity building activities, providing opportunities for cooperation between all units involved in the production, processing, handling, storage, and distribution of food products, as well as in food safety control and standards development.

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### Technical assistance in compliance

Technical assistance is provided by FAO in a variety of ways, including through: i) training programmes; ii) strengthening veterinary and food laboratory services with equipment, supplies, methodology, personnel training and technology transfer; iii) improving disease prevention and control activities, as well as inspection activities, by providing equipment, developing inspection procedures and conducting training programmes; iv) preparation of training manuals and guidelines; and v) providing expert consultations on a variety of these areas.

For more information: [www.fao.org/ag/](http://www.fao.org/ag/)



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## IAEA

### Assistance to meet global standards and international regulations

The objective is to ensure that member states meet global standards and international regulations in their production and management processes in order to increase the competitiveness of their goods and services. This service is relevant to ensure consumer safety and production on the one hand, and on the other to provide member states with cost-effective modern production and management methods.

The broader aim is for the IAEA through its TC programme to increase the impact of S&T in helping MSs achieve their social and economic development objectives. Beneficiaries vary from sector to sector and country to country.

Inputs used: Individual expertise, training, seminars, workshops, conferences, group discussions and any educational course delivered to a group (on-site or in-house), technical missions, expert consultations, specialized advice, investigations, analysis, diagnostic studies, surveys, etc. The service is provided in cooperation with national and regional institutions.

### Assistance related to non-conformity with safety and quality standards

This service aims to enable developing countries in particular to gain greater access to global markets, especially for consumable agricultural products. The objective of the TC programme is to help MSs make more use of S&T in order to achieve their social and economic development objectives. There are a variety of different beneficiaries in the sectors and the countries receiving assistance.

Inputs used: Individual expertise, training, seminars, workshops, conferences, group discussions and any educational course delivered to a group (on-site or in-house), technical missions, expert consultations, specialized advice, investigations, analysis, diagnostic studies, surveys, etc. National and regional institutions cooperate with UNIDO to provide this service.



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## ITC

### Standards and quality management

The common aim is to provide the business sector with information (through publications and trainings) on technical requirements in export markets, including mandatory regulations (technical regulations and sanitary and phytosanitary measures) or voluntary regulations (private standards set by buyers such as big retailers). ITC follows an integrated method which includes a quality component forming part of a broader exports-development approach. This component consists of providing assistance to enterprises in quality needs assessment, designing implementation plans, and follow-up mechanisms. It also includes advisory services on product development and product differentiation, and building awareness on certification schemes.

In this context, ITC also supports accreditation bodies, certification bodies, inspection bodies, and testing laboratories to obtain international recognition e.g. through accreditation or recognition in the importing country.

ITC specializes in short-term, fast interventions, addressing urgent needs, which have a direct and immediate impact on trade. Activities focus on assisting intermediary trade support institutions to develop services in export quality management by undertaking gap analysis and helping design implementation plans for conformity assessment bodies, including coaching on recognition processes.

Success stories / impacts achieved (2006):

*Establishing national accreditation bodies*

Following ITC's advice, the government of Kyrgyzstan has set up a national accreditation body. This is a major shift from its inherited Soviet-era-quality infrastructure, in which activities related to standardization, conformity assessment, metrology, and accreditation, were bundled under a single body, and brings Kyrgyzstan into line with the recognized international practice of keeping the accreditation function and conformity assessment bodies separate in order to avoid a conflict of interest.

*Assuring quality*

In order to help countries demonstrate their compliance with stringent international market requirements, particularly those related to agro-industry products, ITC placed emphasis on improving the capability of local quality assurance service providers to be recognized internationally. The Malawi Bureau of Standards was helped to upgrade its ISO 9001 certification scheme. In addition, needs assessment was carried out in several testing laboratories in Bangladesh, Malawi and Tajikistan, and an action plan was prepared for their improvement towards obtaining international accreditation.

For more information:

Export Quality Management: [www.intracen.org/eqm/](http://www.intracen.org/eqm/)

UNECE



**Agricultural quality standards**

(This service also relates to the Supply Capacity category)

Many developing and transition economies lack the capital, technology, and human resources to meet internationally-agreed commercial agricultural quality standards. This places these countries at a competitive disadvantage because compliance with these standards is widely used by importing countries as a condition for granting access to developed economy markets. The implementation and enforcement of these standards by developing countries, especially LDCs, would considerably facilitate exports of their agricultural products, thus helping them to develop the agricultural sector and raise average incomes, especially among rural populations.

In order to promote the greater economic integration of its members into regional and global markets, the UNECE through its Working Party on Agricultural quality standards (WP.7) provides a forum for governments to develop internationally-harmonized agricultural quality standards

UNECE has developed 85 standards for fresh fruit and vegetables, dry and dried produce, early and ware potatoes, seed potatoes, meat, eggs, and cut flowers. All issues of commercial quality that have implications for international trade are discussed in different specialized groups, and assistance is offered to countries that are interested in implementing UNECE standards (e.g. training workshops and seminars). Each standard is developed in full cooperation with all interested parties (member and non-member countries of UNECE, international governmental and non-governmental organizations), and every effort is made to come to a consensus acceptable to all. For meat standards, in particular, the secretariat prepares publications that include internationally-agreed specifications written in a consistent, detailed and accurate manner, and using comprehensive colour photographs and diagrams to facilitate practical application of the standards.

The main beneficiaries of the technical assistance activities carried out by the UNECE in this area are governmental agencies, specifically those in charge of inspecting agricultural produce imports and exports. Associations of producers, exporters, traders, and processors, also participate in the work, and benefit from a better understanding of the standards that are required by export markets.

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UNECE WP.7)

Capacity building activities consist of technical workshops and study visits to laboratories and factories/testing facilities, etc. that help countries successfully adapt their human and technical infrastructure to changing market requirements. All UNECE agricultural quality standards and implementation guides are available on the Internet and via CD-Rom.

Workshops have been organized at a national level in Georgia, Moldova and Mongolia. Currently, WP.7 has a UNDA project proposal that has been short-listed for financing in the 2008-2009 biennium. The project will be implemented by the UNECE in joint collaboration with the Economic Commission for Africa (ECA), the Economic and Social Commission for Asia and the Pacific (ESCAP), the Economic Commission for Latin America and the Caribbean (ECLAC), the Economic and Social Commission for Western Asia (ESCWA), the United Nations Conference on Trade and Development (UNCTAD), the United Nations Industrial Development Organization (UNIDO), and Codex Alimentarius.

In this field, UNECE works closely with all units of the UN System and also with other organizations, e.g. the European Community, the OECD, and the Codex Alimentarius Commission.

For more information: [www.unece.org/trade/agr/welcome.htm](http://www.unece.org/trade/agr/welcome.htm)

For other, related UNECE work undertaken in the area of Regulatory Cooperation and Standardization Policies, see part 3: Legal and Regulatory Framework.



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## UNECLAC

### Studies and assistance on compliance

Although in a non-recurrent manner, UNECLAC's Division of International Trade and Integration has made important contributions in terms of conformity and compliance by preparing studies and offering assistance in terms of dissemination of good practices in relation to TBT, SPS compliance, standards and technical regulations compliance, and national/regional standardization.

For more information: [www.eclac.cl/comercio/default.asp?idioma=IN](http://www.eclac.cl/comercio/default.asp?idioma=IN)



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## UNIDO

To access global markets, exporters must prove compliance with international standards and technical regulations. The necessary institutional infrastructure to govern compliance-related issues include: a metrology body, a standards body, chemical, microbiology and other testing laboratories, inspection services, a certification body for systems certifications, and an accreditation body.

In particular, UNIDO provides the following services for each compliance-related infrastructure:

### Standardization bodies support

- The establishment or strengthening of existing standardization bodies by the provision of training, setting up of sub-sectoral technical committees, and pilot standards development exercises.
- Promotion of the adoption of standards at national and regional level, and assistance for a country's participation in regional and international standards-setting or harmonization forums and networks.
- Assistance for the development of product conformity mark schemes.
- Pilot projects for capacity building related to both product standards and systems standards such as ISO 9000, ISO 14000, ISO 22000, SA 8000, and traceability.

**Metrology (measurement) laboratories support**

- The establishment or strengthening of laboratory capacities for industrial and legal metrology capabilities covering measurement and calibration requirements in accordance with the manufacturing and export needs of the country. This support involves assisting in the physical set-up and start-up of laboratories, including upgrading measurement equipment, training technicians, providing assistance in networking, and participating in inter-laboratory comparisons, as well as providing support for accreditation.
- Implementation of the UNIDO software „Measurement and Control-Chart Toolkit“ (MCCT) to meet the requirements related to metrological control of the ISO 9000:2000 standards.

**Testing laboratories support**

- The establishment, or strengthening to achieve international accreditation, of laboratory capacities for material and product testing, primarily for microbiological and chemical analysis, and secondarily for specialist laboratories for industrial sub-sectors with export potential.
- Assistance in specifying testing and equipment requirements, technical support for the harmonization of testing procedures, training of staff including assistance in networking, and participating in proficiency testing schemes, as well as providing support for accreditation.

**Accreditation bodies support**

- The establishment or strengthening of accreditation bodies for the accreditation of system certifiers, inspection bodies and laboratories, and for the management of proficiency testing schemes.
- Assistance to national accreditation bodies to obtain international recognition from the International Accreditation Forum (IAF) and the International Laboratory Accreditation Cooperation (ILAC) through pre-peer evaluation mechanisms in order to achieve multilateral recognition agreements so that the national accreditation has global acceptance and can facilitate market access.

**Development of competent authorities for fish and horticulture exports**

Competent authorities for fish and horticulture exports are in charge of inspecting products to be exported to the EU at different stages (production, processing and distribution). The European Commission requests that developing countries intending to export goods to the Community provide accurate and up-to-date information, as well as evidence of the procedures and controls used to inspect these products. UNIDO assists developing countries to establish and upgrade institutions and government bodies that are to become an EU-recognized competent authority in the field of fish and horticulture.

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WB

**Lending to meet trade standards**

The Bank provides lending to meet trade standards in agriculture (and industry), particularly in East Asia and Europe-Central Asia. While the scale of this work is still relatively small, the Bank's lending portfolio for standards has grown from US\$44 million (in 7 projects) in 2003, to US\$150 million (in 25 projects) in 2006, and is expected to reach US\$300 million in 2007.

**Agri-food standards support**

An important strand of the Bank's trade-related work is related to standards. Given the critical role that trade in agricultural products has in catalyzing rural growth and poverty reduction, the Bank:

- raises developing country awareness about evolving public and private standards;
- identifies priorities for investment, regulatory reform, and other measures to attain compliance;
- identifies and disseminates 'good practices',
- supports inter-donor coordination for capacity building;
- provides technical and financial assistance at the country level;
- provides on-line courses on trade and agro-food standards and services;
- organizes workshops on export development and diversification; and
- organizes regional courses on agricultural trade regionalism/EPA in Africa.

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www.worldbank.org

## Programmes, Services and Activities by Area of Intervention

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At the country level, SPS capacity assessments, stakeholder consultations and action plans are being undertaken in 14 countries — in East and Southeast Asia (China, Vietnam and Laos), South Asia (Bangladesh, India and Pakistan), Eastern Europe (Armenia and Moldova), and Africa (Kenya, Tanzania, Rwanda, Niger, Uganda and Zambia). Examples of other projects include: agricultural diversification in the Philippines; agricultural competitiveness in Kazakhstan, Burkina Faso, and Zambia; EU accession support for Croatia, Bosnia and Romania; food safety in China, livestock competitiveness and food safety in Vietnam; and supply chain interventions in Bosnia and Northeastern Brazil.

The background is a teal gradient. In the upper left, there are three interlocking gears of varying sizes, rendered in a lighter teal color. In the lower right, there is a stylized globe showing the continents of North and South America. The globe is also in a lighter teal color. A dark teal horizontal band runs across the middle of the page, containing the title text.

# [ Trade Promotion Capacity Building ]

# TRADE PROMOTION CAPACITY BUILDING



*International Trade Centre*



*United Nations Economic Commission for Africa*



*United Nations Economic Commission for Latin America and the Caribbean*

ITC



### Trade Support Institution strengthening

The strengthening of Trade Support Institutions (TSIs) is a fundamental element in ensuring that trade capacity building is sustainable. ITC's goal is to ensure that exporting SMEs get an effective and sustainable support. The objective of this competency practice is to enable export service delivery channels.

In order to achieve this, ITC is committed to developing the capacity of TSIs, through the active support in the creation and development of TSIs, as well as enabling TSI networks at national, regional and international levels.

The major tasks include:

- Improving the functional system of the TSIs. ITC builds the capacity of TSIs in relation to key elements including: private sector orientation, autonomy, adequate funding, professional staff, provision of relevant services, a well-defined organizational strategy and work programme, flexibility, and mechanisms for ongoing evaluation. ITC uses methodologies for operating or establishing TSIs, provides training to perform business diagnostic surveys, to design business strategies, and to plan implementation, provides network opportunities at international level, and trains overseas representatives.
- Supporting TSIs to deliver services to client SMEs. ITC uses a wide array of training packs and professional certification programmes related to enterprises' needs to cope with cash management, trade flows, and export market requirements. TSIs are also being provided with advice and training on how to develop and deliver appropriate information systems and services with special emphasis on the collection and treatment of trade tariff and investment data.
- ITC, by bringing TSIs into networks and developing the corresponding evaluation and performance measurement tools, provides them with an opportunity to benchmark against peers.
- Finally, ITC strengthens their capability to participate in export development strategy design and implementation. The objective is that TSIs improve their analytical capacities to develop and advocate for responses in the area of trade development, including the possibility of building alliances and networks.

Success stories / impacts achieved (2006):

#### *Connecting trade support institutions*

ITC provided support for the Sixth World Conference of Trade Promotion Organizations (TPOs) and the Second World TPO Awards in Buenos Aires, Argentina, in March 2007. The TPO Conference remains the most important biennial opportunity for chief executives and other senior TPO officials to meet and exchange information and views on issues of global importance to these institutions. ITC was an active participant at regional TPO network meetings in the Caribbean and Europe: at the Seventh Forum of TPOs of the Greater Caribbean, and at 48<sup>th</sup> European TPO conference. Operating with limited resources, ITC has continued to upgrade and promote the TPONet web site: [www.tpo-net.com](http://www.tpo-net.com)

#### *Africa - Promoting service coalitions*

In 2006, the largest ever 'Bridges Across Borders' event for services industry associations in the transportation, construction, and financial services sectors was organized for 300 participants from 15 sub-Saharan African countries. This resulted in numerous inter-regional projects being planned among participants to facilitate service exports in the regions.

For more information:

Trade support infrastructure: [www.intracen.org/instasptp/](http://www.intracen.org/instasptp/)

Trade information reference system: [www.intracen.org/tirc/welcome.htm](http://www.intracen.org/tirc/welcome.htm)

Enterprise management development services: [www.intracen.org/emds/welcome.htm](http://www.intracen.org/emds/welcome.htm)

World Export Development Forum (WEDF): [www.intracen.org/wedf/welcome.htm](http://www.intracen.org/wedf/welcome.htm)

TPO Net: [www.tpo-net.com/2007conference.htm](http://www.tpo-net.com/2007conference.htm)

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## UNECA

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### Chambers of commerce cooperation

Many of the activities undertaken by the Trade Division in ECA have often focused on issues on trade promotion in Africa. ECA has worked with African Chambers of Commerce and Investment Promotion Agencies. Indeed, ECA was the first to try and promote an African Chamber of Commerce.

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## UNECLAC

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### Inter-regional partnership for promoting trade

The objectives are to strengthen the international competitiveness, as well as the negotiating capacity, of developing countries by sharing knowledge on problems and best practices in relation to trade promotion and diversification in various countries and regions; to encourage a greater participation of SMEs in the global supply networks, and in designing and implementing trade facilitation policies at the national and regional levels; and to ensure a greater use of knowledge management and ICT in supply chain management.

The project is relevant in promoting the understanding and implementation of trade facilitation instruments and supporting the WTO negotiators in their deliberations on the topic. The activities have greatly helped to increase the knowledge and technical expertise on trade facilitation amongst the Regional Economic Commissions. The project enhances the implementation of trade facilitation instruments by countries in the region, and raises awareness of these instruments among SMEs.

It provides information on paperless instruments and WTO negotiations to SMEs, governments, NGOs, students and other civil society institutions.

The service is provided through seminars, workshops and a web site on the subject. Inputs used: interviews with experts, individual and group expertise, training, seminars, workshops, conferences, group discussions and any educational course delivered to a group (on-site or in-house), technical missions, analysis, diagnostic studies, surveys, expert consultations, etc.

For more information: [www.eclac.cl/comercio](http://www.eclac.cl/comercio)

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# [ Market and Trade Information ]

## MARKET AND TRADE INFORMATION



*Food and Agriculture Organization*



*International Trade Centre*



*United Nations Conference on Trade and Development*



*United Nations Economic Commission for Africa*



*United Nations Economic and Social Commission for Asia and the Pacific*



*United Nations Economic Commission for Latin America and the Caribbean*



*United Nations Industrial Development Organization*



*World Bank Group*



*World Health Organization*



*World Trade Organization*

FAO



The common aim of services in this category is to provide information and analysis on trade and markets at the global, regional and national levels, with a view to assisting policy-makers and private sector stakeholders to take informed decisions on markets and trade. Cross-country studies and analysis of export competitiveness are part and parcel of the objective of putting in place efficient markets and developing trade. The areas in this category include: i) market information; ii) trade information; iii) cross-country studies; and iv) export competitiveness analysis.

#### **Strengthening capacities in the area of commodity markets and trade**

The services aim to strengthen national capacities of member countries in the area of commodity markets and trade with particular emphasis on:

1. improving access to existing trade and trade policy databases;
2. monitoring supply, demand, trade flows and policy changes and other measures of trading partners;
3. undertaking analytical studies on agricultural commodity markets;
4. highlighting domestic supply side issues for improving export competitiveness;
5. intensifying assistance to value chain analyses; and
6. enabling policy and economic environments for agro-industry development.

The broader objective is to equip policy-makers and technicians with information that can assist and guide in more informed policy-making. This activity also serves as a contribution to FAO's commitment to ensure that developing countries are fully informed and equal partners in the multilateral and regional trade negotiations on agriculture.

The service is important because it equips beneficiaries with relevant information, analysis and tools which are very useful in today's rapidly integrating global trading environment. A few examples of the areas in which this service can contribute are the search for and development of new markets, the assessment of competition, a better understanding of the policies of other countries, evaluations of the impact of policy changes, and the maximizing of trading opportunities are. In particular, the service is extremely beneficial for poorer countries that do not have the capacity to access and analyze market and trade information.

The beneficiaries of the services include, but are not limited to, policy-makers, analysts, trade negotiators, research institutes, and the private sector and civil society in general in developing and transition countries. The services are provided through publications of analyses of the commodity situation and outlook, medium-term projections, databases and analytical tools, and through national and regional projects and workshops aimed at strengthening market information systems. The services assist countries to set up market information systems for markets and trade, including regional trade. Through national projects and training workshops, access to relevant databases, software, and publications is provided. Tools useful for marketing services are also disseminated, e.g. a no-cost computer software for MIS (FAO *AgriMarket*). The national and regional training workshops on databases and analytical tools have seen a manifold increase in demand since their inception, with some four or five workshops conducted every year.

Some aspects of the service, for example workshops, are provided in cooperation with other UN agencies, including UNCTAD, WTO and UNDP, whilst some involve collaboration with outside UN agencies like OECD and GTZ.

For more information:

Trade information: [www.fao.org/trade](http://www.fao.org/trade);

Market information: [www.fao.org/ag/ags/index\\_en.html](http://www.fao.org/ag/ags/index_en.html)

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## ITC

### Trade intelligence

ITC's objective is to enable clients to produce, use and disseminate trade intelligence by providing trade information and customized trade analysis, as well as related capacity building. As a result, ITC contributes to policy-makers, TSIs, and SMEs making more informed decisions, and TSIs producing and disseminating trade intelligence services effectively. ITC has developed a wide array of trade intelligence products and services that can be organized and used according to the specific needs of policy-makers, TSIs, and SMEs:

- Statistical information (trade statistics, tariffs and related information, and FDI-related information) and related web-based software analysis tools. These are used as a platform for the production of tailor-made studies on sector competitiveness, identifying country's and sectors' strengths and weaknesses compared to main competitors and the market access conditions, based on a combination of theoretical and empirical research and analysis. Priority is given to capacity building on the use of communication technology, data and market studies, and trade negotiations.
- Trade intelligence is an essential element to increase the capacities of SMEs to be aware of export market requirements and to identify niche export markets. ITC is shaping its statistical and qualitative information services so that they are affordable, up-to-date, easily accessible and digestible for SMEs.
- In terms of intermediary trade support institutions, ITC activities aim to develop their capability to build up information services. In this respect, the importance of information has been brought into sharp focus by advances in ICT, especially the explosion in the use of the Internet, which has opened new windows of opportunity for accessing and disseminating trade information.

Success stories / impacts achieved (2006):

*Using databases and market analysis tools*

ITC market analysis tools, *InvestmentMap*, which provides FDI data at the sector level, *TradeMap* containing bilateral trade data at tariff-line level for 90 countries, and *Market Access Map (MacMap)* covering tariff measures applied by 178 countries, are now used and distributed by more than 75 institutions from all over the world. The information tools are important for small businesses, TSIs, and policy-makers alike to assess trade possibilities and the potential of destination markets. The usefulness of *TradeMap* was recognised in a 2006 OECD paper on trade-related assistance.

For more information:

Building up information services: [www.intracen.org/tis/welcome.htm](http://www.intracen.org/tis/welcome.htm)

Market analysis services: [www.intracen.org/mas/welcome.htm](http://www.intracen.org/mas/welcome.htm)

Trade information reference system: [www.intracen.org/tirc/welcome.htm](http://www.intracen.org/tirc/welcome.htm)

International trade statistics: [www.intracen.org/tradstat/welcome.htm](http://www.intracen.org/tradstat/welcome.htm)

Trade contacts: [www.intracen.org/tradinst/welcome.htm](http://www.intracen.org/tradinst/welcome.htm)



## UNCTAD

### Trade analysis and research

Two main types of activities are carried out in the context of trade analysis and research, namely (a) the maintenance, upgrading and development of new analytical tools and databases, such as TRAINS (Trade Analysis and Information System)/WITS (World Integrated Trade Solution), ATPSM (Agriculture Trade Policy Simulation Model), and AMAD (Agricultural Market Access Database); and (b) conducting policy-oriented analytical studies on current and emerging issues in international trade of concern to developing countries.

UNCTAD - TAB (Trade Analysis Branch)

<http://r0.unctad.org/ditc/tab/index.shtm>

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**Trade analysis and information system (TRAINS)**

TRAINS is an information system intended to increase transparency in international trading conditions. It is intended more specifically for government officials and researchers by providing them with comprehensive, up-to-date information on market access conditions together with corresponding software tools. One component of the system relates to the Generalized System of Preferences in that it includes information on tariffs, preferential margins, rules of origin and other regulations affecting the export interests of developing countries vis-à-vis the preference-giving countries. A sub-system (TRAINS for the Americas) has been developed in collaboration with the Inter-American Development Bank for extension of the database with information on bilateral preferential trade agreements, as well as extended coverage of non-tariff measures. For dissemination purposes, computer software - the World Integrated Trade Solution (WITS) - has been developed. It is a web-based, client-server application, which has been developed jointly with the World Bank. Free and unlimited access to TRAINS is provided to member governments through WITS. TRAINS is available to other parties that make a minimum contribution to the UNCTAD trust fund created for this purpose.

UNCTAD's Trade, Environment and Development web site is a capacity building tool in itself, and a rich source of information on the main trade and environment issues of interest to developing countries.

For more information: <http://r0.unctad.org/ditc/tab/wits.shtm> and [www.unctad.org/trade\\_env/index.asp](http://www.unctad.org/trade_env/index.asp)  
Contact: Email: [tab@unctad.org](mailto:tab@unctad.org)

**UNECA****Publications and policy briefs**

The ECA Geneva Inter-regional Advisory Services prepares policy briefs to inform African countries on trade and WTO-related issues. Prior to Cancun, the ECA office prepared the Cancun Briefing Papers. These policy briefs proved extremely useful for the African delegations at Cancun. They are currently being updated. The ECA office also produces a monthly report, which covers all the activities undertaken by the office, as well as meetings and events where the ECA Geneva Inter-regional Advisory Services participates.

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**UNESCAP****Trade Information Service (TIS)**

The Trade Information Service (TIS) produces:

- E-TISNET, a free monthly electronic newsletter that disseminates up-to-date trade and investment-related news and information relevant for the Asia-Pacific region;
- an online directory of trade and investment-related organizations of developing countries and areas in Asia and the Pacific;
- an online trader's manual for selected LDCs; and
- a TIS Gateway which offers classified and annotated lists of selected online information sources on trade and investment, with a particular focus on Asia and the Pacific region.

In 1985, the first issue of the TISNET Trade and Investment Information Bulletin was published as a means to exchange trade and investment-related information in the Asia/Pacific region. Since January 2004, the TISNET Trade and Investment Information Bulletin has been replaced by an online product offering news and information resources called E-TISNET, accessible at [www.unescap.org/tid/etisnet.asp](http://www.unescap.org/tid/etisnet.asp). It is disseminated on a monthly basis; accessible on the Trade and Investment Division (TID) web page or delivered by email to the desktop of subscribed customers who mostly represent research institutions, trade-related ministries, chambers of commerce, trade promotion organizations and other governmental and non-governmental organizations, as well as interested private persons (July 2007: approximately 500 recipients monthly).

The traders' manuals serve as a source of information concerning business, trade and investment environment; trade regimes; import and export procedures; and other key trade-related information of the respective countries.

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The traders' manuals are particularly useful to SMEs interested in trading with least developed and landlocked countries.

To further facilitate access to relevant trade-related information and to provide an overview over the vast range of information available on the Internet, the TIS Gateway was launched in 2004. TIS Gateway is a group of databases of specialized trade and investment information, knowledge sources, and reference sites, and is intended to serve as a quick and friendly tool to access the great wealth of online sources of information. The databases are accessible on TID's web page. [www.unescap.org/tid/tisgateway.asp](http://www.unescap.org/tid/tisgateway.asp)



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## UNECLAC

### Interactive graphic system of international trade data (SIGCI)

The service aims to disseminate information regarding the evolution of Latin American trade relations with the world in terms of composition and trade direction.

It is important and relevant because it allows governments, researchers, students and other civil society groups to understand the past evolution and current situation of the trade relations of Latin American and Caribbean countries, allowing for the design of better trade strategies.

The service assists in the design of trade strategies and in the focalization of instruments related to trade promotion by the countries of the region, and facilitates the diversification of products and of partners for the region's exports. It provides information to SMEs, governments, NGOs, students and other civil society institutions.

The service is provided through an online database, annually updated with statistical data based on raw statistics from the UNSD Comtrade database.

For more information: [www.eclac.cl/comercio/Bases\\_Datos/default.asp](http://www.eclac.cl/comercio/Bases_Datos/default.asp)



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## UNIDO

### Information services

UNIDO has developed a methodology for establishing integrated industrial information networks that link all relevant national and international information sources into a „One-Stop-Shop“ (OSS), providing a package of private sector and trade development information services. To achieve sustainability, the OSS operates on a demand-driven and commercial basis, ensuring the trust and support of SMEs through a strong local ownership by public and private sector business partners. The process of establishing an OSS follows four integrated steps:

- 1) an SME needs assessment to ascertain information gaps and requirements;
- 2) the development of a commercial business plan;
- 3) the establishment of a commercially operating OSS; and
- 4) rural extensions of the OSS (for example, business telecentres) to complement the national SME information support infrastructure. To support the operations of the OSS, UNIDO has developed a web-based extranet package (NETMIS), which has been piloted in Uganda.

### Statistics dissemination

The following statistical products prepared under the auspices of this service module help governments, industries, institutions, researchers, and UNIDO, to monitor and assess the industrial trends and performance of developing countries and economies in transition:

- Production and dissemination of the UNIDO statistical database;
- Publication of the International Yearbook of Industrial Statistics; and
- Preparation and dissemination of statistical country briefs and statistical regional outlooks.

Contact: [stat@unido.org](mailto:stat@unido.org)

## WHO

**Trade and Health Net**

This initiative aims at collecting data and information on the national trade and health situation in the following areas:

- Trade in health goods
- Trade in health services
- Trade agreements and health
- Current trade policy and regulatory environment
- Institutional capacity
- Domestic policy coordination

It is intended that this information becomes available on the Internet in a searchable format for countries that participate in this initiative. Collaboration with the health metrics network is underway to better integrate essential trade and health statistics in national programmes.

For more information contact the Ethics, Trade, Human Rights and Health Law (ETH) department of the WHO. Email: [globalization@who.int](mailto:globalization@who.int)

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## WB

**World Integrated Trade System (WITS)**

WITS is a joint Bank/UNCTAD database on trade flows and tariffs, with analytical functions (e.g. simulating the effect of tariff reforms). It has over 3,000 active users (governments (30 percent), Bank staff (20 percent), other international organizations (20 percent, academics and researchers (20 percent) and the private sector (10 percent)), in 127 countries (of which, 96 are developing countries).

**Logistics Performance Index (LPI)**

The LPI is an interactive benchmarking tool created to help countries identify the challenges and opportunities they face in their performance on trade logistics and what they can do to improve their performance – the LPI allow for comparisons across 150 countries.

Drawing on the first-hand knowledge of logistics professionals worldwide, the LPI provides a comprehensive picture of supply chain performance— from customs procedures, logistics costs, and infrastructure quality to the ability to track and trace shipments, timeliness in reaching destination, and the competence of the domestic logistics industry. It is built on the following seven areas of performance:

- Efficiency of the clearance process by customs and other border agencies.
- Quality of transport and information technology infrastructure for logistics.
- Ease and affordability of arranging international shipments.
- Competence of the local logistics industry.
- Ability to track and trace international shipments.
- Domestic logistics costs.
- Timeliness of shipments in reaching destination.

For more information: [www.worldbank.org/lpi](http://www.worldbank.org/lpi)

**World Trade Indicators (WTI)**

The WTI is a user-friendly and easily accessible interactive database that contains 126 indicators measuring at-the-border and behind-the-border trade policy performance and outcome for 208 countries.

Drawing from internationally comparable databases and including some new measures of trade policy, the database groups country performance around five main pillars: border protection, such as tariffs and non-tariff barriers on goods and services; constraints to market access in the rest of the world; the overall business and institutional environment; trade facilitation; and trade outcomes, such as trade growth, and diversification.

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These indicators can be used to benchmark and rank country policy and outcomes vis-a-vis partners, and current and potential competitors on world markets. The database may also be used to compare changes in policy and outcomes during the last decade.

For more information: [www.worldbank.org/wti2007](http://www.worldbank.org/wti2007)

#### **Doing Business database**

The Bank's Doing Business database provides measures of business regulations and their enforcement, including those related to trading across borders. Indicators are comparable across 175 economies, and show the regulatory costs of business. They can be used to analyze specific regulations that enhance or constrain investment, productivity, and growth.

#### **Research**

The Bank undertakes research to better understand the role of international trade in development and poverty reduction. The Bank has also contributed significantly to the development of techniques and policy tools for analyzing the impact of trade policy reforms. At the same time, the World Bank - through policy-based loans - has supported trade reforms in many developing countries, such as reduction of tariffs, elimination of quantitative restrictions or improvement of foreign exchange systems, etc.



## WTO

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#### **Data on trade flows**

The WTO compiles data on trade flows and on trade measures by its members. These are published in its annual publications, *World Trade Report* and *International Trade Statistics*. In 2002, the WTO and OECD set up a joint database of trade-related capacity building projects, but this will be discontinued following collection of the 2006 data. The OECD proposes to adapt its existing Creditor Reporting System (CRS) to provide data on trade-related aid. This will be monitored by the WTO.

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The background is a teal gradient. In the upper left, there are three interlocking gears of varying sizes, rendered in a lighter teal color. In the lower right, there is a stylized globe of the Earth, also in teal, showing continents and latitude/longitude lines. The overall aesthetic is clean and modern, with a focus on global and industrial themes.

# [ Trade Facilitation ]

## TRADE FACILITATION



*International Maritime Organization*



*International Trade Centre*



*United Nations Conference on Trade and Development*



*United Nations Economic Commission for Europe*



*United Nations Economic and Social Commission for Asia and the Pacific*



*United Nations Economic Commission for Latin America and the Caribbean*



*World Bank Group*



*World Trade Organization*

## IMO



### Maritime traffic facilitation

The Facilitation Committee aims to promote the facilitation of maritime traffic and develop appropriate measures to expedite international maritime traffic, and to prevent unnecessary delays to ships, cargoes, and to persons and property on board. To achieve this, the Committee has adopted the following strategies:

1. Promote wider acceptance of the Facilitation of International Maritime Traffic (FAL) Convention and adoption of measures contained therein;
2. Ensure that an appropriate balance is maintained between measures to enhance maritime security and measures to facilitate international maritime traffic;
3. Encourage the use of ICT to drive continuous improvement and innovation in the facilitation of maritime traffic;
4. Enhance cooperation and coordination with other international organizations and stakeholders on matters related to the facilitation of maritime traffic.

The annex to the FAL Convention contains rules for simplifying formalities, documentary requirements and procedures on the arrival and departure of ships and, in particular, it reduces to eight the number of declarations which can be required by public authorities. These are the General Declaration, Cargo Declaration, Ship's Stores Declaration, Crew's Effects Declaration, Crew List, and Passenger List, as well as two documents required under the Universal Postal Convention and the International Health Regulations. IMO has developed standardized forms for the first six of these.

As a further aid to compliance, the annex to this Convention contains "Standards" and "Recommended Practices" on formalities, documentary requirements, and procedures, which should be applied to ships, their crews, passengers, baggage and cargo, on arrival, during the stay, and on departure. As part of its technical cooperation programme, assistance is provided to developing countries to build the capacity to facilitate the procedures connected with the import and export of goods by sea.

For more information: [www.imo.org](http://www.imo.org)

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## ITC



### Supply chain & logistics

ITC's commitment to strengthen exporters' competitiveness takes a holistic view of the entire value chain, from procurement through production, to logistics and final distribution. The seamless optimization of all influencing factors is essential to sustainable enterprise competitiveness on export markets. ITC's range of technical skills include training and advisory on procurement, production (including quality and packaging, as well as traceability related to specific export requirements of destination markets), as well as logistics and distribution optimization.

ITC also provides trade facilitation capacity in the context of regional trade integration projects. Logistical obstacles within and across borders are addressed from the perspective of the business sector:

- (a) strengthening of the capacity of national or regional organizations to develop and implement regional supply chain and logistics;
- (b) empowerment of these organizations to consolidate supplies from small-scale producers and ensure their participation in the supply chain; and,
- (c) public/private sector consultations on planning and coordination of supply chain policy systems with a view to an enabling environment and institutional framework for SMEs participation.

Taking a business sector perspective leads ITC to provide practical training, counselling and advice on issues such as how to optimize, containerization, packaging and palletization, communication between producers and shipping agencies, operational protocols of cold-chain systems and the inter-linkages between cold-storage consolidation centres across countries, and human resources development in the logistics area

For more information: [www.intracen.org/menus/countries.htm](http://www.intracen.org/menus/countries.htm)

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## UNCTAD

### Training on transport and trade facilitation

The objectives are:

- To develop ad hoc and long-term institutional and individual capacity to implement trade and transport facilitation actions;
- To develop long-term institutional and individual capacity in port and shipping management.

Training and human resource development are carried out through transport and trade facilitation workshops at national and regional levels. There is also participation and ad hoc support to trade logistics-related courses provided by academic or partner international organizations. The strategic planning workshop for senior shipping management (STRATSHIP) aims to improve the performance of shipping management. It is organized at least once a year and is based on a mixture of presentations, case studies, and a computer-based management tool. The Port Training Programme for middle managers on modern port management, jointly developed with TrainForTrade, includes an eight-module course leading to a Port Management Certificate, providing middle managers with a full understanding of modern port management. A distance-learning version of the Port Management course is also available.

For more information: <http://learn.unctad.org/>

### ASYCUDA programme

The main objective of the Automated System for Customs Data (ASYCUDA) programme is the modernization of customs, using information technology to speed up and simplify the clearance process of goods. The system manages the whole clearance process, from (and prior to) the arrival of the goods up to their warehousing and ultimate release after payment of duties and taxes. Project implementation includes a comprehensive training package that allows for the full transfer of ASYCUDA know-how and skills to national staff, thus ensuring the programme can be sustained by the national administrations.

If you need information regarding the ASYCUDA programme in general and/or the functionalities of the software and underlying technical aspects, contact the nearest regional office by email:

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For more information: [www.asycuda.org/](http://www.asycuda.org/)



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## UNECE

### Trade facilitation and electronic business

The UNECE develops norms, standards, and recommendations for trade facilitation and electronic business through its UN Centre for Trade Facilitation and Electronic Business (UN/CEFACT). The Centre is a focal point for issues related to trade facilitation and electronic business standards within the UN System. Its principal emphasis is the development of recommendations and standards, but UN/CEFACT also develops capacity building activities and tools to promote the implementation of its work.

UN/CEFACT supports activities for developed, developing, and transition economies that are dedicated to improving the ability of business, trade, and administrative organizations to exchange products and relevant services. Its principal focus is on facilitating national and international transactions through the simplification and harmonization of processes, procedures, and information flows. This is achieved by:

- analyzing and understanding the key elements of international processes, procedures, and transactions, and working for the elimination of constraints;
- developing methods to facilitate processes, procedures, and transactions, including the relevant use of information technologies;

promoting both the use of these methods, and associated best practices, through channels such as government, industry, and service associations.

The capacity building events and activities organized in this area are very diverse, but can be grouped under the following main areas:

- Activities to support and build capacity in national trade facilitation organs through advisory services and workshops;
- Activities to support the establishment and operation of national Single Windows<sup>1</sup> for export and import clearance;
- National and regional workshops to develop national/regional strategies for trade facilitation in the context of current WTO obligations and WTO negotiations on trade facilitation;
- Activities to support electronic alternatives to key paper documents in the international supply chain (UNeDocs project);
- Other activities to support paperless trade transactions.

Because the Centre has a global remit, its capacity building activities are organized across the world. However, because of the UNECE's limited budget for capacity building, the UNECE mainly organizes activities in its own region, but it also supports other organizations, including other UN regional commissions, that organize capacity building in other regions.

#### Successful Projects

- A project on establishing a Single Window in the former Yugoslav Republic of Macedonia launched as a result of a regional conference;
- Regional initiative on data harmonization as a key step in building the environment for Single Window for export and import clearance in south-eastern Europe;
- Projects on trade facilitation launched as a result of seminars in the EurAsEC countries (the Russian Federation, Belarus, Kazakhstan, Kyrgyzstan, Tajikistan, and Uzbekistan);
- First ever English-Russian glossary of trade facilitation terms drafted – as a very necessary tool promoting the concept and practice of trade facilitation in Russian-speaking countries;
- A project on trade facilitation and institution-building successfully prepared and implemented by TRACECA;
- A section on trade and transit facilitation established in the Ukrainian Ministry of the Economy as a result of a UNECE seminar on trade and transport facilitation;
- A law on transit, developed under a joint UNECE-Czech Republic project, and successfully implemented in Ukraine.

In this area, close cooperation takes place with other international organizations, both within and outside the UN System. Some of the most important cooperation mechanisms are described below; however, it is important to realize that these mechanisms are also supplemented by regular working relationships on specific projects.

Additionally, UN/CEFACT relies on its close relationship with the representatives of international business associations such as Global I (the organization that allocates bar codes for products internationally), the International Air Transport Organization (IATA), the International Federation of Freight Forwarders Associations (FIATA), the Global Express Carriers Association, and others (some of which are also GFP partners).

<sup>1</sup> A “Single Window” is a facility that allows parties involved in trade and transport to lodge standardized information and documents with a single entry point to fulfill all import, export, and transit-related regulatory requirements.

Finally, UN/CEFACT cooperates extensively with regional trade organizations and groupings for the implementation of the results of its work, including the Commonwealth of Independent States, EurAsEC, the Stability Pact for South Eastern Europe, the European Union, APEC and ASEAN, as well as other regional commissions.

For more information: [www.unece.org/cefact/](http://www.unece.org/cefact/)

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## UNECLAC

### Trade facilitation support

In cooperation with other regional commissions and organizations working in the field of trade facilitation, ECLAC's International Trade and Integration Division has been assisting the region's countries with border management and performance monitoring systems, customs upgrading (valuation, procedures and mechanisms), custom clearance and harmonization, rules of origin, aligned trade documents, electronic standards/EDI, paperless trade, and Single Window environment.

For more information: [www.eclac.cl/comercio/default.asp?idioma=IN](http://www.eclac.cl/comercio/default.asp?idioma=IN)



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## UNESCAP

The aim of this service is to promote efficient and secure trade in the Asia-Pacific region and to improve the ability of business and administrations of countries in the region to exchange goods and services effectively. The main emphasis is on the promotion of simplification, harmonization, and standardization of trade procedures and related documentary requirements in international trade, in order to reduce transaction costs and time.

### Trade facilitation support

UNESCAP seeks to increase the capacity of member countries to develop national trade efficiency and facilitation policies, and to implement action plans for trade facilitation measures based on innovative methods and techniques, ICT applications and better regional cooperation. To achieve this objective, the secretariat provides information and knowledge-sharing activities aiming at better collaboration among various government agencies and the private sector; the adoption of international standards and modern technological solutions; and collaboration in policy and strategy-formulation for coordinated trade facilitation measures.

In the capacity building area, UNESCAP has implemented various projects and activities promoting the simplification and harmonization of trade procedures and documentary requirements. UNESCAP provides an advocacy platform for the use of international standards in order to ensure inter-operability among trade facilitation measures implemented by different countries in the region. The primal focus is on least-developed, landlocked and transitional countries.

The projects in trade facilitation implemented by UNESCAP include the following:

- Inter-regional partnership for promoting trade as an engine for growth through knowledge management and ICT (UN Development Account 4<sup>th</sup> Tranche)
- Institutional Capacity Building for Facilitation of International Trade and Transport in the Landlocked and Transit Countries (Funded by the Government of the Netherlands)
- Capacity building in support of trade integration with emphasis on integrated trade information flow management and trade facilitation in Central Asia (UN Development Account 5<sup>th</sup> Tranche)

The national and regional level workshops have generated: a) recommendations on the establishment/strengthening of national trade/ transport coordination mechanisms; b) assessment on the level of trade fa-

cilitation implementation in the countries involved; c) national trade and transport facilitation action plans; and d) the establishment of an online database on trade and transport facilitation for six landlocked countries.

For more information: [www.unescap.org/tid/trprom.asp](http://www.unescap.org/tid/trprom.asp)

#### **Trade facilitation framework**

To provide policy-makers with a guiding tool to assess trade facilitation conditions, UNESCAP developed the Trade Facilitation Framework. The Framework was applied in a number of countries in the Central and South Asian region and the Caucasus, assisting them to identify the physical bottlenecks in international trade and suggesting measures to remedy those bottlenecks.

For more information: [www.unescap.org/tid/publication/t&ipub2327.asp](http://www.unescap.org/tid/publication/t&ipub2327.asp).

#### **Trade facilitation handbook for the Greater Mekong sub-region**

UNESCAP issued the *Trade Facilitation Handbook for the Greater Mekong Sub-region*, which introduces the concept of trade facilitation, and provides some guidance and ideas on how to actively pursue trade facilitation at the national and regional level.

For more information: [www.unescap.org/tid/publication/t&ipub2224.htm](http://www.unescap.org/tid/publication/t&ipub2224.htm)

#### **Trade facilitation in selected landlocked countries in Asia**

The study looks at trade facilitation in the Asia-Pacific region in general and at the problems, challenges and needs of landlocked countries, and provides policy recommendations to enhance the institutional infrastructure of landlocked countries for trade facilitation. It also provides country case studies of Armenia, Azerbaijan, Kazakhstan, Kyrgyzstan, Mongolia, Tajikistan and Uzbekistan, which are based on the findings of the advisory missions UNESCAP undertook during the period of 2003–2006.

For more information: [www.unescap.org/tid/publication/tipub2437.asp](http://www.unescap.org/tid/publication/tipub2437.asp)

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WB



The World Bank attaches great importance to trade facilitation, as witnessed by its existing portfolio of 80 projects under implementation, totaling \$4.6 billion. The Bank's largest and more rapidly increasing trade-related work is in the area of trade facilitation and competitiveness.

#### **Trade facilitation support**

Trade-related issues such as customs reforms, elimination of domestic monopolies in tradable goods, services reforms, and, in rare instances, trade liberalization, are part of the budget support lending.

The *Trade Facilitation Negotiation Support Program* is geared to assisting Developing countries and LDCs to play a more active role in the WTO Trade Facilitation (TF) negotiations. The objective is to secure an ambitious and development friendly new WTO TF Agreement. This program provides real-time analysis and practical advice to negotiators in Geneva and capitals. A series of national workshops are also held to demonstrate the utility of capital-based support groups to Geneva negotiators.

#### **Trade and Transport Facilitation Audits (TTFA)**

The Bank's Trade and Transport Facilitation Audits seek to improve diagnosis and corrective trade activities by providing guidelines on how to carry out the preliminary audit, insights on how to go over analysis, and preparation of appropriate remedial action. They establish a diagnosis, as comprehensive as possible, of procedural or operational constraints to external trade and international transportation services. Fed from public and private sector assessments, these baseline diagnostics are carried out primarily in LDCs on a self standing basis or as a contribution to a wider diagnostic.

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### **Trade and Transit Facilitation in landlocked countries**

The Bank has initiated a major project to develop new knowledge and begin to explore new approaches to deal with the critically important but frequently underperforming area of transit, especially in landlocked developing countries. The project is expected to produce new tools and solutions, such as a flagship publication and diagnostic tools and pilot projects, including on sustainable trade corridor performance measurement.

### **Connecting to Compete: Trade Logistics in the Global Economy**

A new World Bank study (and indicators – Logistics Performance Index) based on a world survey of international freight forwarders and express carriers, indicates that facilitating the capacity to connect firms, suppliers and consumers, is crucial in a world where predictability and reliability are becoming even more important than costs.

### **Customs Modernization Handbook**

The Bank's Customs Modernization Handbook provides a practical, comprehensive guide on reforming customs administrations in developing countries. The handbook describes a number of key import procedures, that have proved particularly troublesome for customs administrations and traders, and provides practical and comprehensive guidelines to enhance their efficiency. The Handbook also reviews the appropriate legal framework for customs operations as well as strategies to combat corruption. A companion to this handbook is *Customs Modernization Initiatives: Case Studies*, which provides case studies on customs modernization initiatives.

### **IFC analytical and advisory services**

The core activities of the IFC's Foreign Investment Advisory Service (FIAS) include providing advice on import/export policies and procedures (customs), and advice on investment promotion strategies and tools. Other advisory activities also support trade; for example, a SME advisory programme in South Asia has facilitated improvements in cross-border trade between Bangladesh and North-East India, and has promoted new trading links for SMEs in the garment industry.

For more information:  
[www.worldbank.org/tradefacilitation](http://www.worldbank.org/tradefacilitation)  
[www.ifc.org/fias](http://www.ifc.org/fias)

## **WTO**

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### **Trade facilitation national needs assessment project**

The WTO Secretariat in cooperation with the IMF, OECD, UNCTAD, World Bank and WCO provides technical assistance to WTO members and observers, upon request, to conduct a national self-assessment of their individual trade facilitation needs and priorities. This project will contribute to more effective participation of members and observers in the WTO trade facilitation negotiations. A needs assessment will provide detailed information on technical assistance requirements of recipient countries, and will provide a valuable basis for the eventual implementation of any results of the negotiations.

For more information: [www.wto.org/english/tratop\\_e/tradfa\\_e/tf\\_assess\\_proposal\\_e.doc](http://www.wto.org/english/tratop_e/tradfa_e/tf_assess_proposal_e.doc)



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# [ Physical Trade Infrastructure ]

# PHYSICAL TRADE INFRASTRUCTURE



*International Civil Aviation Organization*



*United Nations Conference on Trade and Development*



*United Nations Economic Commission for Europe*



*World Bank Group*

ICAO



The common aim in this category is to increase efficiency and improved cost-effectiveness in the provision and operation of airports and air navigation services by developing and promoting relevant policy and guidance material on user charges, taxation, and the economics of infrastructure management.

### Economic Policy and Infrastructure Management (EPM)

EPM is a part of ICAO's strategic objective D - Efficiency. The objectives are to:

- (a) improve and actively promote ICAO's policies on user charges and taxation in the field of international air transport;
- (b) monitor compliance with Articles 15 and 24 of the Chicago Convention and application of ICAO-recommended policies and practices in the area of cost recovery for airports and air navigation services;
- (c) monitor and report on the economic situation of airports and air navigation services and the impact of associated charges on users;
- (d) and promote international cooperation for the operation of air navigation services.

In the current environment of commercialization/privatization of airports and air navigation services, some consensus is needed on establishing and levying airport and air navigation charges. Without a common international policy, airports and air navigation services providers would develop and apply their own principles, thus reducing transparency, leading to higher charges, and to governments finding reasons to increase taxation on international aviation.

This service is provided to: governments (Ministry of Transport, Civil Aviation Authority); airport authorities, air navigation services providers, airline associations; civil aviation professionals, consultants, airlines, and the travelling public. The service is provided by: technical support on a required basis; the dissemination of information through publications (documents, manuals and circulars), meetings (workshops, seminars, symposia, and conferences), and training courses.

Inputs include meetings (workshops, seminars, symposia, and conferences); two standing panels of experts; state surveys; individual expertise and access to databases, CD-ROMs and printed material. In the first year of operation of the joint ICAO/ACI user charges training programme, 91 airport managers from around 50 states have taken the course.

For more information: [www.icao.int/icao/en/atb/epm/index.html](http://www.icao.int/icao/en/atb/epm/index.html)

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UNCTAD



### Transport and trade facilitation

The objectives are:

- To improve the performance of transport operators and auxiliary services; and
- Set up the necessary institutional and operational environment for the introduction of multi-modal transport.

The activities regarding transport and trade facilitation include:

- i the creation of platforms to support the development of multi-modal transport systems and to design solutions to overcome impediments to trade;
- ii advice and operational support for port management, modernization and harmonization of national transport legislation and regulations;
- iii elaboration of proposals to improve the efficiency of transit transport operations and advice on transit agreements between landlocked countries and their neighbours; and
- iv institutional and individual capacity building in these areas.

For more information: <http://r0.unctad.org/ttl/>

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## UNECE

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### Sub-programme on transport

The UNECE objective under the sub-programme on transport is to facilitate the international movement of persons and goods by inland transport modes, and to improve safety and security in the transport sector.

For more information: [www.unece.org/trans/welcome.html](http://www.unece.org/trans/welcome.html)

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### Transport of dangerous goods

In this area of work, the UNECE develops global and multi-modal regulations for the safe transport of dangerous goods. The regulations produced - the UN *Recommendations on the Transport of Dangerous Goods* (Orange Book) - contain the basic prescriptions for the safe carriage of dangerous goods by road, rail, inland water, sea, and air. They serve as the basis for the legal instruments governing the transport of dangerous goods by the various modes.

To facilitate the operation and better implementation of these legal instruments in the region, workshops and seminars are organized by the UNECE, with the assistance of the secretariat and national experts.

For more information:  
[www.unece.org/trans/danger/danger.htm](http://www.unece.org/trans/danger/danger.htm)

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### Harmonization of road vehicle regulations

In this area, the UNECE develops new regional and global regulations, harmonize existing regulations, and amend and update current UNECE regulations in the fields of road vehicle construction. The objective of these regulations is to provide procedures for establishing uniform prescriptions regarding new motor vehicles and equipment and for reciprocal acceptance of approvals issued under the respective regulations. Issues addressed relate to active safety of vehicles (crash avoidance), passive safety of vehicles (crashworthiness), environmental and general safety, and special technical considerations.

To facilitate the operation and better implementation of these regulations, workshops and seminars are organized by the UNECE, with the assistance of the secretariat and national experts.

For more information: [www.unece.org/trans/main/welcwp29.htm](http://www.unece.org/trans/main/welcwp29.htm)

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### Transport links projects.

The **Trans-European Motorway (TEM) and Railway (TER) and Euro-Asian transport links (EATL) projects** are sub-regional cooperation frameworks for countries in Central, Eastern and South-eastern Europe that aim at developing coherent road, rail and intermodal transport infrastructure networks and enhance transport facilitation. In the framework of the TEM and TER master Plans, a consistent and realistic short-, medium- and long-term investment strategy for the development of road and rail networks in 21 participating countries has been developed on the basis of a methodology allowing evaluation and prioritization of infrastructure and investment needs. Similarly, in the framework of the EATL project, the UNECE and UNESCAP have developed methodologies and procedures providing for the identification of the main Euro-Asian land transport routes and the prioritization of projects along these routes.

Numerous capacity building workshops and seminars are organised by the UNECE and UNESCAP to familiarize countries in the region with these methodologies and implementation procedures.

More information about these activities can be obtained from the following websites:

<http://www.unece.org/trans/main/tem/tem.html>

<http://www.unece.org/trans/main/ter/ter.html>

<http://www.unece.org/trans/main/temtemp/news.html>

<http://www.unece.org/trans/main/eatl/intro.html>

### TIR customs transit and border crossing facilitation

Transport and border crossing is an important part of UNECE activities in the field of transport and is a key factor for trade facilitation. In this respect, the UNECE provides the following services:

- facilitates cooperation and coordination of border control services;
- monitors the application of several international legal instruments in these areas, such as the TIR and the Harmonization Conventions;
- supports the simplification and standardization of customs transit procedure;
- facilitates a harmonization and reduction of formalities, as well as a reduction in the number and duration of border controls, both at national and international levels.

To facilitate the operation and better implementation of these legal instruments in the region, national and regional workshops and seminars are organized by the UNECE, with the assistance of the secretariat and national experts.

For more information: [www.unece.org/trans/bcf/welcome.html](http://www.unece.org/trans/bcf/welcome.html)

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WB



### Trade-related infrastructure projects lending

The IBRD/IDA portfolio for the Transport sector consists of \$20billion of net commitments representing 21% of the total IBRD/IDA portfolio. The sector's lending is on a growing trend. In FY07, IBRD/IDA has approved \$5billion of new commitments, out of which 78% has been committed to the roads sector.

Investments in transportation (including ports, roads, rail) and warehousing account for 6.1 percent of IFC's FY06 committed portfolio. Specialized investments and advisory work related to export-oriented industrial zones and e-commerce export marketing have also been provided.

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# [ Trade-Related Financial Services ]

## TRADE-RELATED FINANCIAL SERVICES



*International Trade Centre*



*United Nations Conference on Trade and Development*



*World Bank Group*

ITC



### Trade finance

ITC's objective is threefold:

- enable trade support institutions to provide more adapted financial services to meet the needs of client enterprises;
- train enterprises on financial management, e.g. how to approach banks; and
- provide the banking sector with assessment tools to better assess the risks of financing SMEs, in order to facilitate SMEs' access to financing for export.

Capacity is built through training on issues related to financial guarantees and collateral needs. Financial institutions are assisted in the provision of SME-specific financing mechanisms by integrating e-solutions into the risk analysis processes. Emphasis is put on promoting a better understanding and mitigation of exporting SMEs' risk.

Success stories / impacts achieved (2006):

#### *Tajikistan – Improving trade finance architecture*

During 2006, ITC and a group of national consultants used Trade Finance Pointers, a methodology for connecting SMEs with banks, to prepare an analysis of Tajikistan's trade finance infrastructure and the spectrum of financial services offered. This analysis was presented to the monetary authorities and representatives of the banking sector, and training of financial service providers was conducted. As a result of these efforts, the capacity of financial service providers to evaluate credit requests through credit scoring was enhanced, and they also obtained a better understanding of the trade finance needs of enterprises. This is an important step towards overcoming the supply constraints of funding for exports of small businesses.

For more information: [www.intracen.org/tfs/](http://www.intracen.org/tfs/)

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UNCTAD



### Insurance

UNCTAD programmes aim to:

- help establish competitive and efficient insurance markets and improve access to insurance services for the majority of developing countries' populations, as well as their commercial sectors, so as to prepare those countries for further liberalization of their financial services sectors;
- provide technical support, advice, guidance and training for insurance supervisory authorities, particularly in the establishment of legal frameworks and supervisory practices geared to the development of sustainable competitive insurance markets;
- organize training seminars/workshops to improve understanding of the role of supervision and enhance the competence and technical abilities of the staff of supervisory authorities; and
- organize events on the impact of liberalization.

### Corporate transparency and accounting

The programme promotes exchange of views on technical issues between experts from member states through the annual sessions of the Intergovernmental Working Group of Experts on International Standards of Accounting and Reporting (ISAR), workshops and round-tables. Key issues of concern include the implementation of International Financial Reporting Standards (IFRS), accounting by small and medium size enterprises, corporate governance disclosure, and corporate responsibility reporting. Best practice is disseminated through technical guidance on various aspects of corporate transparency and accounting.

For more information: [www.unctad.org/isar](http://www.unctad.org/isar)

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### Commodity risk management and finance tools

UNCTAD plays a leading role in assisting commodity-dependent countries to enhance their capacity to use modern commodity risk management and finance tools. Work in this area involves research, policy advice,

training and technical cooperation activities, geared to both the private and the public sectors. The following activities are emphasized:

- integration of commodity marketing, risk management and finance operations;
- creation of solutions to problems of access to commodity risk management and finance markets;
- training, development of manuals, capacity building for banks, farmer's associations, etc.;
- improving the use of financial instruments in the oil and gas trade, and improving the financial management of oil and gas resources;
- adopting prudent rules for the safe use of price risk management instruments;
- implementation of legal and regulatory reforms to reduce transaction costs, and improved access to international commodity risk management and finance markets including means of reducing sovereign risk;
- better understanding of the functioning of commodity exchanges and the role of new groups of non-trade-related participants in commodity futures markets;
- development of regional and national commodity exchanges and new futures contracts;
- using market-based price risk management tools in schemes designed to stabilize the income of producers of commodities and to mitigate the impact of fluctuating commodity prices on government revenues;
- Introduction of structured commodity finance, including asset-backed financing and the use of warehouse receipts as collateral.



WB

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#### **Global trade finance programme**

Through its private sector arm, the International Finance Corporation, the Bank is expanding its programs for trade finance, in particular in low-income IDA countries. The US\$1 billion Global Trade Finance Programme (GTFP) facilitates trade to underserved clients and markets by providing partial or full guarantees for individual trade transactions, covering the payment risk of local banks. The GTFP aims at: (i) expanding the financing available to local banks in less advanced markets to support their clients, particularly SMEs; (ii) enabling local banks to do business on an unsecured basis, thus releasing cash collateral requirements that can then be extended as working capital for clients; and (iii) supporting nascent trade corridors (one-third of the transactions have been "South-South" trade).

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## [ Other Trade-Related Activities ]

## OTHER TRADE-RELATED ACTIVITIES



*International Civil Aviation Organization*



*International Labour Organization*



*United Nations Conference on Trade and Development*



*United Nations Relief and Works Agency for Palestine Refugees in the Near East*



*World Bank Group*

ICAO



### Environmental unit

Quantifying the environmental effects and improving the environmental performance of aviation is an ICAO strategic objective. Since the late 1960s, ICAO has produced standards, policies and guidance material for the development of internationally harmonized measures that have significantly reduced the impact of aircraft noise and aircraft engine emissions on the environment, while encouraging technological development; improvements in aircraft operational procedures; enhanced air traffic management efficiency; improved airport land-use planning; and the development of market-based measures (e.g. voluntary programmes, charges, emissions trading, carbon offsets) for the benefit of its MSs and the aviation sector.

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Action by ICAO is very important since international civil aviation is unique in that it involves cross-border operation and operations over the high-seas that are outside the jurisdiction of sovereign states. Therefore, to assure a seamless, inter-operable efficient global air transport system, harmonization of these operations, including the appropriate environmental regulatory framework, requires effective coordination among nations, non-governmental organizations, and the industry.

The Environmental Unit's objective is to develop and disseminate internationally-harmonized technical standards, related guidance material, information and advisory circulars to quantify and assess the environmental effects of international civil aviation, and to provide mechanisms to stabilize or mitigate those effects without compromising aviation safety. Its important role in helping achieve the UN Millennium Goals by ensuring the maximum compatibility between the safe and orderly development of civil aviation and protecting the quality of the environment is based on the:

- introduction of technical standards which address aircraft noise and emissions;
- provision of guidance on improved aircraft operational procedures to mitigate environmental effects;
- development of policy and guidance on environmental market-based measures; and the
- provision of support for the development of multilateral agreements among states.

ICAO is the forum where all stakeholders in their areas of expertise can work together to develop effective solutions, which enable an appropriate balance between the growth of air transport and proper protection of the environment.

The main beneficiaries are governments (Ministries of Transport and Environment, Civil Aviation Authority, airlines, airports and aerospace industry, environmental NGOs, civil aviation professionals, pilots, consultants and the public.

The service is provided through the establishment of international standards, publication of guidance material and dissemination of information through documents, manuals and circulars, convening of international meetings, workshops, seminars, symposia and conferences, and provision of a publicly accessible web site.

Partners: ICAO's 190 contracting states, UNFCCC, IPCC, World Meteorological Organization (WMO); World Health Organization (WHO); International Maritime Organization (IMO), Airports Council International (ACI) – numerous Civil Aviation Commissions and regional Commissions, various associations and NGO's and others.

For more information: [www.icao.int/env/](http://www.icao.int/env/)

ILO



### Development of the business environment

The aim of the service is to enhance the business environment in which small enterprises develop in a manner that serves employment goals. The service provides policy guidance, technical cooperation, and international advocacy, aimed at enhancing the employment creation potential of enterprises and ensuring

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appropriate levels of regulation. It focuses on those areas that are specifically relevant to small enterprises. The service is provided through direct technical assistance, training programmes, and the dissemination of information.

The ILO collaborates with other agencies through the Donor Committee for Enterprise Development (specifically the Working Group on Business Environment which is chaired by the ILO), and the drafting of a comprehensive guidance for donor agencies.

For more information: [www.ilo.org/dyn/empent/empent.portal?p\\_prog=S&p\\_subprog=PE](http://www.ilo.org/dyn/empent/empent.portal?p_prog=S&p_subprog=PE)

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#### Local Economic Development (LED)

A project titled “Voices of Heritage” aims to boost the local economy of the Laikipia Maasai community in Kenya as a means to create employment and reduce poverty. Through a territorial diagnosis and market assessment, opportunities are identified for Maasai products in local and export markets. Development strategies are then formulated, and support is provided to build supply capacity through business development services, technical training institutions and local associations. Technical assistance is also provided to enable the Maasai to protect their cultural heritage and intellectual property rights.

The project is designed to address issues of poverty, unemployment, low level of market development, and the misappropriation of intellectual property rights by third parties through use of Maasai culture for marketing and tourism purposes with no revenues flowing to the community.

The project, which is part of a larger programme on Local Economic Development, involves cooperation between the Maasai Cultural Heritage Foundation (MCH) in Kenya, WIPO and the ILO.



## UNCTAD

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#### Climate change programme

UNCTAD's work on climate change focuses on the trade and investment impacts of the emerging climate regime and carbon market, with a particular emphasis on potential opportunities available to developing countries. It supports the establishment of public-private operational entities in developing countries, particularly in LDCs and countries with economies in transition, in order to facilitate investments and maximize the sustainable development benefits of the Clean Development Mechanism (CDM), one of the „flexibility mechanisms“ of the Kyoto Protocol of the United Nations Framework Convention on Climate Change (UNFCCC). The main objective is to promote developing countries' participation in the emerging carbon market through the use of clean technologies and by bringing together governments, industry and civil society.

For more information: [www.unctad.org/Templates/StartPage.asp?intItemID=4342](http://www.unctad.org/Templates/StartPage.asp?intItemID=4342)

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#### Competition and consumer policies

UNCTAD's technical cooperation and capacity building activities on competition and consumer policies are directed at assisting developing countries, especially LDCs, as well as economies in transition, in formulating or revising competition policies and legislation; at contributing to the building of national institutional capacity; at providing government officials and private entrepreneurs with a better understanding of competition laws and policies; and at supporting regional cooperation. UNCTAD provides technical cooperation related to the preparation, adoption, revision or implementation of national competition and consumer protection policies and legislation.

For more information: [www.unctad.org/Templates/StartPage.asp?intItemID=2239&lang=1](http://www.unctad.org/Templates/StartPage.asp?intItemID=2239&lang=1)

**Debt management – the DMFAS programme**

UNCTAD responds to the needs of countries for effective debt management, a central feature of financial stability and gaining creditor confidence. This is undertaken essentially through the Debt Management and Financial Analysis System (DMFAS) programme, which involves the provision of a computer-based debt management system, usually installed in central banks and/or ministries of finance. DMFAS, with a client base of about 65 countries, is the most widely used standard debt management system in the world.

The objectives are:

- to help developing countries and countries in transition develop appropriate administrative, institutional and legal structures for effective debt management;
- to establish an adequate information system, with detailed and aggregated data on loan contracts, past and future disbursements, and past and future debt service payments;
- to improve national capacity to define and select appropriate debt strategies; and
- to increase national capacity to record grants and projects financed from external resources, thereby contributing to aid management.

Through its implementation, substantial savings have been documented in avoiding unnecessary costs such as overpayments to debtors or penalty interests.

The assistance given under the programme has three main features:

- advisory services, including needs assessment and advice on technical, administrative, legal and institutional debt management issues, and assistance in software installation and maintenance;
- a software designed to meet the operational, statistical and analytical needs of debt managers and bodies involved in elaborating external debt strategies; and
- training in the use of the software and in debt management issues in general.

For more information: <http://r0.unctad.org/dmfas/>

**Science, Technology and Innovation Policy (STIP) review**

In 2006 UNCTAD continued with its STIP review for Angola. An evaluation mission was undertaken in November, and the review was due to be discussed at the 10<sup>th</sup> session of the United Nations Commission on Science and Technology for Development in May 2007. Planning for STIP reviews for three other African countries is currently underway. These STIP reviews will be carried out in close collaboration with the NEPAD Office for Science and Technology, UNESCO, and the World Bank.

For more information: <http://stdev.unctad.org/capacity/stips.html>

**Network of Centres of Excellence on science and technology (NCE)**

The objective of the network is to facilitate interaction, provide training and organize workshops for scientists and engineers from developing countries in state-of-the-art learning and research facilities offered by these centres. The Network was launched in late 2005 and started operation in 2006. To date, four training courses have been undertaken: a three-month-long advanced laboratory training course at the Institute of Infectious Disease and Molecular Medicine (IIDMM) - University of Cape Town, South Africa, with nine participants, and a two-month-long training course on malaria-related research at the International Centre for Genetic Engineering and Biotechnology - New Delhi in India, for the first two of 20 participants. A two-week seminar on animal biotechnology was also held at Sokoine University of Agriculture - Morogoro, Tanzania, for 19 participants, and another one on bioinformatics at the Agricultural Genetic Engineering Research Institute - Giza, Egypt, for another group of 19 participants.

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## UNRWA

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### Technical and Vocational Education and Training (TVET)

TVET aims to enhance the employability of the youth segment of the Palestine refugee population by offering them two-year trade or semi-professional courses in line with current labour market demands. The programme operates at a micro-level by providing direct services to the refugees in 15-21 age-group. The service is provided through the Agency-administered Technical and Vocational Training Centres present in all five fields of the UNRWA operations. The vocational training centres achieved high pass rates in the external comprehensive examinations, the average being 96.6 percent. Three centres scored 100 percent results, with UNRWA trainees attaining the top positions.

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For more information: [www.un.org/unrwa/programmes/education/vocational.html](http://www.un.org/unrwa/programmes/education/vocational.html)

### Relief and social services

The social services division operates through the network of the community-based organizations (CBOs) providing direct business training to vulnerable population groups. A number of CBOs are implementing small scale credit programmes, from which 1,254 female refugees have received loans.

For more information: [www.un.org/unrwa/programmes/rss/index.html](http://www.un.org/unrwa/programmes/rss/index.html)



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## WB

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### Trade-related lending

Bank trade-related lending continues to increase when compared to the late 1980s and 1990s. New trade related lending of roughly US\$1.5 billion per year now accounts for about 6 percent of all new Bank operations, roughly double what it was during the 1990s. In recent years, lending was strongly driven by trade-related infrastructure in support of regional integration, export development and competitiveness, and trade facilitation

For more information: [www.worldbank.org/trade](http://www.worldbank.org/trade)



# [ Inter-Agency Cooperation Mechanisms ]

## INTER-AGENCY COOPERATION MECHANISMS

*Doha Development Agenda Trade Capacity Building Database (TCBDB)*

*Enhanced Integrated Framework (EIF)*

*Global Facilitation Partnership for Transportation and Trade (GFP)*

*Joint Integrated Technical Assistance Programme (JITAP)*

*Standards and Trade Development Facility (STDF)*

## DOHA DEVELOPMENT AGENDA TRADE CAPACITY BUILDING DATABASE (TCBDB) (WTO, OECD)

The TCBDB has been established by the WTO, jointly with the OECD, to provide information on trade-related technical assistance and capacity building projects. It covers national as well as regional projects. Data is provided by bilateral donors and multilateral/regional agencies. A search of the database can be performed either by beneficiary country or by type (trade category, donor country, agency, etc.) The statistical analysis option allows quantitative analysis of trade capacity building data. The database is an on-going activity, and can be accessed online at <http://tcbdb.wto.org/>

In April 2007, the 2006 Joint WTO/OECD Report on Trade-Related Technical Assistance and Capacity Building was circulated.

### The Database

To establish this database, agencies and country providers met in formal Working Group meetings. They agreed on the purposes/objectives of this database as follows:

- transparency of TRTA delivered;
- exchange and sharing of information;
- minimization and/or avoidance of duplication;
- estimation of progress in the implementation of the Doha Mandates on technical cooperation and capacity building;
- and coordination and coherence.

The database comprises 29 sub-categories divided in three main categories:

### TRADE POLICY AND REGULATIONS

Dispute settlement  
 Customs valuation  
 Technical Barriers to Trade  
 Sanitary and Phytosanitary Measures  
 Trade mainstreaming in PRSPs/development plans  
 Trade-Related Intellectual Property Rights  
 Agriculture  
 Services  
 Tariff negotiations - Non-Agricultural Market Access Rules  
 Trade and environment  
 Trade and competition  
 Trade and investment  
 Trade facilitation  
 Transparency and government procurement  
 Accession  
 Tariff reforms  
 Trade-related training education  
 Negotiation training  
 Regional Trade Agreements (RTAs)

### TRADE DEVELOPMENT

Business support services and institutions  
 Public-private sector networking  
 E-commerce  
 Trade finance  
 Trade promotion strategy design and implementation  
 Market analysis and development

### INFRASTRUCTURE

Infrastructure

The information retrievable from this database includes:

- Trade category
- Reporting country/organization
- Donor country/agency
- Implementing agency/country
- Beneficiary/host country
- Commitment date
- Grant/loan ('000 USD)
- Type of flow
- Description
- Email contact/Internet address
- Notes
- Participating countries

For more information: <http://tcbdb.wto.org/>

## ENHANCED INTEGRATED FRAMEWORK (EIF)

(IMF, ITC, UNCTAD, UNDP, WB, WTO)

The Integrated Framework (IF) is a process that was established to support LDC governments in trade capacity building and in integrating trade issues into overall national development strategies. The founding multilateral agencies of the IF (IMF, ITC, UNCTAD, UNDP, the World Bank and WTO) combine their efforts with those of LDCs and their other development partners to respond to the trade development needs of LDCs so that they can become full and active players and beneficiaries of the multilateral trading system. FAO and UNIDO have recently joined as implementing agencies.

The IF was launched in October 1997 at the High-Level Meeting on LDCs Trade Development at the WTO. The main objectives of the IF are to mainstream trade into national development strategies, such as the PRSPs, and assist in the coordinated delivery of trade-related assistance.

The IF has been enhanced and is expected to be up and running in the first quarter of 2008. The elements that will constitute the enhanced IF (EIF) are:

- provision of increased, predictable, and additional funding on a multi-year basis;
- strengthening of the IF incountry, including through mainstreaming trade into national development plans and poverty reduction strategies; more effective follow-up to diagnostic trade integration studies (DTIS) and implementation of action matrices; and achieving greater and more effective coordination amongst donors and IF stakeholders, including beneficiaries; and
- improvement of the IF decision-making and management structure to ensure an effective and timely delivery of the increased financial resources and programmes.

Since its inception, the Secretariat of the IF has been the responsibility of the WTO. It has recently been reinforced through the addition of the IF Programme Implementation Unit, which includes three staff members exclusively working on the IF. Under the EIF, the Secretariat will remain administratively housed in the WTO but will report to the EIF Board on issues of substance. The IF Trust Fund is currently managed by UNDP, but selection of the Trust Fund manager for the EIF is underway. The Trust Fund is funded on a multi-donor basis. Under the current IF, resources are provided for two sets of activities, namely Window 1 - Diagnostic Trade Integration Studies (DTIS) and strengthening in-country structures, and Window 2 - some small capacity building projects as identified in the DTIS Action Matrices.

To date, the IF process consists of four phases, namely:

- awareness-building on the importance of trade for development;
- preparation of a DTIS to identify constraints to traders, sectors of greatest export potential, and an action matrix for better integration into the global trading system;
- integration of the action matrix into the national development strategy; and
- implementation of the action matrix in partnership with the development cooperation community.

To date, all but four of the 50 LDCs are at various stages of the IF process.

The most important improvements in the EIF are expected to take place in the beneficiary countries where the IF structures will be strengthened through a more effective partnership between national stakeholders, donors, and IF agencies, and through the establishment of national implementation arrangements, which will support the Focal Point.

The second aspect of the enhancement is an improvement of the IF global governance structure that is being put in place in Geneva. An IF Board, which assumed the mandate of the former IF Working Group, initiated its work on an interim basis in May 2007. A new IF Secretariat will be established and administratively housed in the WTO, and will be headed by an Executive Director (ED). The ED and the Secretariat staff will support governments in managing the IF process, as well as provide assistance to national focal points and national implementation arrangements.

In September, 2007, an EIF High Level Donor Pledging Conference in Stockholm addressed the third aspect of the IF enhancement, namely the provision of increased, predictable, and additional funding on a multi-

year basis. The target set for the budget of the first two years of US\$100 million was oversubscribed by some US\$10 million, and a total of US\$170 million or 75 percent of the budget for the first five years of the EIF has already been raised.

Now that resources have been pledged, it is expected that the EIF Board (the decisionmaking body for the EIF) will launch the EIF in the first quarter of 2008. Selection of the ED for the EIF Secretariat is underway, and it is expected that he/she will be on board in the first quarter of 2008. Funding of the EIF is channelled through two sources: the multilateral EIF Trust Fund and bilateral/regional donors. In addition to funding the multilateral EIF Trust Fund, which is aimed at providing bridging funding to jump-start project-related activities, more resources will also be needed to respond to the larger demands specified by the beneficiary countries in their diagnostics. These resources will be channelled through the traditional bilateral and regional sources

For more information: [www.integratedframework.org/](http://www.integratedframework.org/)  
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## GLOBAL FACILITATION PARTNERSHIP FOR TRANSPORTATION AND TRADE (GFP) (UNCTAD, UNECE, UNIDO, WB and other core partners)

The GFP aims to pull together all interested parties - public and private, national and international - who want to help achieve significant improvements in transport and trade facilitation in World Bank member countries. The partners have together agreed to design and undertake specific programmes towards meeting this objective, making use of their respective comparative advantage in the subject matter in a coordinated fashion.

The United Nations Trade Facilitation network has been established as a common platform for UN agencies involved in trade facilitation activities. It has been launched in response to the request from the High Level Committee on Programmes of the United Nations Chief Executives Board to identify trade facilitation issues to be addressed in a coordinated manner within the United Nations system. Recognizing that these agencies have different approaches to trade facilitation, this platform concentrates information on each agency's approach. It provides a doorway for users to investigate further the work carried out by one or another UN agency.

### Topics covered

- Border agency modernization
- Building TTF Partnerships
- Customs issues
- Economic development and trade facilitation
- Electronic commerce and business
- Other trade facilitation aspects
- Regional transport integration
- Trade liberalization and facilitation
- Trade logistics and facilitation
- Transit
- Transport operations

### Activities and projects

- IRU Border Waiting Time Observatory (IRU BWTO),
- Preparation of customs guidelines,
- Trade and Transport Facilitation toolkit ,
- WCO time release for goods software,
- Outline proposal for National Certification Body for Management System Certification in Bangladesh,
- ASEAN countries: Pathway to Excellence,
- Best practices to prevent illegal immigration in international road transport operations,
- Brazil: Design for Global Markets,
- Capacity Building Initiative (Previously GFP-DLI),
- DAC project on trade facilitation,
- Danube River Basin: GEF in the Danube Basin,
- eAsia trade facilitation award 2004,
- e-med initiative,
- GFP gatherings,
- Industry sector analysis: Growth prospects and trade potentials (Bangladesh, Bhutan, Maldives, Nepal), August 2003,
- International Road Transport Union (IRU) Academy and World Bank introduce distance learning for road transport managers in China,
- Logistics Perception Index Survey 2006 (LPI),
- Meeting of governmental experts from Landlocked and Transit Developing Countries,
- Monitoring on Kapiten Andreevo/Kapikule,
- Preparation of customs guidelines updated,
- Proceedings of Joint Bangladesh-WTO-UNIDO Regional Workshop on TBT,
- Proposal for Bhutan Standards and Metrology Centre,

- Proposal for establishment of the Maldives Standards and Metrology Centre,
- Proposal for establishment of SAARC Calibration Service,
- Proposal for establishment on UNIDO-SAARC Accreditation Board for Certification Bodies and Laboratories,
- Road Transport Security in the EU and Beyond - IRU Position and Task Force,
- SAARC Region - SMTQ project report,
- Sub-Saharan Africa Transport Policy Programme (SSATP) trade and transport component,
- The Northern Corridor Transit Agreement,
- The Trans-Kalahari Corridor (TKC),
- TRACECA - Transport Corridor Europe Caucasus Asia,
- Trade and transport facilitation in Southeast Europe (TTFSE),
- Trade Finance Net services.

For more information: [www.gfpptt.org](http://www.gfpptt.org)

For questions related to the GFP and contributions, please email: [admin@gfpptt.org](mailto:admin@gfpptt.org)

## JOINT INTEGRATED TECHNICAL ASSISTANCE PROGRAMME (JITAP) (ITC, UNCTAD, WTO)

JITAP is a multi-country, multi-agency capacity building programme.

### Origins

African Trade Ministers, meeting in Tunis in October 1994, called on the international community to help strengthen their capacity to:

- participate in the World Trade Organization,
- integrate into the new Multilateral Trading System, and
- take advantage of new trade opportunities arising from the globalization of world markets.

Following the meeting in Tunis, WTO's Director General and ITC's Executive Director visited African countries to meet with heads of state, key government ministers, and private sector representatives. Officials in these countries stressed the need for trade-related technical assistance (TRTA).

During the UNCTAD IX conference in Midrand, South Africa (May 1996), the heads of the WTO, UNCTAD and ITC announced their commitment to develop a joint programme to help meet the needs expressed by these countries. The three organizations carried out a thorough needs assessment in eight partner countries where they had trade assistance programmes during 1996-97. They jointly identified priority needs and prepared national technical assistance projects to meet these needs. Critical needs were similar in all countries, as were the programme activities that addressed them. When in March 1998, the three organizations set up a Common Trust Fund to mobilize donor support, the individual projects were transformed into the JITAP programme (later known as JITAP I) and implementation was initiated. Today, thirteen donors contribute to the Common Trust Fund, and 18 African countries are eligible.

### Meeting the needs of partner countries

JITAP enhances the development opportunities of African country partners by assisting their more effective participation in the Multilateral Trading System (MTS). Its activities aim to meet the most pressing needs of the eight countries, corresponding to the needs expressed at the Tunis ministerial meeting. JITAP's three objectives are to:

- build national capacity to understand the evolving MTS and its implications for external trade;
- adapt the national trading system to the obligations and disciplines of the new MTS; and
- seek maximum advantage from the new MTS by enhancing the readiness of exporters.

The objective of JITAP II is to build and strengthen the capacity of selected African countries to integrate into the MTS. More specifically, capacity in partner countries is to be built or strengthened in three main areas:

- trade negotiations, implementation of WTO agreements, and related trade policy formulation;
- national knowledge base on MTS;
- supply capacity and market knowledge of exporting and export-ready enterprises to derive benefit from business opportunities presented by trade liberalization under the emerging MTS.

Like its predecessor, JITAP II has been implemented jointly by ITC, UNCTAD, and the WTO in an integrated manner, in cooperation with the beneficiary countries, and with support from the donor community. It not only provides diagnosis of needs, it also designs and funds projects. For the private sector, it provides information points and market information, and for both public and private sectors, it provides training in trade policy and in marketing and business skills.

### Implementation and management

As in JITAP I, national steering committees in each country promote coordination among participating institutions at national level. Technical counterparts in each country carry out implementation of JITAP projects within this framework. A national focal point is identified in the ministry responsible for international trade. Typical counterparts include the directorate for international trade in the ministry of commerce, trade promotion organizations, chambers of commerce and industry, and local academic institutions.

In Geneva, a steering group, comprising senior representatives from ITC, UNCTAD, and the WTO, the donors, and partner countries, provides guidance for the JITAP programme. Day-to-day management is handled by designated focal point officers of ITC, UNCTAD, and the WTO, working in close cooperation.

A Programme Coordination Unit operates from Geneva, covering all partner countries. Its role is to coordinate technical inputs and assist individual countries in implementing activities, thereby facilitating interaction between Geneva and the participating countries.

### **Key JITAP features**

JITAP is first and foremost a capacity building programme. Its distinctive features are the:

- joint participation of the three Geneva organizations to the full extent of needs assessment and programme implementation;
- establishment of national networks of trainers and experts in WTO-related issues;
- the existence of an Internet-based Communication and Discussion Facility that enhances networking among partner countries and between them and the Geneva-based organizations;
- a single or generic programme with activities to address critical common needs, based on individual country needs and responses;
- organization of scores of implementation actions in “Modules” of programme elements, with each Module covering all partner countries;
- simultaneous implementation across all eight countries, module-by-module, jointly by ITC, UNCTAD and the WTO. This is the first practical arrangement in which the three organizations are working towards realizing a common goal.

These features are designed to enhance synergies among partner countries; among the Geneva-based organizations; as well as synergies among programme activities. They are also designed to ensure efficient use of resources, through economies of scale and scope in management and programme implementation; sustainability through networking and other capacity building features; and replication of the JITAP programme in other countries, should it be decided to expand the programme. A very important feature is the role of JITAP as a framework for catalyzing other trade-related technical assistance, including those under the Integrated Framework.

The Programme is based on a partnership among the executing organizations and the participating countries, with a close supervision by the donor countries on the progress made and outstanding issues. As much as possible, it favours using national human resources to undertake the planned activities, including the experts and trainers trained under the programme itself. JITAP also promotes networking as a guarantee for the sustainability of the built capacity. Institutional support is also part of the programme priorities, namely in the form of setting up reference centres and strengthening the Inter-Institutional Committees (IICs) as frameworks to coordinate MTS issues in the countries, and to prepare negotiations.

### **Partner countries**

Benin, Botswana, Burkina Faso, Cameroon, Côte d’Ivoire, Ghana, Kenya, Malawi, Mali, Mauritania, Mozambique, Senegal, Tunisia, Uganda, the United Republic of Tanzania, and Zambia (six developing countries and 10 LDCs).

### **Executing agencies**

- International Trade Centre (ITC)
- United Nations Conference on Trade and Development (UNCTAD)
- World Trade Organization (WTO).

### **Donor countries for JITAP II**

Canada, Denmark, Finland, France, Germany, Japan, the Netherlands, Norway, Sweden, United Kingdom and others.

**Modules and toolkits**

- MTS institutional support, compliance, policies and negotiations (Module 1)
- Strengthening MTS reference centres and national enquiry points (Module 2)
- Enhancing MTS knowledge and networks (Module 3)
- Products and services sector strategies (Module 4)
- Networking and programme synergy (Module 5)

For more information: [www.jitap.org](http://www.jitap.org)

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## STANDARDS AND TRADE DEVELOPMENT FACILITY (STDF) (FAO, OIE, WB WHO, WTO)

The STDF is a global programme in capacity building and technical cooperation established by the Food and Agriculture Organization of the United Nations (FAO), the World Organization for Animal Health (OIE), the World Bank, the World Health Organization (WHO) and the World Trade Organization (WTO). UNIDO has recently gained observer status. The strategic aims of the STDF are:

- to assist developing countries enhance their expertise and capacity to analyze and to implement international sanitary and phytosanitary (SPS) standards, improving their human, animal and plant health situation, and thus their ability to gain and maintain market access; and
- to act as a vehicle for coordination among technical cooperation providers, the mobilization of funds, the exchange of experience, and the dissemination of good practice in relation to the provision and receipt of SPS-related technical co-operation.

In addition to facilitating international trade, SPS capacity building can result in improved human and agricultural health conditions for local markets, and so favour economic and social development.

In achieving its aims, the STDF acts both as a co-coordinating and a financing mechanism.

### Coordination

As a co-coordinating mechanism, the STDF is a forum for information-sharing on past, present and planned SPS-related technical cooperation activities. Central to the STDF's coordination role is reporting on technical cooperation provided or planned, the sharing of project and programme implementation experience, and the dissemination of good practice in relation to both the provision and receipt of SPS-related technical cooperation. A further component of STDF's coordination function is to ensure that projects and other proposed initiatives do not duplicate past, present or planned technical cooperation activities.

An important component of STDF's coordination work consists of research work on the effectiveness of SPS-related technical assistance. To this end, a programme of regional consultations started in 2007, aiming to examine SPS capacity building in three regions: Central America, the East African Community, and selected countries in the Greater Mekong Delta region (Cambodia, Laos and Vietnam). The first stage is almost completed, and focused on a review of SPS capacity evaluation studies and a parallel review of SPS-related technical assistance provided to each region. This stage culminated in the presentation of these studies in workshops organized as part of the broader Aid for Trade reviews in Latin America, Asia and Africa. The second stage of the research work involves working with beneficiaries to prioritize needs, conducting field work in each region to identify good practice, and working with donors to identify opportunities for future technical assistance efforts. A global dissemination event is envisaged by the end of 2008. More regional consultations are envisaged to be held in 2008-2009, notably in Africa.

The STDF aims to devote 40 percent of project grant resources to LDCs and other Low Income Economies. To achieve this target, the STDF Secretariat has built and will continue to build synergies with other technical cooperation trust funds managed by the WTO which aim to mainstream trade into development policy. The STDF Secretariat liaises closely with colleagues in the EIF to assist in the identification of SPS needs during the elaboration of national DTIS. Various project preparation grants have been developed based on the identification of SPS needs in DTIS. The STDF also builds synergies with other technical cooperation programmes, either of a general nature, such as Aid for Trade, or of a more specific SPS nature, such as interventions to tackle plant pests, animal diseases, or other major zoonotic diseases.

### Financing

Two forms of grant financing are available through the STDF. Project preparation grants for project development are a key mechanism in the STDF programme, and aim to bridge the gap between the identification of needs and their articulation into sustainable projects. An additional component of the STDF's work in this respect consists of the mobilization of financial resources within the general donor community to fund resultant projects, rather than relying exclusively on the STDF's limited budgetary funds.

In addition, grant financing is available for projects which address underlying issues of SPS capacity building in developing countries, or on a regional basis, ideally through innovative, preventative pilot projects which may be replicated by other donors. Grant financing is also available for projects which aim to address gaps in SPS information, training materials, or improve coordination among SPS technical cooperation providers.

### Who can apply?

The following organizations are eligible to apply for STDF funding:

- Public sector entities (including regional or international bodies) with responsibility for SPS measures or policy, either in their own right or in cooperation with the private sector;
- Private sector entities and/or partnerships;
- STDF partners;
- Non-profit non-governmental organizations (NGOs) with expertise in the SPS area operating in developing countries with an eligible organization in the relevant developing country or countries.

Applications for funding are particularly encouraged from public and private sector organizations in LDCs and/or OLIEs. Public/private partnership projects are also encouraged. More information on the eligibility criteria can be found in the STDF Operational Rules.

### Origins

The STDF grew out of a joint communiqué issued by the heads of FAO, the OIE, the World Bank, WHO and the WTO, at the Doha Ministerial Conference in November 2001. In the communiqué, the five organizations agreed to jointly explore new technical and financial mechanisms for coordination and resource mobilization, and to build alliances between standard setting bodies and the implementing and financing agencies, so as to ensure the most effective use of technical and financial resources. The five organizations formally established the STDF in August 2002 as a partnership and a trust fund with seed funding from the World Bank and WTO.

The partners in the STDF are singularly qualified to assist developing countries in dealing with relevant international standards, guidelines, and recommendations for food safety, plant and animal health. The STDF brings together the standard setting organizations designated by the WTO Agreement on the Application of Sanitary and Phytosanitary Measures (SPS Agreement) as reference bodies in the area of food safety (Codex) and plant health (International Plant Protection Convention, IPPC), either in their own right or through the involvement of their parent organizations, i.e. WHO and FAO. In addition, it includes the standard setting organization in the area of animal health and zoonoses (OIE). The World Bank contributes with analytical backing and a „development“ perspective, while the WTO brings a „trade rules“ perspective. The STDF is designed to benefit from the experience and skills that each partner brings.

The STDF does not replace or compete with either the standard setting work of the OIE, IPPC and Codex, or the regular technical cooperation activities of STDF partners or participating donors. The STDF reinforces and complements these activities by bringing the collective expertise of the five partners, donors, and recipients together. The STDF is distinct from and complementary to other initiatives aimed at fostering increased participation by developing countries in the standard setting process, such as the Codex Trust Fund and the IPPC Trust Fund. The STDF does not cover the costs of participation in standard setting activities, but the expertise and capacity gained under the STDF will enhance the ability of developing country's participants to effectively contribute to the process.

### Structure

The STDF consists of three main bodies:

The Policy Committee consists of high level representatives of STDF partners, donors and developing countries. The Policy Committee, *inter alia*, sets policy guidelines and provides policy oversight on the overall direction of the Facility.

The Working Group consists of technical level representatives of STDF partners, donors and developing countries, and includes participation by the Secretariats of Codex and IPPC, as well as an observer category. Re-

sponsibilities of the Working Group include, *inter alia*, guiding the development of resources for coordination and dissemination of best practice, and the review and approval of applications for funding.

The Secretariat, under the administrative responsibility of the WTO, *inter alia*, is responsible for administration of the Facility.

The Policy Committee meets once a year, and the Working Group normally three times a year (usually back to back with the SPS Committee meetings in Geneva). All decisions are taken by consensus.

Key STDF documents include the Medium Term Strategy (2007-2011), the STDF Operational Rules, and the STDF Operating Plan for 2007. All documents can be downloaded from the web site: [www.standardsfacility.org](http://www.standardsfacility.org). The STDF Operating Plan for 2008-2009 is currently under preparation.

### **Successful outcomes**

External evaluations of the first three completed STDF projects point to positive outcomes. Evaluations of other recently completed projects are to follow soon. Also worth mentioning is STDF's successful collaboration with the Enhanced IF. A large number of projects has been developed and funded over the years based on SPS needs identified in the DTIS. More recently, links with the broader Aid for Trade initiative have been strengthened. The STDF is a concrete implementation or action of Aid for Trade, albeit at an issue-specific (SPS) level. Synergies with both initiatives will be further strengthened in the near future.

For more information: [www.standardsfacility.org](http://www.standardsfacility.org)

The background features a light blue gradient with a central globe showing the Americas. Above the globe are two large, stylized circular patterns resembling molecular structures or gears, composed of concentric circles and dots. The overall aesthetic is clean and scientific.

## [ Agency Summaries ]

## AGENCY SUMMARIES



*Food and Agriculture Organization*



*International Atomic Energy Agency*



*International Civil Aviation Organization*



*International Labour Organization*



*International Maritime Organization*



*International Trade Centre*



*United Nations Conference on Trade and Development*



*United Nations Department of Economic and Social Affairs*



*United Nations Development Programme*



*United Nations Economic Commission for Africa*



*United Nations Economic Commission for Europe*



*United Nations Economic and Social Commission for Asia and the Pacific*



*United Nations Economic Commission for Latin America and the Caribbean*



*United Nations Environment Programme*



*United Nations Human Settlements Programme*



*United Nations Industrial Development Organization*



*United Nations Relief and Works Agency for the Palestine Refugees in the Near East*



*World Bank Group*



*World Health Organization*



*World Intellectual Property Organization*



*World Trade Organization*

## FOOD AND AGRICULTURE ORGANIZATION (FAO)



The Food and Agriculture Organization of the United Nations leads international efforts to defeat hunger. Serving both developed and developing countries, FAO acts as a neutral forum where all nations meet as equals to negotiate agreements and debate policy, and also as a source of knowledge and information. FAO helps developing countries and countries in transition modernize and improve agriculture, forestry and fisheries practices, and ensure good nutrition for all. Since its founding in 1945, FAO has focused special attention on development in rural areas, home to 70 percent of the world's poor and hungry people. FAO's activities comprise four main areas:

- (i) Putting information within reach. FAO serves as a knowledge network. We use the expertise of our staff - agronomists, foresters, fisheries and livestock specialists, nutritionists, social scientists, economists, statisticians and other professionals - to collect, analyze and disseminate the data that assists in development. A million times a month, someone visits the FAO Internet site to consult a technical document or read about our work with farmers. We also publish hundreds of newsletters, reports and books, distribute several magazines, create numerous CD-ROMS, and host dozens of electronic fora.
- (ii) Sharing policy expertise. FAO lends its years of experience to member countries in devising agricultural policy, supporting planning, drafting effective legislation, and creating national strategies to achieve rural development and hunger alleviation goals.
- (iii) Providing a meeting place for nations. On any given day, dozens of policy-makers and experts from around the globe convene at headquarters or in our field offices to forge agreements on major food and agriculture issues. As a neutral forum, FAO provides the setting where rich and poor nations can come together to build common understanding.
- (iv) Bringing knowledge to the field. Our breadth of knowledge is put to the test in thousands of field projects throughout the world. FAO mobilizes and manages millions of dollars provided by industrialized countries, development banks, and other sources, to make sure the projects achieve their goals. FAO provides the technical know-how, and in a few cases is a limited source of funds. In crisis situations, we work side-by-side with the World Food Programme and other humanitarian agencies to protect rural livelihoods and help people rebuild their lives.

The FAO mandate is to raise levels of nutrition, improve agricultural productivity, better the lives of rural populations and contribute to the growth of the world economy. Achieving food security for all is at the heart of FAO's efforts.

### TCB-related programme

The provision of information and analysis on trade issues affecting agriculture, fisheries and forestry, and assistance to member countries to build trade-related capacities have been long-standing FAO activities. FAO is committed to providing its MSs with trade-related assistance, as mandated in the World Food Summit Plan of Action. In support of the new WTO negotiations on agriculture, FAO has strengthened its programme of technical assistance aimed at enhancing the capacity of MSs - especially developing countries and economies in transition - to participate effectively in the multilateral negotiations and to derive maximum benefit from global trade.

FAO's trade work dates back to well before the Uruguay Round of negotiations, and addresses broader policy and market issues of relevance to agriculture, fisheries and forestry. FAO's approach is multidisciplinary in that it involves capacity building for trade, including analytical, as well as operational field activities with a direct impact on supply-side capacities. As such, trade is one of FAO's priority areas for interdepartmental action.

Broadly, the TCB programmes of the organization aim to:

- Strengthen the supply-side capability of the agricultural sector, including fisheries and forestry, so that the sector is competitive and countries can take advantage of trade opportunities;
- Ensure that trade and trade policies are conducive to overall economic development, agricultural development and food security;

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- Promote, develop and reinforce policy and regulatory frameworks for food, agriculture, fisheries and forestry; and
- Improve decision-making through the provision of information and analysis on trade policy and practices.

The TCB programmes are intended to address member countries' needs, particularly developing countries and countries in transition. The main beneficiaries are government and non-government entities in the agriculture, forestry and fisheries sectors.

**Successful Projects**

FAO has been receiving an increasing volume of requests from a large number of members for information, analysis and technical assistance concerning a wide range of WTO-related issues, notably in the area of trade policy (multilateral and regional trade negotiations), and implementation and compliance. FAO has been providing its technical assistance in variety of forms.

An example of a successful programme is the "Umbrella" programme on trade-related capacity building, implemented during 1999-2001, under which FAO organized regional workshops in 14 sub-regions, reaching some 850 officials from 151 countries. This programme continues as new needs and issues emerge, e.g. the Doha Round, Economic Partnership Agreements, and new challenges in the SPS and TBT and TRIPS Agreements.

Another example of a success story in this area is the Standards and Trade Development Facility (STDF) which resulted from a joint communiqué issued by the heads of the FAO, the OIE, the World Bank, WHO and the WTO, at the Doha Ministerial Conference in November 2001. The STDF is mobilizing resources and assisting countries in building capacity in SPS-related areas.

**Partnerships**

FAO provides technical assistance in collaboration with international organizations, national governments, international and regional financial institutions and NGOs, as appropriate. FAO collaborates actively with WHO (for example, on food safety (SPS)), with the OIE (on animal health (SPS)), and with UNIDO on fisheries.

**TCB activities described in this guide**

**GLOBAL ADVOCACY**

Mainstreaming appropriate trade policies in national development plans

**TRADE POLICY DEVELOPMENT**

Support for the multilateral trade negotiations

Capacity building on food and agricultural policies

**LEGAL AND REGULATORY FRAMEWORK**

Legal framework improvement to match international agricultural treaties and obligations

Standard setting and harmonization

**SUPPLY CAPACITY**

Increase agricultural productivity

**COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES**

Strengthen food quality and safety programmes to meet SPS and TBT requirements

Strengthen live animal and meat import and export inspection programmes

Capacity building work in the framework of Codex Alimentarius

Technical assistance in compliance

**MARKET AND TRADE INFORMATION**

Strengthen capacities in the area of commodity markets and trade

## INTERNATIONAL ATOMIC ENERGY AGENCY (IAEA)



The IAEA (also referred to as the Agency) works with its MSs and multiple partners to accelerate and enlarge the contribution of atomic energy to peace, health, and prosperity throughout the world. Through its Department of Technical Cooperation, the Agency seeks “to increasingly promote tangible socio-economic impact by contributing directly in a cost-effective manner to the achievement of the major sustainable development priorities of each country.”

The principal functions of the Technical Cooperation (TC) Programme are (i) encourage and assist research in the development and practical application of nuclear science and technology for development; (ii) assist MSs to procure materials, services, equipment, and facilities to meet the needs of research with due consideration for the needs of developing countries and (iii) encourage the exchange of training of scientists and experts within and across all MSs which includes the exchange of scientific information

With more than 190 staff members, the TC Department works in full partnership with technical officers from the technical departments within the Agency and project counterparts in its 135 MSs. Through training courses, expert missions, fellowships, scientific visits, and equipment disbursement, the TC programme provides the necessary skills and equipment to establish sustainable technology in the counterpart country or region. In addition, the TC Department collaborates with United Nation and other organizations to plan and execute projects.

### TCB-related programmes

Through its TC programme, the Agency is systematically building national and regional capability for its MSs, particularly the developing countries, to establish infrastructure and services that would enable them to gain greater access to global trade through improved production processes and ability to meet global established standards. This is carried out in two forms – firstly assisting MSs to acquire the equipment and material required for setting up infrastructure, such as analytical laboratories and irradiation facilities, and secondly through human resource capacity building – fellowships, training, scientific visits etc.

The overall strategy lies in transferring science and technology that relates to the specific requirements of each region to ensure ownership and concerted efforts towards self-reliance and long-term sustainability. Ultimately the Agency seeks to establish the capacity for all its MSs to harness nuclear science and technology for improved production in all sectors, including those activities that relate to trade.

There is increased recognition that science and technology can significantly contribute to enabling countries to provide goods and services which, when traded, can contribute to the socio-economic well-being of a country. However, many developing countries have neither the infrastructure, the human resources, nor the investment capability to acquire modern science and technology know-how. Within this context, the Agency is working to assist its MSs, particularly developing MSs, to procure the expertise and infrastructure that would enable them to exploit and better utilize science and technology to not only meet national needs but ultimately to increase production capability for goods and services that can meet global standards.

IAEA support is available to all its MSs, with particular consideration for the LDC MSs.

### Successful projects

#### Project on improving food security and boosting vegetable exports in Latin America

In Central America, the regional project RLA5045: ‘Preparation for Pilot Fruit Fly Free Areas Using the Sterile Insect Technique’ aimed to control fruit flies by way of an integrated approach which includes the sterile insect technique. The ultimate goal of this effort was to export fruits and vegetables to high value markets such as the USA. The MSs in the region - Belize, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua and Panama - made strong commitments to this project, which benefited from extra-budgetary contributions, both financial and in-kind, from other national and international organizations such as the FAO, Inter-American Institute for Cooperation on Agriculture, International Regional Organization for Plant and Animal Health, and United States Department of Agriculture, in what has been

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called a regional inter-institutional project alliance. Substantial results have been achieved, with an area that is free of the fruit fly pest being officially declared in each of the participating countries. MSs have developed the human and physical infrastructure to maintain the areas free or with a low prevalence of fruit flies. Vegetables from these areas in El Salvador, Guatemala and Nicaragua, such as bell peppers and tomatoes, are already being exported to the USA, and papayas are being exported to Mexico and the USA. In 2006, these exports generated significant revenues for these countries. In October 2006, Honduras signed a protocol to export bell peppers to the USA, and Costa Rica has invested in infrastructure to start horticultural exports to the USA in 2007. Belize has expanded its range of horticultural products in the international market by retaining its sanitary status as a country that is not affected by the Medfly. Projections indicate that in the medium term, as exports of fruits and vegetables from these areas realize their full potential, the expected socio-economic impact will be substantial throughout Central America.

**Use of irradiation for sanitary and phytosanitary treatment of agricultural produce**

The Agency is using nuclear and related techniques to assist governments in implementing a food chain approach by developing methodologies, indicators, and guidelines that protect food chains from safety hazards at their source through good agricultural practices. These activities include the improvement of laboratory-quality management and analytical techniques to meet international standards for pesticides, mycotoxins, and veterinary drug residues. They include the adoption of the collaboratively developed Codex Guidelines on the Use of Mass Spectrometry for Identification, Confirmation and Quantitative Determination of Residues. The success of the application of previously adopted international standards related to the use of ionizing radiation for the control of food-borne pathogens and insect pests, which is now used by over 50 countries worldwide, is reflected in part by the recent enactment of harmonized regulations for various types of food in five more countries.

Other activities related to the application of international standards for consumer protection and the facilitation of agricultural trade include an online database of government first actions in response to a nuclear emergency affecting agriculture. International trade from affected regions will also be enhanced through collaborative efforts in the revision, and expansion to cover additional isotopes, of the Codex Guideline Levels for Radionuclides in Foods Following Accidental Nuclear Contamination for Use in International Trade that will apply for a period longer than one year following a nuclear accident or radiological event. As IAEA’s MSs gain more expertise and infrastructure, greater trade opportunities and options become available.

**Partnerships**

An example of a successful partnership is the establishment of a joint division by the IAEA and FAO based in the Agency’s Secretariat in Vienna. The Joint FAO/IAEA Division is currently responsible for providing scientific and technical support for over 200 national and regional technical cooperation projects, as well as for inter-regional and regional training courses channelled to recipient countries for the purpose of providing equipment, expert advice and training. Projects are financed by IAEA’s Technical Cooperation Fund and FAO’s Technical Cooperation Programme, and through trust funds provided by donor countries and international funding agencies. Other partnerships have been established at international, regional and national levels.

**TCB activities described in this guide**

**SUPPLY CAPACITY**

Assistance to improve production methods.

**COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES**

Assistance to meet global standards and international regulations  
 Assistance related to non-conformity with safety and quality standards.

# INTERNATIONAL CIVIL AVIATION ORGANIZATION (ICAO)



A specialized agency of the United Nations, ICAO was created in 1944 to promote the safe and orderly development of international civil aviation throughout the world. It sets standards and regulations necessary for aviation safety, security, efficiency and regularity, as well as for aviation environmental protection. The Organization serves as the forum for cooperation in all fields of civil aviation among its 190 contracting states.

ICAO works to achieve its vision of safe, secure and sustainable development of civil aviation through co-operation amongst its member states. To implement this vision, the Organization has established the following strategic objectives for the period 2005-2010:

- Safety - enhance global civil aviation safety;
- Security - enhance global civil aviation security;
- Environmental Protection - minimize the adverse effect of global civil aviation on the environment;
- Efficiency - enhance the efficiency of aviation operations;
- Continuity - maintain the continuity of aviation operations;
- Rule of Law - strengthen law governing international civil aviation.

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## TCB activities described in this guide

### TRADE POLICY DEVELOPMENT

Economic Policy and Infrastructure Management (EPM)

### LEGAL AND REGULATORY FRAMEWORK

Economic Policy and Infrastructure Management (EPM)

### PHYSICAL TRADE INFRASTRUCTURE

Economic Policy and Infrastructure Management (EPM)

### OTHER TRADE RELATED ACTIVITIES

Environmental unit



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## INTERNATIONAL LABOUR ORGANIZATION (ILO)

The International Labour Organization is the UN specialized agency devoted to advancing opportunities for women and men to obtain decent and productive work in conditions of freedom, equity, security, and human dignity. Its main aims are to:

- Promote and realize standards and fundamental principles and rights at work;
- Create greater opportunities for women and men to secure decent employment and income;
- Enhance the coverage and effectiveness of social protection for all; and
- Strengthen tripartism and social dialogue in handling work-related issues.

In promoting social justice and internationally-recognized human and labour rights, the organization continues to pursue its founding mission based on the premise that labour peace is essential to prosperity. Today, the ILO helps advance the creation of decent jobs and the kinds of economic and working conditions that give working people and business people a stake in lasting peace, prosperity, and progress.

### TCB-related programme

The ILO's trade-related services promote an integrated approach to trade, employment and decent work – one that seeks to simultaneously enhance a country's trade performance and create more, and better, jobs. The ILO seeks to enhance the capabilities of countries and the social partners (governments, workers' and employers' organizations) to realize the opportunities for decent employment and income that may be created as a result of trade and to limit social adjustment costs. The ILO seeks to achieve this through actions at the international, regional and national levels.

At the international level, the ILO promotes dialogue between its own constituents - governments, trade unions and employers' organizations - on the potential employment effects of trade policies and measures that maximize opportunities for employment and decent work. The ILO also engages with other agencies to promote policy coherence between trade policies on the one hand, and labour market policies on the other.

At the regional level, the ILO is involved in assisting regional institutions to assess the impact of trade integration on decent work, and to develop regional social policies on employment, skills development, the movement of people, labour standards, and other social goals.

Through the ILO's Decent Work Country Programmes - national strategies designed to achieve the organization's four strategic objectives - the ILO is involved in:

- Assessing the impact of trade policy on employment and working conditions;
- Developing integrated sectoral strategies that seek to improve the export competitiveness of enterprises together with the number of jobs created and the conditions of work and employment;
- Supporting social dialogue between trade unions, employers' organizations, and government to promote more effective and coherent trade and labour market policies;
- Facilitating labour market preparedness for trade by providing assistance with the development of active labour market policies, and adequate regulatory frameworks and institutions to provide social protection;
- Strengthening productive capabilities for trade preparedness;
- Unlocking the potential of enterprises to create decent jobs that can help alleviate poor working conditions and create a route out of poverty by: providing market information; facilitating the development of clusters and the upgrading of enterprises in value chains; improving workplace practices and productive capabilities; and assessing the policy and regulatory environment within which enterprises operate in order to create a supportive business environment; and
- Building skills and knowledge as the engines of economic growth and social development, crucial to sustaining productivity and income-earning opportunities.

## Successful Projects

### Integrated sectoral strategies to build capabilities and improve competitiveness through decent work - Morocco's textile and clothing sector

#### A vital industry under restructuring

Textiles and clothing (TC) are at the forefront of export-led industrial growth in Morocco. The sector contributes 15 percent of the value added of the industrial sector and generates 36 percent of foreign export earnings. It is also at the origin of 23 percent of enterprise creation. It remains a key source of employment. With over 201,000 workers employed in 1,607 enterprises, the sector contributes to 43 percent of overall employment, three-quarters of which is female employment. Given its national strategic importance, both in social and economic terms, the sector has been the subject of a long-standing upgrading strategy.

The programmed ends of quotas, the forecasted entering into force of the free trade zone with the European Union in 2010, and the signing of the free trade agreement with the United States in 2004, have put additional pressure on the industry to accelerate its redeployment process. The national actors decided to be proactive and to anticipate the impact of these trade agreements on Morocco's global TC market. The initial strategy to upgrade the sector was developed in 2002 when the employers and the Government signed a Framework Agreement aimed at boosting the TC industry from a conventional standpoint (focussing on the economic determinants of competitiveness). In parallel, the employers' association of the TC industries, the Moroccan Textile and Apparel Manufacturers Association (AMITH), developed specific upgrading strategies. These strategies addressed the following key factors: competitiveness; responsiveness; creativity; commercial assertiveness; skills development; networking and clustering.

#### Moving towards an integrated economic and social strategy, with ILO support

The ILO and the Government of Morocco launched a Decent Work Pilot (Country) Programme (DWPP) with a sectoral focus on TC. The objective was to improve the competitiveness of the sector and its trade capacity through decent work. The TC redeployment strategy sought to improve social dialogue and build productive capacity through the integration of the economic and social determinants of competitiveness. The first phase of the project focused on the establishment of a National Tripartite Steering Committee involving all the stakeholders (the Ministry of Employment and Vocation Training, the Ministry of Industry, Commerce and Economic Upgrading, the National Agency for the Promotion of SMEs, the TC employers, the General Confederation of Moroccan Enterprises and the three most representative trade unions), and the facilitation of tripartite dialogue around the challenges faced by the industry in terms of competitiveness and decent work. The outcome was the adoption, in December 2003, of a "*National Tripartite Action Plan to promote the competitiveness of the TC industry through the promotion of decent work*". The action plan had two major components: the improvement of social dialogue at enterprise and industry level, and practical measures to boost competitiveness through enhancing the quality of employment. Cutting across both these components was the objective of achieving greater gender equality.

#### From political consensus to action: The social partners join forces with the support of the ILO

In its second phase (2004-05), the project provided support for the implementation of the priority components of the tripartite action plan: promotion of social dialogue at the industry and enterprise levels; capacity building among the social partners; social upgrading of enterprises and the strengthening of their role in the design and implementation of on-the-job vocational training; and promotion of gender equality.

More recently, with project support from Spain, the programme implemented the priorities of the National Action Plan at the enterprise level. Training has been conducted on the social upgrading of textile and clothing enterprises, the strengthening of human resource management, and enterprises' role in training. Social upgrading is based on a bipartite approach facilitated by national trainers who help workers and managers to identify actions that they could carry out at their workplace to improve working conditions, productivity, and labour-management relations. In order to secure sustainability, the

training at the enterprise level is undertaken by national training institutions trained by the ILO. This approach is being tested on a pilot group of voluntary enterprises.

**Major Achievements**

One of the major achievements of the project is a shift from conflictual relations to more collaborative social dialogue. Not only has this led to the adoption of the tripartite action plan, but it also gave a new impetus to national, sectoral and regional social dialogue. The social partners decided in January 2004 to establish a bipartite TC committee to deal in a socially responsible way with the new challenges of globalization. In addition, in the recent past, some trade unions have established TC national federations to strengthen their representation. The programme has improved the understanding by the social partners of the challenges and opportunities the TC industry faces in global markets. The creation of decent work agenda has become a key driver in the competitiveness and trading capacity of the Moroccan TC industry. The employers' association, AMITH, puts the social dimension at the heart of the restructuring process, recognizing the importance of integrating the creation of decent work with the search for economic efficiency.

**Partnerships**

UNDP, WTO, ITC, EU, WIPO

**TCB activities described in this guide**

GLOBAL ADVOCACY

- Policy Coherence Initiative (PCI)
- Working Party on the Social Dimension of Globalization (WPSDG)
- Integrating the decent work agenda in poverty reduction strategies

TRADE POLICY DEVELOPMENT

- Regional integration and employment policies
- Assessing and addressing the impact of trade policy on employment

LEGAL AND REGULATORY FRAMEWORK

- Technical cooperation on labour laws

SUPPLY CAPACITY

- Integrated sectoral strategies to build capabilities and improve competitiveness
- Value chain analysis, upgrading and cluster development
- Workplace practices

OTHER TRADE RELATED ACTIVITIES

- Development of the business environment
- Local Economic Development (LED)

## INTERNATIONAL MARITIME ORGANIZATION (IMO)



The mission of the International Maritime Organization (IMO) as a United Nations specialized agency is to promote safe, secure, environmentally sound, efficient, and sustainable shipping through cooperation. This is accomplished by adopting the highest practicable standards of maritime safety and security, by efficiency of navigation, and by the prevention and control of pollution from ships, as well as through consideration of related legal matters and effective implementation of IMO's instruments with a view to their universal and uniform application.

IMO seeks to ensure that measures to promote safe, secure, and environmentally sound shipping do not unduly affect the efficiency of shipping. It also constantly reviews such measures to ensure their adequacy.

### TCB-related programme

Bearing in mind that IMO believes that over 90 percent of world trade is carried by ships, the work of IMO to facilitate their operation contributes directly to building trade capacity.

Through its Facilitation Committee, IMO seeks to facilitate maritime traffic by simplifying, and reducing to a minimum, the formalities, documentary requirements, and procedures on the arrival, stay and departure of ships engaged in international voyages. The Committee aims to complement the work of other IMO bodies, ensuring that an appropriate balance is maintained between the work of those bodies, and the need to facilitate international maritime traffic, bearing in mind the Organization's new theme, "Safe, secure and efficient shipping on clean oceans".

The Convention on the Facilitation of Maritime Traffic (FAL Convention) was adopted by the International Conference on Facilitation of Maritime Travel and Transport on 9 April 1965. It entered into force on 5 March 1967. The purpose of this Convention is to facilitate maritime transport by simplifying and minimizing the formalities, documentary requirements and procedures associated with the arrival, stay and departure of ships engaged in international voyages. It was originally developed to meet growing international concern about excessive documents required for merchant shipping. Traditionally, large numbers of documents are required by customs, immigration, health and other public authorities pertaining to the ship, its crew and passengers, baggage, cargo and mail. Unnecessary paperwork is a problem in most industries, but the potential for red tape is probably greater in shipping than in other industries because of its international nature and the traditional acceptance of formalities and procedures.

The Convention emphasizes the importance of facilitating maritime traffic and demonstrates why authorities and operators concerned with documents should adopt the standardized documentation system developed by IMO and recommended by its Assembly for worldwide use. Contracting parties to the Convention undertake to bring about uniformity and simplicity in the facilitation of international maritime traffic.

### TCB activities described in this guide

#### TRADE FACILITATION

Maritime traffic facilitation

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## INTERNATIONAL TRADE CENTRE (ITC)

The International Trade Centre is the joint technical cooperation agency of the United Nations Conference on Trade and Development (UNCTAD) and the World Trade Organization (WTO). The organization has two original and mutually reinforcing functions embedded in the expression of its mandate – *export impact for good*:

- The affiliation with the WTO awards the ITC the role of helping its client countries to benefit from the opportunities created by the WTO framework.
- As a UN development organization, ITC’s role is to promote the fulfilment of the Millennium Development Goals.

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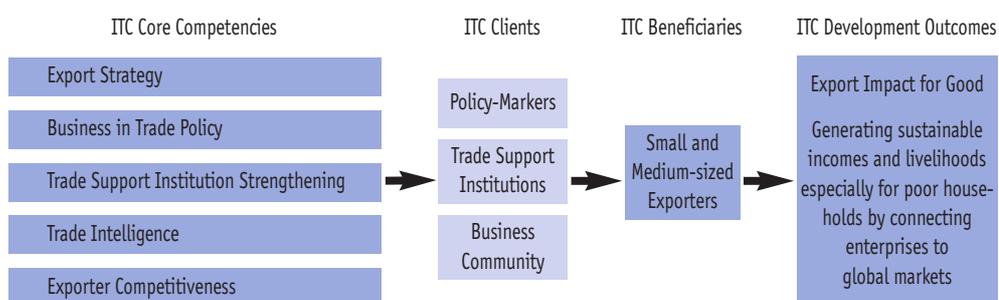
ITC contributes to countries’ building national ownership over the issue of export development. Goals and objectives must be aligned to a national vision for development. Commitments in this respect are developed and owned by countries on the basis of their historical, political and economic circumstances. ITC’s aim is to enhance the capacity of entrepreneurship to put innovation into practice and to contribute to progress in society.

### TCB-related programme

ITC’s mission is completely focused on trade capacity building: ITC enables small business export success in developing countries by providing, with partners, trade development solutions to the private sector, trade support institutions, and policy-makers.

Trade development requires cooperation from many different organizations working in different ways. Priority setting with partners is critical to achieving impact, and ITC’s resources must be directed in the area of its core competencies, partnering with other players to intervene in their area of strength. ITC applies a holistic and integrated approach to its technical assistance through building trade capacity at three levels: At the level of the policy- or strategy-maker, the objective is to enable them to integrate business priorities in national trade policies and negotiations, and to achieve effective collaboration between public and private sectors;

At the trade support institution level, the objective is that export service delivery channels are enabled; and, At the enterprise (SME) level, ITC’s aim is that potentially competitive new enterprises are created, and that the competitiveness of existing enterprises is strengthened.



ITC’s fundamental role is to support developing and transition countries to understand destination markets and create opportunities for export success. In order to achieve this, ITC needs to build the capacities of its clients to understand what their existing and potential consumers want, and to demonstrate compliance to consumer requirements.

### Successful Projects

For its 40<sup>th</sup> anniversary in 2004, ITC published a collection of portraits of entrepreneurs that have been enabled to succeed in business export as a result of ITC’s support. This series of examples can be found online under the title: “ITC Presents: Portraits of Trade Development”, available at:

[www.tradeforum.org/news/categoryfront.php/id/579/4\\_2004.html](http://www.tradeforum.org/news/categoryfront.php/id/579/4_2004.html).

## Partnerships

ITC builds bridges and partnerships between the private sector, government institutions, and civil society organizations, all of whom have an important role to play in trade development. As a result, partnerships are systematically pursued on project levels.

ITC works in partnership with the following organizations at the national and regional levels: enterprises, trade-related government departments, trade and industry associations, national trade promotion agencies, chambers of commerce, commodity organizations, small enterprise development agencies, commercial banks and other trade financing institutions, standards boards, packaging institutes, management institutes for training trade managers, tender boards and central purchasing institutions, state-owned corporations, purchasing and supply management associations, and regional organizations specialized in selected trade and marketing functions.

Partnerships are defined with ITC's parent organizations, UNCTAD and the WTO, in several areas, including the Joint Integrated Technical Assistance Programme (JITAP) and WTO Trade Policy Course. In addition, ITC is also instrumental in other key partnerships such as the Integrated Framework for Trade-Related Technical Assistance to least-developed countries (IF), a multi-agency, multi-donor programme, which includes the participation of the IMF, UNCTAD, UNDP, the World Bank and the WTO.

## TCB activities described in this guide:

### GLOBAL ADVOCACY

Strategies for export development and mainstreaming trade

### TRADE POLICY DEVELOPMENT

Business in trade policy

### LEGAL AND REGULATORY FRAMEWORK

Legal aspects of foreign trade

### SUPPLY CAPACITY

Exporter competitiveness

### COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES

Standards and quality management

### TRADE PROMOTION CAPACITY BUILDING

Trade Support Institution strengthening

### MARKET AND TRADE INFORMATION

Trade intelligence

### TRADE FACILITATION

Supply chain and logistics

### TRADE RELATED FINANCIAL SERVICES

Trade finance



## UNITED NATIONS CONFERENCE ON TRADE AND DEVELOPMENT (UNCTAD)

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Established in 1964, UNCTAD promotes the development-friendly integration of developing countries into the world economy. UNCTAD has progressively evolved into an authoritative knowledge-based institution whose work aims to help shape current policy debates and thinking on development, with a particular focus on ensuring that domestic policies and international action are mutually supportive in bringing about sustainable development.

### Strategy

The São Paulo Consensus (SPC) sets thematic priorities that orient the content and determine the scope of UNCTAD's assistance. In parallel with these UNCTAD XI mandates, the 2003 technical cooperation strategy sets the overarching goals, the conceptual framework, and the operational modalities, that allow UNCTAD's assistance to be effective.

As the focal point within the United Nations for the integrated treatment of trade and development and the inter-related issues in the areas of finance, technology, investment, and sustainable development, UNCTAD's technical cooperation activities address these issues in a mutually complementary fashion.

The thrust of UNCTAD's technical cooperation is capacity development in the four main areas of its work:

- (i) globalization and development;
- (ii) international trade in goods and services and commodities;
- (iii) investment, technology and enterprise development; and
- (iv) services infrastructure for development and trade efficiency.

### TCB-related programme

UNCTAD's technical cooperation aims to enhance capacity development in beneficiary countries. In pursuing that goal, UNCTAD's technical cooperation activities seek to enhance the human and institutional capacities of developing countries to strengthen their national development policies and to create an environment conducive to sustainable development.

The technical cooperation strategy that was adopted by the Trade and Development Board in October 2003 (decision 478(L)) is based on several consultations with MSs and on the application to UNCTAD assistance of the "capacity development" concept being used in the UN System. The strategy aims to set the overarching principles, objectives and instruments of UNCTAD operations. The main goal is to enhance the endogenous capacity of beneficiary countries to face challenges and benefit from opportunities, and to set and implement their own development strategies, as well as to emphasize the development of human, institutional, productive, and export capacities of beneficiary countries.

The strategy calls for more inter-divisional cooperation within the Secretariat and strengthened cooperation with other agencies providing technical assistance in the field of trade and investment. The strategy also refers to: intensified country-level activities, subject to availability of human and financial resources; partnerships with civil society, and networking activities; and monitoring and evaluation instruments. Both the Board decision and its annex, pinpoint the need for predictable and sustainable resources, and call for "long-term sustainable activities, particularly through multi-year funding mechanisms and inter-divisional operations, based on the thematic priorities set by the UNCTAD work programme".

The population at large is the ultimate beneficiary of capacity building and technical cooperation programmes. Governments are the main direct beneficiaries of UNCTAD's technical cooperation activities. These services are available to all developing countries and countries in transition, individually or through inter-governmental organizations, such as regional or sub-regional groupings. Priority is given to the 50 LDCs. The main beneficiaries are usually officials in the relevant government departments. Participants in training and human-resource-related activities are selected by the countries concerned, in consultation with the UNCTAD secretariat.

Through their governments, individual companies, both public and private, in particular SMEs, can benefit from numerous UNCTAD projects. Thus, representatives of the private sector are invited on a regular basis to attend, in particular, national seminars and workshops on various issues, which help them to gain a better understanding of how to integrate into the global economy. Involving the private sector in technical co-operation activities helps to raise the business community's awareness of issues related to international trade and development, and to alert it to new trading opportunities, as well as to enhance the national policy dialogue.

National ownership is a necessity for turning national stakeholders into active partners in the design and implementation of capacity building programmes. These programmes should increasingly rely on expertise from developing countries and emerging economies. Ownership and commitment by beneficiaries remain the priorities.

Academia also benefits from UNCTAD cooperation, particularly through the Virtual Institute on Trade and Development, launched in 2004. Several UNCTAD activities targeting parliamentarians and civil society are usually organized in close coordination with the national authorities, particularly regarding topics such as the WTO issues.

### Special focus of UNCTAD's technical cooperation activities

#### (i) The Least Developed Countries

Within the United Nations system, UNCTAD has a particular responsibility for addressing the special needs of LDCs, and gives priority to LDCs in its technical assistance activities.

Fifty countries are currently designated by the United Nations as LDCs. The current criteria are:

- Low national income (per capita GDP under \$900 for countries now joining the list);
- Weak human assets (a composite index based on health, nutrition and education indicators); and
- High economic vulnerability (a composite index based on indicators of instability of agricultural production and exports, inadequate diversification and economic smallness).

#### (ii) Integrated Framework for trade-related technical assistance

UNCTAD, together with the WTO, ITC, UNDP, the IMF and the World Bank, is involved in the implementation of this programme that was launched in 1997. All UNCTAD LDC-related technical cooperation activities are supportive of, and complement, the Integrated Framework.

#### Successful Projects

##### *Trade Policies, Trade Negotiations and Integration in the International Trading System*

UNCTAD has long experience in providing advice and training to build up the capacity of countries in international trade negotiations so as to enable them to better integrate in the international trading system. Support is also provided for regional trade and regional integration arrangements. It has provided assistance to developing countries in practically all GATT trade rounds, and in subsequent negotiations within WTO. Advice and training has been provided for the following:

- WTO Accession and support to multilateral trade negotiations;
- Preferential Arrangements/Market Access, trade laws and preferences;
- Commodities;
- Risk management, finance, information and knowledge management;
- Trade, environment and development – The BioTrade Initiative;
- Competition policy.

##### *Investment policies and investment promotion*

UNCTAD is the focal point within the United Nations Secretariat for matters related to foreign direct investment (FDI). It seeks to improve the understanding of developing countries and economies in transition of policy choices; strengthen their abilities to formulate and implement policies, measures and action programmes; and promote understanding of emerging issues, including the role of international arrangements for the purpose of attracting and benefiting from FDI. UNCTAD also hosts the secretariat of the World Association of Investment Promotion Agencies (WAIPA).

**Enterprise development**

The objective of UNCTAD is to improve SME growth and international competitiveness, and to stimulate entrepreneurial potential. In this context, the EMPRETEC integrated capacity building programme promotes the creation of sustainable support structures that help promising entrepreneurs build innovative and internationally competitive SMEs. It works with national institutions rather than individual entrepreneurs. UNCTAD is also a partner organization to implement projects in Africa under the framework of UNDP's Enterprise Africa Programme, a regional initiative based on the EMPRETEC model. Another related multi-agency project where UNCTAD plays a leading role is Mediterranean 2000: an institution-building project in entrepreneurship.

**Science and Technology**

The programme of technical cooperation on science and technology aims to enhance the scientific and technological capabilities of developing countries and countries with economies in transition, and facilitate their access to new and emerging technologies, in particular by providing policy advice and supporting their efforts in strengthening the human resource base by organizing special training events, analyzing and disseminating information on best practices in the development and transfer of technology, particularly new technologies.

**Partnerships**

As the focal point for the integrated treatment of trade and development, UNCTAD interacts and cooperates with a variety of other organizations within and outside the United Nations system. These include the following:

**World Trade Organization**

UNCTAD and the WTO have been joining forces to ensure a better functioning of the multilateral trading system. In April 2003, the organizations signed a MoU providing for cooperation and consultations on their technical assistance activities, and for the conduct of joint studies on selected issues. UNCTAD and WTO interact frequently, and the intergovernmental processes in both organizations are often attended by the same government representatives.

**International Trade Centre**

ITC is jointly sponsored by UNCTAD and the WTO for operational, enterprise-oriented aspects of trade development, with an emphasis on trade promotion. In contrast to UNCTAD, whose technical assistance is primarily tailored to governments, ITC's technical assistance focuses on assisting businesses in developing countries. Both UNCTAD and the WTO are represented in the Joint Advisory Group supervising ITC's work, and UNCTAD has a number of joint technical assistance activities with ITC.

**UN Regional Commissions and UNDP**

UNCTAD cooperates with these international entities on a project-by-project basis, be it in relation to research projects, joint workshops and seminars, or technical assistance. Since UNCTAD has no representatives in the field, the UNDP country offices are also used to support UNCTAD activities in various countries.

**Bretton Woods Institutions (International Monetary Fund and World Bank)**

The World Bank and UNCTAD cooperate in the delivery of some technical assistance and capacity building programmes. The UNCTAD secretariat, through the Debt Management–DMFAS programme, is also an active member of the Inter-Agency Task Force on Finance Statistics, which is chaired by the IMF. The three agencies also cooperate in organizing seminars. UNCTAD attends the biannual meetings of the IMF and the World Bank, and both institutions participate in UNCTAD's intergovernmental meetings.

**Other intergovernmental bodies**

In addition to the organizations of the UN System, a total of 111 other intergovernmental bodies have gained accreditation as observers to UNCTAD's Trade and Development Board.

**Partnerships per area of intervention:**

Agriculture and industrial domestic policies (FAO, UNIDO, WB, UNDP)- to determine trade policy

Investment and technology policy (UNCTAD, WB, UNIDO) involving:

- investment regimes
- investment/ technology agreements
- investment promotion
- dispute settlement on investments, etc.

Competition policy (UNCTAD, WB) involving:

- domestic laws and institutions
- regional/international rules on competition

Intellectual property (WIPO, WTO) involving:

- domestic laws and institutions
- regional /international rules on intellectual Property rights.

Environment policy (UNEP, WB, WTO, UNCTAD) involving:

- domestic laws and institutions
- regional/international rules on environment

Macroeconomic policies (IMF, WB, WTO, UNCTAD) involving:

- strong links with trade policy
- fiscal and monetary policies
- impact of the international economic environment
- coherence issues.

**UNCTAD's annual flagship reports**

Additionally to the Trade and Development Report (TDR) UNCTAD produces:

The *World Investment Report* has been published annually since 1991. Each year's Report covers the latest trends in foreign direct investment around the world, and analyzes in depth one selected topic related to foreign direct investment and development.

The *Economic Development in Africa* series analyzes selected aspects of Africa's development problems and major policy issues confronting African countries. It makes policy recommendations for action by African countries themselves, and by the international community, to overcome the development challenges that the continent faces. This report has been published annually since 2000.

The *Least Developed Countries Report* provides a comprehensive and authoritative source of socio-economic analysis and data on the world's most impoverished countries. The Report is intended for a broad readership of governments, policy-makers, researchers, and all those involved with LDCs' development policies. Each Report contains a statistical annex, which provides basic data on the LDCs.

The *Information Economy Report* is published annually. It analyzes current trends and major international policy issues regarding information and communication technologies and their use for, and effect on, trade and development.

The *Review of Maritime Transport* has been published annually since 1968. It reports on the worldwide evolution of shipping, ports, and multimodal transport related to the major traffics of liquid bulk, dry bulk, and containers.

For more information: [www.unctad.org](http://www.unctad.org)

**TCB activities described in this guide**

## GLOBAL ADVOCACY

UNCTAD/ICC Investment Advisory Council

## TRADE POLICY DEVELOPMENT

Policy advice on commodities

TrainForTrade  
Virtual Institute on Trade and Development  
Trade, environment and development  
Training course on key issues on the international economic agenda  
Strengthening of policy-making in services and promotion of international trade in services.  
Assistance on regional trade negotiations  
Assistance on the utilization of the Generalized System of Preferences  
Investment policies and investment promotion  
International investment agreements  
Work programme on technology transfer and intellectual property

**LEGAL AND REGULATORY FRAMEWORK**  
Assistance on WTO accession.  
Training activities on trade-related dispute settlement mechanisms.  
Capacity building activities under the JITAP

**SUPPLY CAPACITY**  
The BioTrade Initiative  
Investment Policy Reviews  
FORINVEST (Policy Framework for Attracting Foreign Investment)  
**STAMP (Strengthening and/or streamlining FDI agencies)**  
Other investment-related programmes  
Science and Technology  
Connect Africa project  
Enterprise development  
Capacity development and e-applications  
Information and Communication Technologies and e-business

**MARKET AND TRADE INFORMATION**  
Trade analysis and research  
Trade Analysis and Information System (TRAINS)

**TRADE FACILITATION**  
Training on transport and trade facilitation  
ASYCUDA programme

**PHYSICAL TRADE INFRASTRUCTURE**  
Transport and trade facilitation

**TRADE-RELATED FINANCIAL SERVICES**  
Insurance  
Corporate transparency  
Commodity risk management and finance tools

**OTHER TRADE-RELATED ACTIVITIES**  
Climate change programme  
Competition and consumer policies  
Debt Management – the DMFAS programme  
Science, Technology and Innovation Policy (STIP) Review  
Network of Centres of Excellence on Science and Technology (NCE)

## UNITED NATIONS DEPARTMENT OF ECONOMIC AND SOCIAL AFFAIRS (UNDESA)



The Department of Economic and Social Affairs of the United Nations Secretariat is a vital interface between global policies in the economic, social, and environmental spheres and national action. The Department works in three main interlinked areas:

it compiles, generates, and analyzes a wide range of economic, social, and environmental data and information which UN MSs draw on in order to review common problems and to take stock of policy options; it facilitates the negotiations of MSs in many intergovernmental bodies on joint courses of action to address ongoing or emerging global challenges; and it advises interested governments on the ways and means of translating policy frameworks developed in UN conferences and summits into programmes at the country level and, through technical assistance, helps build national capacities.

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### TCB-related programme

Through its technical cooperation area, UNDESA assists countries at their request in global advocacy and in trade policy development as part of broader national development strategies, supported by its series of policy notes for policy-makers and policy-shapers (<http://esa.un.org/techcoop/policyNotes.asp>). In so doing, it collaborates with the Regional Commissions and UNCTAD, particularly through the UN Development Account and its projects, which have specific expertise and mandates for trade policy.

The typical impacts are an increased ability of policy-makers to exploit and expand the existing policy space they have in setting trade and other economic and social policies.

### Successful Projects

The outcome document of the 2005 United Nations World Summit called on countries to prepare national development strategies, taking into account the international development goals agreed in the various United Nations Summits and Conferences of the past two decades. In order to assist countries in this task, the UNDESA commissioned six notes for policy-makers and policy-shapers both in government and civil society, in major and inter-connected areas relevant to the formulation of national development strategies: macroeconomic and growth policy, trade policy, investment and technology policy, financing development, social policy, and state-owned enterprise reform. The preparation of the notes received generous funding in part from UNDP. Colleagues from UNDP also provided helpful suggestions for and comments on the notes.

### Partnerships

The policy notes series, including the trade policy note, was a joint programme with UNDP. The UN Development Account involves partnerships between UNDESA, UNCTAD, and the Regional Commissions. The policy notes have now been shared with the member entities of the United Nations Executive Committee on Economic and Social Affairs (ECESA), which includes all those entities with normative, analytical, and operational activities in economic and social development. In this context, the note has also been shared with the Thematic Cluster of ECESA on Trade and Development, chaired by UNCTAD. ECESA member entities were requested to share the policy notes with national counterparts and other stakeholders. Additionally, UNDESA and UNITAR are developing a project to convert the policy notes into an e-learning, on-line course for policy-makers and policy shapers in developing countries.

For more information: [www.un.org/esa/desa](http://www.un.org/esa/desa); <http://esa.un.org/techcoop/policyNotes.asp>

### TCB activities described in this guide

#### GLOBAL ADVOCACY

National development strategies policy notes



## UNITED NATIONS DEVELOPMENT PROGRAMME (UNDP)

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UNDP advocates for nationally-owned solutions to reduce poverty and promote human development. UNDP sponsors innovative projects; connects countries to global good practices and resources; promotes the role of women in development; and brings governments, civil society, and outside supporters together to coordinate efforts.

UNDP believes that international trade can play an important role in raising levels of human development and achieving sustainable poverty reduction, and therefore considers trade a means to an end, not an end in itself. Properly harnessed, international trade can create opportunities for growth, poverty reduction, and human development within developing countries, by:

- expanding markets: exports allow an economy to overcome the constraints of its domestic market;
- raising productivity through increased returns to scale in production, especially in the manufacturing sector, resulting from access to international markets;
- accelerated technological development resulting from increased exposure to new technologies and the dissemination of knowledge – exposure to foreign competition, marketing and in particular technological diffusion.

However, none of this is an automatic or inevitable consequence of international trade. In order for developing countries to reap the potential benefits of trade, trade agreements must ensure enough flexibility for countries to establish policies that address human development needs and concerns. This may include a prioritized focus on agriculture, commodities, industrial tariffs, special and differential treatment, and services of particular interest to developing countries.

Support for trade development and building productive sector capacity is provided under UNDP's private sector portfolio which seeks to foster inclusive markets, and consists of two broad type of interventions: private sector development aimed at increasing the contribution of micro, small and medium sized enterprises to economic growth and poverty reduction; and private sector engagement aiming to foster partnerships with a range of companies from multinationals (northern and southern), to SMEs, often with a broader range of development objectives in mind.

The private sector development portfolio accounts for approximately US\$80 million of programme spending annually on over 400 projects in 101 country offices. It comprises a wide range of predominantly 'single theme' private sector development interventions, including support for business development services, access to microcredit, and entrepreneurship development. Single theme projects of this kind account for approximately 57 percent of the portfolio in terms of simple project headcount. A further 25 percent goes to sectoral and supply chain projects of various kinds, and approximately 11 percent to policy-related interventions, mainly in the area of improving the business environment.

Private sector engagement initiatives generate approximately US\$20 million per year in private sector funding contributions to UNDP through approximately 130 programmes in 75 country offices and regional centres. Cost sharing private sector partnerships are a relatively recent phenomenon in the development community at large, but performance to date suggests that UNDP is extremely well-positioned in this area with a strong and rapidly growing portfolio. Approximately 60 percent of partnership projects are in the area of poverty reduction, followed by energy and environment, and the social sectors. The majority are motivated by CSR objectives, and consequently include a wide spectrum of interventions, ranging from philanthropic donations to market-led investments.

### TCB-related programme

UNDP's trade-related support has three main objectives: (i) to help developing countries build capacity to compete internationally by overcoming supply side constraints, especially LDCs; (ii) to help developing countries build capacity to negotiate, interpret and implement trade agreements (multilateral, regional and bilateral) in a manner that prioritizes poverty reduction and human development; and (iii) to help developing countries incorporate pro-poor, development-centred trade policies into national development strategies, including poverty reduction programmes.

To enable trade to become a meaningful driver of development and a serious contributor to the achievement of the Millennium Development Goals (MDGs), UNDP helps to strengthen capacities in developing countries in three important areas:

- Trade competitiveness - The capacity to compete internationally by overcoming supply-side constraints (especially LDCs);
- Trade agreements - The capacity to negotiate, interpret, and implement trade agreements which prioritize poverty and human development concerns;
- Policy integration - The capacity to integrate pro-poor trade policy in national poverty reduction strategies.

The overriding aim is to put human development concerns at the forefront so that economic growth and development are viewed as a means towards the achievement of employment, health, education, and empowerment. This is the perspective which UNDP brings to the IF and Aid for Trade initiatives.

### Partnerships

The Integrated Framework – UNDP is one of the six core agencies and currently serves as Trust Fund Manager for the programme.

WTO Advisory Body on Aid for Trade – UNDP is one of the partners on this initiative along with other major agencies and the regional development banks.

In general, UNDP has a variety of partnerships on trade-related issues at multilateral, regional and country levels.

For more information: [www.undp.org/poverty](http://www.undp.org/poverty)

### TCB activities described in this guide

#### GLOBAL ADVOCACY

Initiative on systemic commodity issues

Initiative on Landlocked Developing Countries

#### TRADE POLICY DEVELOPMENT

Asia-Pacific Trade and Investment Initiative

Africa Trade, Poverty Reduction and HD Programme

Arab States Trade, Economic Governance and HD Programme

Trade-Related Technical Assistance To LDCs

#### LEGAL AND REGULATORY FRAMEWORK

TRIPS and access to HIV/AIDS Medicines

TRIPS, trade and biodiversity



## UNITED NATIONS ECONOMIC COMMISSION FOR AFRICA (UNECA)

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Established in 1958 by the Economic and Social Council of the UN, ECA's mandate is to promote the economic and social development of its MSs, and promote international cooperation for Africa's development.

The Trade, Finance and Economic Development Division (TFED) is in charge of all the trade-related capacity building activities and programmes. In addition, ECA has set up the African Trade Policy Centre (ATPC) which is organizing continental and regional workshops on various aspects of ongoing trade negotiations in the WTO and other multilateral forums, and conducts research on trade-related issues of interest to African countries. It also helps to convene sub-regional and regional meetings to build consensus on major trade issues. ECA is also helping African countries to strengthen or establish trade negotiation units and build their capacity to undertake technical work on trade negotiations. At the same time, ECA continues to undertake short-term technical advisory services and missions to member states and RECs.

### TCB-related programme

Trade capacity building services are provided to African countries and their high level officials, in particular, trade negotiators and trade policy-makers, private sector and civil society organizations. Technical assistance is provided to: Mauritius, Senegal, Gabon, Egypt, Cameroon, Mali, Malawi, Burkina Faso, Swaziland, Sudan, Kenya, Ethiopia and Seychelles. Training workshops are provided to 10 countries on trade-related analysis tools and methods: Burkina Faso, Cameroon, Egypt, Gabon, Kenya, Mali, Senegal, Seychelles, Sudan and Swaziland.

Trade capacity building activities helped African countries to adopt better-informed positions on trade-related issues and their WTO positions. TCB training activities also contributed to enhancing the analytical capacity of more than 200 national trade officials and experts, so enabling African countries and their RECs to assess the implications of trade agreements on their economies.

### Successful Projects

#### Increased number and improved quality of the proposals presented

One indicator of the African Group's engagement is the number of proposals they have submitted:

- Modalities for Negotiations on Agricultural Commodity Issues, TN/AG/GEN/18, 08/06/2006
- Joint Submission by the African and LDC Groups on Food Aid, TN/AG/GEN/13, 06/03/2006
- Review and Clarification of the Green Box, TN/AG/GEN/15, 06/04/2006
- Implementing the Technical Assistance and Capacity Building and Special and Differential Treatment (SDT) Mandates of Annex D of the July 2004 Framework, TN/TF/W, 09/05/2006
- Analysis of the Twenty-eight Agreement Specific Proposals. Communication by Kenya on behalf of the African Group, TN/CTD/W/29, 09/06/2006
- African Perspective on Aid for Trade: Scope and Gaps, WT/AFT/W/21, 21/06/2006
- Modalities for Negotiations on Agricultural Commodity Issues Proposal. Submitted by the African Group to the Special Session of the Committee on Agriculture, TN/AG/GEN/18, 07/06/2006
- African Group Additional Comments on the Draft Modalities for Agriculture, 30/06/2006
- Communication from the African Group, African Position on Agriculture, 13/06/2006
- Joint Communication from the G-33, African Group, ACP, and LDCs on Special Products and the Special Safeguard Mechanism, TN/AG/GEN/17, 11/05/2006
- Communication by the African Group on Domestic Regulation, Room Document, Working Party on Domestic Regulation, 02/05/2006
- Statement by the African Group at the CTS-SS on Complimentary Approaches for the Services Negotiations

Some of the African proposals have been received favourably and have been incorporated into the broader WTO negotiation proposals and submissions, and have been used as a basis for negotiations:

- Joint Submission by the African and LDC Groups on Food Aid Document TN/AG/GEN/13, 06/03/2006

- African Perspective on Aid for Trade: Scope and Gaps, WT/AFT/W/21, 21/06/2006
- Implementing the Technical Assistance and Capacity Building and Special and Differential Treatment (SDT) Mandates of Annex D of the July 2004 Framework, TN/TF/W, 09/05/2006

### Partnerships

Major TCB-related partnerships and joint programmes with: the African Union Commission, UNDP, the WTO, UNCTAD and ITC. African RECs are always involved in our TCB activities. UNECA is hosting the African Trade Policy Centre.

For more information:

[www.uneca.org](http://www.uneca.org)

[www.uneca.org/atpc/](http://www.uneca.org/atpc/)

### TCB activities described in this guide

#### GLOBAL ADVOCACY

Trade advocacy

#### TRADE POLICY DEVELOPMENT

African Trade Policy Centre

#### LEGAL AND REGULATORY FRAMEWORK

ECA Geneva Inter-regional Advisory Services

Support to the African WTO Group

Retreats and brainstorming meetings for trade negotiators

Training courses on negotiation process

Follow-up on the ACP-EU negotiations

Follow-up on UN meetings

#### TRADE PROMOTION CAPACITY BUILDING

Chambers of Commerce cooperation

#### MARKET AND TRADE INFORMATION

Publications and policy briefs (trade information)



## UNITED NATIONS ECONOMIC COMMISSION FOR EUROPE (UNECE)

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The United Nations Economic Commission for Europe (UNECE) is one of five regional commissions of the United Nations. It was established in 1947 by the UN Economic and Social Council. The overall mandate of the UNECE is to facilitate greater economic integration and cooperation among its fifty-six MSs and promote sustainable development and economic prosperity.

The area of expertise of the UNECE covers the following sectors: environment; transport; statistics; sustainable energy; economic cooperation and integration; trade; timber and forestry; housing, land management and population.

The UNECE programme of work is focused on (i) the negotiation of conventions, norms, standards, and guidelines in the above-mentioned sectoral areas; (ii) the provision of technical assistance (advisory services, capacity building workshops, training courses, and study tours) to countries with economies in transition, aimed at building national capacity to implement UNECE legally binding instruments and standards, and supporting these countries in the achievement of internationally-agreed development goals; (iii) the organization of policy debate, and the exchange of experience and best practices in the key areas of UNECE work; (iv) the monitoring of and support to the regional implementation of outcomes of global UN Conferences and Summits.

### TCB-related programme

The UNECE TCB-related work is implemented under the following sub-programmes: Trade, and Transport.

#### Sub-programme on trade

In the area of trade, capacity building activities are guided by the following principles:

- Linkage to UNECE's normative work - improving the capacity of governments to implement UNECE legal instruments, norms, standards, and recommendations; UNECE regional advisers play a key role in this area.
- Selectivity - focusing on areas where UNECE has recognized expertise, and ensuring an optimal use of limited resources.
- Results-oriented.
- Demand-driven.
- Cooperation and partnership with others, including the private sector and the academic community.

The main goals of UNECE capacity building activities in the field of trade are:

- (a) Assisting MSs with economies in transition in the implementation of UNECE legal instruments, regulations and norms, specifically in the areas of agricultural quality standards, electronic business, regulatory cooperation, standardization policy, and trade facilitation;
- (b) Supporting sub-regional and regional integration networks in the areas listed under a) above;
- (c) Helping economies in transition to elaborate and implement technical assistance programmes/projects, focusing on those related to resolving trans-boundary problems;
- (d) Assisting economies in transition in their efforts to develop capacity building that supports the achievement of internationally-agreed development goals.

While the main beneficiaries of technical cooperation activities are countries with economies in transition in south-eastern Europe, Central Asia, and the Caucasus, the UNECE international standards, recommendations and legal instruments are increasingly applied by countries outside the UNECE region.

#### Agricultural quality standards

Compliance with international commercial quality standards in agriculture is a prerequisite for integrating international markets for agricultural products. Many developing and transition economies, however, lack the capital, technology and human resources required. This places these countries at a competitive disadvantage. Improving the implementation and enforcement of agricultural quality standards would facilitate agricultural exports, and contribute to a rise in average incomes, especially in rural areas.

### Regulatory cooperation on norms and standardization policies

Differences between national regulatory regimes, and between national and international standards, may constitute a barrier to exports, especially for small companies that operate in developing and transition economies. To resolve these difficulties, countries may need assistance with:

- Coordinating national regulatory and standardization policies;
- Launching bi-lateral, regional or multilateral dialogues, with a view to harmonizing the regulatory requirements for products/services in the countries concerned;
- Designing and implementing national conformity assessment schemes that are as unrestrictive to trade as possible, while also ensuring a necessary international level of confidence in nationally-implemented tests for exported products;
- Evaluating market surveillance practices (for regulatory enforcement) in order to establish national systems that restrict trade as little as possible, while still providing adequate consumer protection.

### Trade facilitation

Trade facilitation technical assistance activities aim at developing national competitiveness and participation in global markets by helping countries develop the knowledge and institutions for facilitating national and international transactions through the simplification and harmonization of processes, procedures, and information flows. This is achieved by:

- Activities to support and build capacity in national trade facilitation organs through advisory services and workshops;
- Activities to support the establishment and operation of national Single Windows<sup>2</sup> for export and import clearance;
- National and regional workshops to develop national/regional strategies for trade facilitation in the context of current WTO obligations and WTO negotiations on trade facilitation;
- Activities to support electronic alternatives to key paper documents in the international supply chain (UNeDocs project);
- Other activities to support paperless trade transactions.

#### Successful Projects (UNECE)

The UNECE technical assistance projects contributed to:

- Strengthening trade facilitation bodies' institutional capacity: for example, the Ministry of the Economy of Ukraine was assisted in establishing a section for trade and transport facilitation issues. Likewise, AzerPRO in Azerbaijan, and similar bodies in Uzbekistan, Kazakhstan and Mongolia, received advice and guidance;
- Strengthening cooperation among trade facilitation bodies by creating regional networks: for example, within the Russian Federation and among the EurAsEC countries.
- Designing technical cooperation projects that attracted financing from IFIs and other various donors. UNECE also participated in the implementation of these projects: for example, the development of national and regional trade facilitation organizations in south-east Europe, a trade facilitation project in Central Asia, and project plans for pilot Single Windows for Export and Import in a number of countries, including the Russian Federation.
- Strengthening the negotiating capacity of countries with economies in transition in multilateral negotiations on trade facilitation: examples, workshops on WTO accession and trade facilitation, Sarajevo, June 2004, Belgrade, October 2005, and a workshop for WTO members from the Eastern Europe, Caucasus and Central Asia (EECCA) in Chisinau, June 2006.
- Development of guidelines and policy papers, that were implemented by several member states with economies in transition: For example, guidelines on a strategy for electronic business for the Western Balkan countries within the framework of the Stability Pact for South Eastern Europe.

In the field of standards:

- It is a sign of the quality of UNECE standards that, in many cases, they serve as a basis for European Union regulations, have been adopted as OECD standards, and are used as the basis of work in Codex.

<sup>2</sup> A "Single Window" is a facility that allows parties involved in trade and transport to lodge standardized information and documents with a single entry point to fulfill all import, export, and transit-related regulatory requirements.

- The 36 European Union regulations based on UNECE standards cover around 90 percent of the market volume for fruit and vegetables traded in the 27 EU countries. The texts of these EU regulations are completely harmonized with UNECE standards. In practice, the EU accepts produce coming from non-EU countries that are marked and controlled according to UNECE standards for the purposes of commercial quality.
- The OECD has adopted 52 UNECE standards and promotes them internationally through their Scheme for the Application of International Standards for Fruit and Vegetables. In addition, a number of Codex standards are based on UNECE standards for fresh fruits and vegetables. A number of countries outside the European Union, such as China and the Russian Federation, have based some of their national standards on those from the UNECE.

### Sub-programme on transport

The UNECE objective in this area is to facilitate the international movement of persons and goods by inland transport modes. Transport infrastructure is a key element in promoting trade flows. In this respect, the UNECE Sub-programme on transport relates to trade capacity, particularly its activities in such areas as the development of transport infrastructure networks and border crossing facilitation. A number of international legal instruments in the field of transport developed and adopted by the UNECE cover the following trade-related areas:

- transport networks, international road transport and road traffic safety;
- vehicle regulations;
- transport of dangerous goods; and
- border crossing facilitation.

To facilitate the operation and implementation of these legal instruments and recommendations on inland transport, the UNECE secretariat organizes training courses, seminars and workshops and provides advisory services to its member States, particularly those with economies in transition, to promote capacity- and institution-building and to assist in the identification, formulation and implementation of national and regional transport strategies and programmes.

### Partnerships

In the area of commercial agricultural quality standards, the main partners are: the European Commission, OECD and the FAO (Codex), together with the other regional commissions.

In the area of regulatory cooperation and standardization policies, the main partner is the ISO.

In the area of trade facilitation, the main partners are: the World Bank, the WTO, the World Customs Organization (WCO), the Organization for Economic Cooperation and Development (OECD), the United Nations Commission on International Trade Law (UNCITRAL) and UNCTAD, notably in the context of a MoU for a Global Facilitation Partnership for Transport and Trade (GFP).

To secure coherence in the development of standards and recommendations, UNECE cooperates with the International Organization for Standardization (ISO), the International Electrotechnical Commission (IEC), the International Telecommunication Union (ITU) and selected NGOs in the context of the ISO/IEC/ITU/UNECE MoU on electronic business standards.

On less technical aspects of trade facilitation, its most important partners are IMO, UNCTAD, the other UN Regional Commissions, the World Customs Organization (WCO), and the World Bank. These agencies work together through the Global Facilitation Partnership for Transportation and Trade (GFP) and the United Nations Trade Facilitation Network (UNTF), which unite the world's leading organizations and practitioners in trade and transport facilitation (TTF) with the aim of creating an open information and exchange platform covering all aspects of trade and transport facilitation. GFP holds biannual meetings, and keeps a regularly updated web site: [www.gfptt.org](http://www.gfptt.org).

In the area of transport, the main partners are: the European Commission, EBRD, World Bank, OSCI, UNESCAP, and the Asian Development Bank.

For more information:

[www.unece.org/](http://www.unece.org/)

[www.unece.org/trade/welcome.htm](http://www.unece.org/trade/welcome.htm)

[www.unece.org/cefact/](http://www.unece.org/cefact/)

[www.unece.org/trans/welcome.html](http://www.unece.org/trans/welcome.html)

### **TCB activities described in this guide**

#### GLOBAL ADVOCACY

Global Advocacy

#### LEGAL AND REGULATORY FRAMEWORK

Reducing barriers to trade in goods and services

Regulatory cooperation and standardization policies

#### COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES

Agricultural quality standards

#### TRADE FACILITATION

Trade facilitation and electronic business

#### PHYSICAL TRADE INFRASTRUCTURE

Sub-programme on transport

Transport of dangerous goods

Harmonization of road vehicle regulations

Transport links projects

TIR customs transit and border crossing facilitation



## UNITED NATIONS ECONOMIC AND SOCIAL COMMISSION FOR ASIA AND THE PACIFIC (UNESCAP)

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The United Nations Economic and Social Commission for Asia and the Pacific (ESCAP) is the regional development arm of the United Nations for the Asia-Pacific region. With a membership of 62 Governments, 58 of which are in the region, and a geographical scope that stretches from Turkey in the west, to the Pacific island nation of Kiribati in the east, and from the Russian Federation in the north to New Zealand in the south, ESCAP is the most comprehensive of the United Nations five regional commissions. It is also the largest United Nations body serving the Asia-Pacific region, with over 600 staff.

Established in 1947 with its headquarters in Bangkok, Thailand, ESCAP seeks to overcome some of the region's greatest challenges. It carries out work in three main thematic areas:

- Poverty reduction;
- Managing globalization;
- Tackling emerging social issues.

ESCAP focuses on issues that are most effectively addressed through regional cooperation, including:

- issues that all or a group of countries in the region face, for which it is necessary to learn from each other;
- issues that benefit from regional or multi-country involvement;
- issues that are trans-boundary in nature, or that would benefit from collaborative inter-country approaches;
- issues that are of a sensitive or emerging nature, and require further advocacy and negotiation.

The mandate of the UNESCAP is to promote economic and social development in the Asian and Pacific region by fostering cooperation between its members and associate members. The organization's objective in the area of trade and investment, as defined in its Strategic Framework for the biennium 2008-2009 approved by the General Assembly, is to achieve a more equitable distribution of benefits from the globalization process through increased trade and investment in support of the internationally-agreed development goals, including MDGs.

### TCB-related programme

The organization is mandated to undertake trade capacity building through Commission Resolution 62/6 of 12 April 2006 on managing globalization through strengthened regional cooperation in trade and investment, and Commission Resolution 60/1 of 28 April 2004 on the Shanghai Declaration.

To achieve its objective, UNESCAP's sub-programme on trade and investment supports the efforts of UNESCAP members and associate members to develop the capacity, institutions, and legal and regulatory frameworks necessary to participate more effectively and competitively in international trade and investment activities. The sub-programme assists countries in strengthening trade and investment policy regimes through issue-specific and practical trade policy research and analysis, training, exchange of experiences, provision of information and toolkits, integrated regional programmes, targeted advice and regional consensus-building, including multi-stakeholder policy dialogues.

It aims to achieve: (a) increased national capacity to effectively negotiate, conclude and implement multi-lateral and other trade agreements supporting the internationally agreed development goals, including the MDGs; (b) increased capacity and regional cooperation to develop and implement trade efficiency policies and programmes to promote international competitiveness; (c) increased capacity to design and implement policies and programmes that create an enabling environment for investment and promote a competitive business sector; and (d) increased capacity to design and implement policies and programmes that promote sustainable economic growth and rural poverty reduction through agro-technology transfer and agro-based enterprise development.

The main beneficiaries are government officials from UNESCAP members and associate members, particularly LDCs, LLDCs, and countries with economies in transition, as well as small island developing states in the Asia and Pacific region.

The following impacts have been achieved:

- additional countries in the region made progress towards accession to WTO and the Asia-Pacific Trade Agreement;
- there was an increase in member countries' national capacity to effectively negotiate, conclude and implement multilateral and other trade arrangements supporting the internationally-agreed development goals; and
- more relevant and quality trade-related research and policy recommendations were made available to policy-makers and other stakeholders in the region.

The generic draft national framework for technology and innovation has raised awareness and increased knowledge in developing indigenous technology. Some member countries have shown strong interest in follow-up activities that can further enhance the national capacities for developing indigenous technologies. The sharing of knowledge and expertise through government-business dialogues in general (e.g. the Asia-Pacific Business Forum) has contributed to member countries' progress in achieving the MDGs. The work in the areas of agro-export competitiveness and access to regional markets through the promotion of trade was recognized by the Commission at its 63rd session for its contribution to addressing the needs of rural agricultural sector in the developing member countries. Three working groups have been established and are actively involved in increasing the government-business dialogue and developing action plans to promote SMEs' participation in global and regional supply chains in the Greater Mekong Sub-region.

#### Successful Projects

Successful TCB activities are: (1) Asia-Pacific Research and Training Network on Trade (ARTNeT), an open regional network composed of leading trade research institutions across the region, that aims to equip the region with a mechanism for enhancing the capacity of research institutions; (2) WTO/ESCAP technical assistance programmes for government officials to develop increased knowledge and awareness of issues related to accession to WTO, implementation of WTO agreements and commitments and/or issues related to negotiations within the framework of the Doha Development Agenda; and (3) institutional capacity building for international trade and transport for landlocked and transit countries.

#### Partnerships

In carrying out work related to trade capacity building, ESCAP has developed partnerships with the following organizations:

- World Trade Organization
- United Nations Economic Commission for Europe
- Secretariat of the Integration Committee of the Eurasian Economic Community
- European Community
- UNCTAD
- UNDP
- Asian Development Bank

In addition, ESCAP's joint initiative with the International Development Research Centre (IDRC) and a number of national research institutions led to the launch of the Asia-Pacific Research and Training Network on Trade (ARTNeT) in 2004.

For more information: [www.unescap.org/tid/](http://www.unescap.org/tid/)

#### TCB activities described in this guide

##### TRADE POLICY DEVELOPMENT

Asia-Pacific Research and Training Network on Trade (ARTNeT)

Macao Regional Knowledge Hub (MARKHUB)

##### LEGAL AND REGULATORY FRAMEWORK

WTO/UNESCAP Technical Assistance Programme

The EU/ESCAP joint projects on accession of the LDCs to WTO

Strengthening the Asia-Pacific Trade Agreement (APTA)

**SUPPLY CAPACITY**

Promotion of sub-national innovation systems (SIS)

Facilitate the integration of SMEs in the Greater Mekong Sub-region (GMS)

Increasing the contribution of business to sustainable development

Research and analysis of regional cooperation in reforming business climates

Studies relating to regional cooperation to address technical barriers to trade

**MARKET AND TRADE INFORMATION**

Trade Information Service (TIS)

**TRADE FACILITATION**

Trade facilitation support

Trade facilitation framework

Trade facilitation handbook for the Greater Mekong Sub-region

Trade facilitation in selected landlocked countries in Asia

## UNITED NATIONS ECONOMIC COMMISSION FOR LATIN AMERICA AND THE CARIBBEAN (UNECLAC)



The Economic Commission for Latin America (ECLA) – the Spanish acronym is CEPAL – was established by Economic and Social Council resolution 106(VI) of 25 February 1948 and began to function that same year. The scope of the Commission's work was later broadened to include the countries of the Caribbean, and by resolution 1984/67 of 27 July 1984, the Economic Council decided to change its name to the Economic Commission for Latin America and the Caribbean (ECLAC); the Spanish acronym, CEPAL, remains unchanged.

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### Mandate and Mission

The secretariat of the Economic Commission for Latin America and the Caribbean (ECLAC):

- (a) Provides substantive secretariat services and documentation for the Commission and its subsidiary bodies;
- (b) Undertakes studies, research and other support activities within the terms of reference of the Commission;
- (c) Promotes economic and social development through regional and sub-regional cooperation and integration;
- (d) Gathers, organizes, interprets and disseminates information and data relating to the economic and social development of the region;
- (e) Provides advisory services to governments at their request and plans, organizes and executes programmes of technical cooperation;
- (f) Formulates and promotes development cooperation activities and projects of regional and sub-regional scope commensurate with the needs and priorities of the region and acts as an executing agency for such projects;
- (g) Organizes conferences and intergovernmental and expert group meetings and sponsors training workshops, symposia and seminars;
- (h) Assists in bringing a regional perspective to global problems and forums and introduces global concerns at the regional and sub-regional levels;
- (i) Coordinates ECLAC activities with those of the major departments and offices at United Nations Headquarters, specialized agencies and intergovernmental organizations with a view to avoiding duplication and ensuring coherence in the exchange of information.

### TCB-related programme

At the present, the main objectives of the Division of International Trade and Integration of ECLAC, as stated in its work programme for 2006-2007, are to strengthen linkages between Latin American and Caribbean countries and the global economy, and regional cooperation and integration schemes at sub-regional, regional and hemispheric levels. These objectives will be attained through increased awareness in the countries of the region of the implications and impact of the adoption of conventional and new trade rules and disciplines, and also by strengthened understanding and analytical knowledge of Member State stakeholders of ways of improving their linkages with the global economy in the context of the parallel advancement of globalization and open regionalism in Latin America and the Caribbean.

The work of the Division is organized around the following main areas:

1. Analysis of global trends in the world economy and in Latin American and Caribbean trade policies.
2. The rules governing international trade, integration trends and national trade policies.
3. Issues relating to specific markets of interest to the region.

In relation to Global Advocacy, the Division is mainly concerned with MDGs and mainstreaming trade-related issues. In relation to Trade Policy Development, the Division is deeply involved in trade policy and country studies, trade agreements, and trade diplomacy. In terms of Legal and Regulatory Framework related to the multilateral trade system, the Division is very active in dispute resolution, good regulatory practice, and awareness and negotiation of WTO agreements (on TBT, SPS, etc). High priority has been given to technical cooperation for institutional, technical and human capacity building for negotiation, implementation and management of regional and multilateral trade agreements.

The Division also provides studies and assistance in relation to enhanced international competitiveness of the supply capacity base in relation to value chain integration, private sector development and business networking, as well as in reference to innovation.

The Division is also very active in the provision of market and trade information through the compilation of databases on international trade and trade relations between Latin America and the Caribbean and other regions. In cooperation with other regional commissions and organizations related to the field of trade facilitation, ECLAC's International Trade and Integration Division has been engaged in research and the provision of assistance to the countries of the region in the fields of border management and performance monitoring systems, customs upgrading (valuation, procedures and mechanisms), custom clearance and harmonization, rules of origin, aligned trade documents, electronic standards/EDI, paperless trade and Single Window environment. It also used to active in reference to logistics and transport services. Although in a non-recurrent manner, the Division has made important contributions in terms of conformity and compliance by preparing studies and offering assistance in terms of the dissemination of good practices in relation to TBT, SPS compliance, standards and technical regulations compliance, and national/regional standardization. In relation to assistance to promoting trade and exports, the Division has presented studies and made recommendations related to export strategy development and implementation.

The services are provided to public servants of foreign trade ministries, entrepreneurs, NGOs, chambers of commerce and production, students and other members of civil society.

**Successful Projects**

- New GTZ project for a new database on trade disputes for Latin America and the Caribbean,
- SEGIB report on trade and investment in Iberoamerica
- Contribution to ECLAC's Plenary Session (No. 32) document.
- Participation in several Aid for Trade seminars and activities
- Joint Initiative for Regional Cooperation and Integration (CAF-ECLAC)

Among the impacts of the implementation are the improvement of ECLAC's role as facilitator of regional integration, and the increase in human, technical and institutional capacities among ECLAC member countries in relation to the main categories in the field of international trade and integration.

**Partnerships**

- Chambers of Commerce of different Latin American and Caribbean countries.
- Ministries of Trade and of Economy of different Latin American and Caribbean countries.
- NGOs and government-related cooperation agencies (GTZ)
- Other regional commissions under the framework of the 4th Tranche of the UN Development Account, Project D.

[www.eclac.cl/comercio](http://www.eclac.cl/comercio)

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**TCB activities described in this guide**

**TRADE POLICY DEVELOPMENT**

- Policy-making and policy implementation assistance
- Fair trade and free trade agreements: "Improving Access to Global Markets"

**LEGAL AND REGULATORY FRAMEWORK**

- Integrated database of trade disputes for Latin America and the Caribbean

**SUPPLY CAPACITY**

- Public-private partnership for innovation and export development:

**COMPLIANCE SUPPORT**

- Studies and assistance on compliance

**TRADE PROMOTION CAPACITY BUILDING**

- Inter-regional partnership for promoting trade

**MARKET AND TRADE INFORMATION**

- Interactive graphic system of international trade data (SIGCI)

**TRADE FACILITATION**

- Trade facilitation support

## UNITED NATIONS ENVIRONMENT PROGRAMME (UNEP)



UNEP

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UNEP, established in 1972, is the voice for the environment within the United Nations system. UNEP acts as a catalyst, advocate, educator and facilitator to promote the wise use and sustainable development of the global environment. To accomplish this, UNEP works with a wide range of partners, including UN entities, international organizations, national governments, non-governmental organizations, the private sector and civil society.

UNEP work encompasses:

- Assessing global, regional and national environmental conditions and trends;
- Developing international and national environmental instruments;
- Strengthening institutions for the wise management of the environment;
- Facilitating the transfer of knowledge and technology for sustainable development; and
- Encouraging new partnerships and mind-sets within civil society and the private sector.

UNEP's overall mandate is to provide leadership and encourage partnership in caring for the environment by inspiring, informing, and enabling nations and peoples to improve their quality of life without compromising that of future generations.

### TCB-related programme

UNEP's Governing Council requested UNEP in 2001 to *"assist countries, particularly developing countries and countries with economies in transition, to enhance their capacities to develop and implement mutually supportive trade and environmental policies"*, in a manner that is *"geared to reflect the socio-economic and development priorities, as well as the needs and capacities of individual countries"* (GC 21/14).

Located within UNEP's Division of Technology, Industry and Economics, UNEP's Economics and Trade Branch (UNEP-ETB) seeks to conserve the environment, reduce poverty, and promote sustainable development by enhancing the capacity of governments, businesses, and civil society to integrate environmental considerations into economic, trade, and financial policies and practices.

Trade and environment policies are often developed in relative isolation from one another due to limited understanding of trade and environment linkages, insufficient coordination among policy-makers, and a lack of capacity to design integrated and mutually supportive policies. UNEP-ETB has been responding to this challenge by initiating a number of joint initiatives and activities with the WTO, UNCTAD, UN regional economic commissions and secretariats of Multilateral Environmental Agreements (MEAs), which aim to build the capacity of developing countries to integrate trade, environment and development objectives into national policy-making.

Since 1997, UNEP has supported numerous country-driven, national-level integrated assessments of the environmental, social and economic impacts of trade liberalization in specific sectors, such as fisheries, agriculture, and forestry, with the goal of ensuring that trade liberalization supports national sustainable development objectives and poverty reduction strategies.

Based on these projects, UNEP has produced a *Reference Manual for the Integrated Assessment of Trade-related Policies*, which is tailored to the needs of policy-makers and practitioners in developing countries. Given the importance of the agricultural sector for poverty reduction and the environment in developing countries, UNEP also developed a handbook on integrated assessment of trade-related measures in the agricultural sector.

To further analyze the complex inter-relationships between agriculture, biological diversity, and trade liberalization, UNEP is currently implementing a new initiative on Integrated Assessment of Trade-Related Policies in the Agriculture Sector with a focus on biological diversity. This initiative aims to identify and assess the impacts of agricultural trade policies on biodiversity, and build the capacity of African, Pacific and Caribbean (ACP) countries to develop policy recommendations that safeguard biological diversity, while maximizing sustainable development gains from trade liberalization in the agriculture sector.

Under the auspices of the joint UNEP-UNCTAD Capacity Building Task Force on Trade, Environment and Development (CBTF), UNEP is currently focusing on building capacities related to:

- environmental goods and services (EGS),
- MEA-WTO relationship, and
- sustainable agriculture (see Trade Policy Development, and Trade Promotion Capacity Building).

The CBTF builds capacity through a number of inter-related activities, including:

- Country projects, involving national experts and institutions, to enhance national capacities to develop mutually supportive trade, environment and development policies;
- Thematic research on major issues in the trade-environment-development domain and on practical approaches to address them in a sustainable way, bearing in mind the development priorities of countries;
- Policy dialogues to facilitate awareness-raising, consultations and the exchange of perspectives among experts, practitioners and negotiators at the national, regional and international levels;
- Training to enhance countries' understanding of the relationship and complementarities between trade, environment and development; and
- Networking and information exchange to provide technical and operational support at the national and regional levels and to widely disseminate the results of TCB activities

#### Successful Projects

UNEP ETB has supported over 25 country projects over the past eight years that analyze the environmental, economic and social effects of trade liberalization and other trade-related policies. Undertaken by national research institutions in collaboration with relevant government ministries, these country projects have strengthened countries' capacities for assessing trade-related impacts, instituting participatory processes, enhancing inter-ministerial coordination and developing integrated policy design and implementation. Lessons learned and findings from the country projects have been compiled as follows:

- *Environmental Impacts of Trade Liberalization and Policies for the Sustainable Management of Natural Resources.*
- *Integrated Assessment of Trade Liberalization and Trade-related Policies.*
- *Integrated Assessment of Trade Liberalization in the Rice Sector.*

Since its inception in 2000, UNEP-UNCTAD CBTF has provided capacity building support to over 1,000 policy-makers and stakeholders from 32 countries. In addition to capacity building seminars and workshops, six country projects have been completed and an additional four country projects are underway, which focus on promoting production and trading opportunities for organic agriculture in Kenya, Tanzania and Uganda. One of the recent successes of the CBTF has been the assistance provided for the EAOPS, which is the world's second regional standard after the European Union. The standard has been adopted as the official voluntary standard of the East African Community and was launched by the Prime Minister of Tanzania in June 2007. The joint organic agriculture initiative has also influenced national policy-making in participating countries. In Tanzania, the agriculture policy is currently under review, and for the first time, it will include a section on organic agriculture. In Uganda, a multi-stakeholder process including the key public and private sector actors is currently developing an organic agriculture policy that is consistent with the project recommendations. In Kenya, the food and nutrition policy is under review and the draft policy document includes a section on organic agriculture.

#### Partnerships

UNEP-UNCTAD Capacity Building Task Force for Trade, Environment and Development (CBTF): By enhancing synergies between the United Nations Environment Programme (UNEP) and UNCTAD, the CBTF aims to strengthen the capacities of countries, particularly developing countries and countries with economies in transition, to effectively address trade-environment-development issues.

UNEP also partners with the WTO, other UN agencies, secretariats of environmental conventions, and UN REC in projects focused on their respective mandates.

For UNEP as a whole: [www.unep.org/](http://www.unep.org/)

For TCB of the UNEP Economics and Trade Branch: [www.unep.ch/etb/](http://www.unep.ch/etb/)

For specific activities of ETB:

[www.unep.ch/etb/areas/enviTrade.php](http://www.unep.ch/etb/areas/enviTrade.php)

[www.unep.ch/etb/areas/IntTraRelPol.php](http://www.unep.ch/etb/areas/IntTraRelPol.php)

[www.unep.ch/etb/areas/biodivAgriSector.php](http://www.unep.ch/etb/areas/biodivAgriSector.php)

[www.unep.ch/etb/areas/fisherySub.php](http://www.unep.ch/etb/areas/fisherySub.php)

And for UNEP-UNCTAD CBTF:

[www.unep-unctad.org/cbtf/](http://www.unep-unctad.org/cbtf/)

### **TCB activities described in this guide**

#### **GLOBAL ADVOCACY**

Technical assistance on the implications of the liberalization of trade in EGS

#### **TRADE POLICY DEVELOPMENT**

Strengthening the mutual supportiveness of trade and environment policies

Assessing the impact of agricultural trade liberalization on biodiversity

Building national capacities to assess wildlife trade policies

#### **LEGAL AND REGULATORY FRAMEWORK**

Legal and regulatory frameworks in the fisheries sector

#### **SUPPLY CAPACITY**

Promotion of sustainable agriculture



## UNITED NATIONS HUMAN SETTLEMENTS PROGRAMME (UN-HABITAT)

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The United Nations Human Settlements Programme (UN-HABITAT) is the United Nations agency for human settlements. It is mandated by the UN General Assembly to promote socially and environmentally sustainable towns and cities with the goal of providing adequate shelter for all. The main roles and responsibilities of UN-HABITAT derive from the Habitat Agenda, adopted by the United Nations Conference on Human Settlements (Habitat II) in Istanbul, Turkey, in 1996. Thereafter, the UN General Assembly mandated UN-Habitat with overall responsibility for the coordinated implementation of the Habitat Agenda. The Habitat Agenda comprises two main goals: adequate shelter for all, and sustainable human settlements development in an urbanizing world.

### TCB-related programme

Given the considerable degree of socio-economic interdependence between urban and rural areas in most countries, the international development agenda has given increasing importance to the promotion of a more balanced approach to the development of the two areas, namely the rural-urban linkage development approach. Rural-urban linkages generally refer to the growing flows of public and private capital, people, goods, ideas, information and technology. Adequate infrastructure, such as transportation, communication, energy, and basic services, is central to the rural-urban development linkage approach. One of the main economic objectives of the rural-urban linkage approach is to strengthen (sub-national) trade links by improving access of rural products to urban markets.

The three main aims are: (i) to promote balanced regional development through enhanced rural-urban linkages, (ii) to alleviate poverty through the promotion of employment and other income-generating activities, and (iii) to facilitate the commercialization of rural products in urban areas.

UN-HABITAT considers this approach as having a great potential for promoting regional socio-economic development and, in particular, for generating employment opportunities, and thus contributing to poverty alleviation in both rural and urban areas. UN-HABITAT's capacity building activities to enhance rural-urban trade links encourage governments to institutionalize and integrate rural-urban linkages into their respective national and sub-national development planning processes. Its activities thus focus on trade policy development, supply capacity and trade promotion at the national level, as well as global advocacy.

As part of its national capacity building and global advocacy efforts, UN-HABITAT disseminates innovative policies and practices to enhance rural-urban development linkages. These policies and strategies are contained in two major UN-HABITAT publications – entitled *Report of the Inter-regional Conference on Rural-Urban Linkages Approach to Development* and *Rural-urban Linkages Approach to Sustainable Development*, respectively – published in 2005.

### Successful Projects

Over the years, UN-HABITAT has taken concrete steps to launch various programmes and initiatives to promote and implement this approach. For example, in cooperation with UNDP and the Government of Nepal, UN-HABITAT has implemented the Rural-Urban Partnership Programme (RUPP), which aimed to strengthen rural-urban development linkages in Nepal. RUPP addressed not only the physical and spatial aspects of development, but also its key socio-economic dimensions. Similarly, with financial support from UNDP, UN-HABITAT has implemented the Poverty Alleviation through Rural-Urban Linkages (PARUL) project in Indonesia. This project adopted several strategies to strengthen rural-urban linkages, including the promotion of public-private partnerships and improved market access for small scale producers through collaboration with large scale enterprises.

Building on this past work, the Urban Economy Branch of UN-HABITAT has recently set up a Rural-Urban Linkages Support Programme (RULSUP) to promote the incorporation of the rural-urban linkages approach into regional and national development strategies. RULSUP will initially focus on strengthening rural-urban development linkages in eastern Africa. Similar initiatives for other developing country regions will be considered in the future.

#### The Lake Victoria Local Economic Development Initiative (LV-LED)

LV-LED is an inter-agency programme of action to enhance rural-urban development linkages in the Lake Victoria regions of Kenya, Tanzania and Uganda. Its major developmental goals are (i) to promote balanced regional development through enhanced rural-urban linkages, notably the marketing of rural products in urban areas, (ii) to alleviate poverty through the promotion of employment and other income-generating activities, notably through joint pilot projects, (iii) to reduce the rate of rural-to-urban migration in selected communities in the region and (iv) to improve basic urban infrastructure, including in secondary towns, also as a means to contribute to the achievement of MDGs.

#### Pilot Banana Drinks Project in the Lake Victoria Region of Uganda and Tanzania

The first concrete joint project to be implemented under LV-LED is a Pilot Banana Drinks Preservation and Packing Facilities in Uganda and Tanzania. The main objective of this project – to be jointly implemented by UN-HABITAT, FAO, UNIDO and the Common Fund for Commodities – is to add value to banana drinks produced by small-scale banana farmers for urban markets. The overall goal of the project is to alleviate poverty of coffee and banana farmers in the Lake Victoria region through commercialization of banana drinks in urban areas, and thus contribute to increasing trade links between rural and urban areas.

#### Partnerships

The Lake Victoria Local Economic Development Initiative (LV-LED): UN-HABITAT, FAO, IFAD, WFP, ILO, UNIDO and the Common Fund for Commodities (CFC)

Pilot Banana Drinks Project in Uganda and Tanzania: UN-HABITAT, FAO, UNIDO and CFC.

For more information: [www.unhabitat.org/categories.asp?catid=513](http://www.unhabitat.org/categories.asp?catid=513)

#### TCB activities described in this guide

##### SUPPLY CAPACITY

- Lake Victoria Local Economic Development (LV-LED) Initiative
- Banana Drinks Project in Uganda and Tanzania



## UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION (UNIDO)

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The United Nations Industrial Development Organization (UNIDO) is the specialized United Nations agency promoting sustainable, private sector-led industrial development in developing and transition economies with a special focus on LDCs and sub-Saharan Africa. UNIDO helps countries to meet the challenge of sustainable industrial development through technical assistance and capacity building, so that they will be better equipped to compete in the global marketplace. UNIDO has sharpened its technical cooperation activities by focusing on three themes, which directly respond to international development priorities:

- Poverty reduction through productive activities, by promoting industry, especially through SMEs in less developed areas, with a focus on employment creation, income generation and institutional capacity building.
- Trade capacity building, by helping countries to develop production and trade-related capacities, including their capacity to meet the standards of international markets, and to develop the capacity to prove compliance with those market requirements.
- Environment and energy, by promoting industrial energy efficiency and renewable sources of energy, particularly in rural areas, and supporting other activities for sustainable industrial development.

To improve standards of living through industries that are both internationally competitive and environmentally sustainable, the Organization has created a large portfolio of projects related to trade capacity building.

### TCB-Related Programme

UNIDO's activities and programmes in Trade Capacity Building enhance the capacity of developing countries and countries with economies in transition to participate in global trade and hence increase their economic growth.

To effectively address the many factors underlying successful industrial exports and trade, UNIDO has adopted a holistic approach to trade capacity building structured around three key imperatives, the need to:

- "Compete": Developing competitive productive supply capacities;
- "Conform": Developing standards and conformity assessment infrastructure and services to prove compliance with market requirements in an internationally recognized manner;
- "Connect": Enhancing connectivity to markets.

The focus of UNIDO's own activities is primarily addressing the first two of these imperatives, while services facilitating market connectivity are sourced from other agencies through cooperation agreements.

On the supply side, UNIDO supports enterprises in their efforts to offer competitive, safe, reliable, cost-effective and compliant products on the world markets, by improving manufacturing competitiveness and resource-use efficiency, by promoting technology management and diffusion, road-mapping and foresight, and by supporting the creation of clusters and export consortia. UNIDO provides such technical support services through regional and national productivity centres, and sector-specific technology advisory centres. The activities are mainly targeted at strengthening institutional capacity through expert knowledge, training programmes, study tours, equipment supply, development of tools and methodologies, and undertaking pilot demonstration projects for replication. UNIDO also designs and implements national and regional commodity-based trade capacity building programmes, in cooperation with international partner agencies such as the WTO, ITC and FAO.

With respect to conformity issues, UNIDO assists developing countries, and also those that have recently acceded to WTO, or are in the accession process, to develop their conformity infrastructure that will allow the implementation of WTO rules and agreements such as on TBT and on SPS measures. Since globally-recognized conformity assessment infrastructure and services are a pre-condition for effective trade participation, UNIDO develops capacities of standards bodies, metrology/calibration and testing laboratories, inspection bodies, enterprise system management certification bodies, accreditation services, traceability schemes, etc.

In addition to developing national capacities, UNIDO has also been increasingly developing regional trade-related compliance infrastructure and services. UNIDO is building-up regional trade capacity infrastructure in the Andean community, Central America, East African Community, UEMOA and ECOWAS, as well as in the SAARC and Mekong regions, with a main emphasis on harmonization of standards and technical regulations, and conformity assessment schemes and procedures within a regional quality infrastructure. UNIDO also supports the development of ILAC/IAF Multilateral Recognition Agreements (MRAs).

### Successful Projects

Over the years, UNIDO has successfully completed a large number of trade capacity building projects, both for the development of competitive productive supply capacities, and for the development of standards and conformity assessment infrastructure and services. Two examples of projects are:

#### Standards, laboratory, certification and accreditation infrastructure in West Africa

UNIDO has assisted the eight member states of the UEMOA - Benin, Burkina Faso, Côte d'Ivoire, Guinea Bissau, Mali, Niger, Senegal and Togo - in the establishment or strengthening of their trade-related quality infrastructure. Financed by the EU, the €14 million project aimed to promote regional integration and greater participation in international and regional trade. The project aimed: (1) to establish a regional system for accreditation and certification, (2) to harmonize standards and strengthen standards bodies, (4) to develop product testing laboratories, and (4) to promote quality and consumer protection.

The programme's impact includes:

- The development of the fishing industry and the increase in exports of fish products to the EU (involving more than 100,000 fishermen and their families);
- Reduced cost of exports and easier participation in international trade through the establishment of regional quality infrastructures and services, mainly a regional accreditation service, harmonized standards development, and a network of product testing laboratories;
- Quality promotion initiatives, including national and regional Quality Awards;
- Increased consumer awareness and introduction of consumer protection in a national and regional legislative framework.

The first four-year phase of the project came to an end in 2005. Its success was such that a successor programme was initiated in 2007, extending the development of quality infrastructure to all member states of ECOWAS and Mauritania, through a €14 million programme, again under EU funding.

#### Trade-Related Technical Assistance (TRTA) in Pakistan

The EU financed a €5 million technical assistance programme with two components of €2.5 million each, implemented by UNIDO and ITC. The overall objective of the programme is to foster Pakistan's integration into global trade.

UNIDO specifically upgraded national institutional infrastructure for standardization, product testing, metrology/calibration, enterprise systems' certification and accreditation, as well as supported the development of the fisheries sector in hygiene and quality management and for the inspection of fisheries exports, as required by international markets.

The project specifically reached the following results:

- Assessment of the constraints faced by Pakistan's exporters in relation to supply side, proof of conformity and market connectivity issues;
- Analysis of SPS compliance issues for key non-traditional export sectors, in particular fisheries.
- National Standards and Physical Laboratory upgraded to provide internationally traceable calibration services;
- National Standards Body upgraded to operate according to international good practice;
- 19 product testing laboratories upgraded, out of which 18 achieved international recognition of their services through accreditation;

- National Accreditation Body strengthened for its international recognition;
- Fisheries sector advised on hygiene and quality management on boats, for auction hall renovation; processors trained in hygiene and quality management, and in traceability; inspection services developed to serve as EU designated Competent Authority.

The programme allowed for an important mobilization of national funding in particular for local equipment purchase for laboratories and for related civil works through government funding, as well as for the upgrading of 250 fishing boats by their owners.

Due to the positive outcome of the 2004–2007 TRTA programme, the EC has earmarked funds in excess of € 10 million for a successor TRTA programme during 2008–2011.

### Partnerships

Over the last years, UNIDO has continuously been developing partnerships with international agencies in the area of trade capacity building, such as the WTO, World Bank, FAO, ITC and UNCTAD, in order to strengthen the synergies and enhance collective impact. Such inter-agency cooperation in the framework of a common, systemic, non-agency-partisan approach is what more recently has been advocated by the call for One UN Coherence in technical assistance delivery, and is also the underlying philosophy of the Aid for Trade Initiative.

UNIDO signed a MoU with the WTO in 2003. This allowed both organizations to combine their strengths, helping developing countries and transition economies to remove supply-side obstacles to trade, ensure conformity of their products to market requirements, and become better integrated into the multilateral trading system. UNIDO participates in WTO committee work, training activities, conferences, etc. UNIDO and the WTO have joined forces to develop joint trade capacity programmes for 11 pilot countries. The two organizations also cooperate in the Joint Cotton Initiative for African Countries, which aims to develop value added cotton exports from 11 West and Central African countries. These include the nine largest cotton producers in sub-Saharan Africa. The Joint Cotton Initiative is an outcome of Aid for Trade, a multilateral initiative, monitored by the WTO, to help developing countries strengthen their position in global markets.

UNIDO undertakes joint global forum or advocacy activities with other international technical agencies, specifically in the area of standards and conformity, such as the International Bureau of Weights and Measures (BIPM), the International Accreditation Forum (IAF), the International Laboratory Accreditation Cooperation (ILAC), the International Organization for Standardization (ISO), the International Trade Centre (ITC), and the International Organization of Legal Metrology (OIML).

UNIDO also participates in the Joint Committee on Coordination of Assistance to Developing Countries in Metrology, Accreditation and Standardization (JCDCMAS). Presently, the members of the JCDCMAS are BIPM, IAF, IEC, ILAC, ISO, ITC, ITU-T, OIML and UNIDO.

The Global Compact: UNIDO is one of six core agencies, and is especially mandated to assist SMEs in their efforts to adhere to the principles of the Global Compact, in particular in the area of CSR.

With UNDP: In 2004, UNIDO and UNDP signed a cooperation framework for joint programming at country level; initially, UNIDO desks have been established in 11 countries that will benefit from the joint activities, with other countries expected to follow very soon.

With UNEP: Since the mid-1990s, UNIDO and UNEP have run a joint programme that established a network of more than 30 National Cleaner Production Centres to, inter alia, help industries clean up their production processes and adopt cleaner technologies.

With UNODC: In 2005, UNIDO and UNODC signed a MoU that envisages joint programming in up to five countries, focusing on UNIDO's SME and private sector development activities and UNODC's sustainable livelihood programme.

With NEPAD: Starting in 2007, UNIDO initiated TCB activities under the Africa Productive Capacity Initiative (APCI) of NEPAD.

Similar partnerships (e.g. joint programme development and implementation) are being discussed with other UN agencies such as FAO, IAEA and UNESCO.

### **TCB activities described in this guide**

#### GLOBAL ADVOCACY

- Industrial Development Reports
- Cost-benefit analysis for conformity assessment infrastructure and services
- Assessing specific needs for quality infrastructure of African and Asian countries

#### TRADE POLICY DEVELOPMENT

- Competitiveness analysis
- Development of National Quality Policy and Strategy
- Sectoral studies
- Policy studies
- Industrial statistics

#### LEGAL AND REGULATORY FRAMEWORK

- Strengthening the regulatory framework for conformity

#### SUPPLY CAPACITY

- Techno-economic assessments
- Product and process design and development
- Development of sectoral technology centres
- Food hygiene management
- Advisory services on enterprise management systems
- Advisory services on traceability
- Cleaner production and energy efficiency
- Export consortia
- Cluster development
- Supply Chain Development Programme (SCDP)
- Export-oriented investment
- Responsible Entrepreneurs Achievement Programme (REAP)
- Business Partnership Programme

#### COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES

- Standardization bodies support
- Metrology (Measurement) laboratories support
- Testing laboratories support
- Accreditation bodies support
- Development of competent authorities for fish and horticulture exports

#### MARKET AND TRADE INFORMATION

- Information services
- Statistics dissemination



## UNITED NATIONS RELIEF AND WORKS AGENCY FOR THE PALESTINE REFUGEES IN THE NEAR EAST (UNRWA)

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UNRWA is a unique UN Agency of a quasi-governmental nature, which provides direct health, education, relief services, and microcredit and microfinance services to Palestine refugees. It does not provide “capacity development to governments” but rather works in coordination with the host countries of Syria, Jordan, and Lebanon, as well as the government structures of the Occupied Palestinian Territories, and the Government of Israel.

The Agency’s interventions particularly address issues relating to PRPS and MDGs. These interventions aim to address the human development needs of the Palestine refugee population residing in Jordan, Syria, Lebanon, and the West Bank and Gaza Strip.

UNRWA’s organizational strategy focuses on the main programmatic areas of its mandate, contributing towards poverty alleviation and sustainable socio-economic development outcomes amongst its target population.

### Successful Projects

Highlights of successful activities include but are not limited to the following:

- The Agency’s Microfinance and Microcredit Programme is the leading microfinance provider in the occupied Palestinian territory, and is now pioneering the development of urban microfinance in the Syrian Arab Republic.
- The Agency’s Technical and Vocational Training Centres offers Palestine refugee youth two-year trade or semi-professional courses providing opportunities to acquire knowledge, skills, attitudes and values that enhance their development as responsible citizens capable of making informed decisions and a positive contribution to their society.
- The Agency’s Social Services division promotes the self-reliance of less advantaged members of the refugee community, especially women, the elderly, youth, and those with disabilities, by providing them with business training and subsequent microcredit opportunity.

For more information:  
[www.un.org/unrwa](http://www.un.org/unrwa)

### TCB activities described in this guide

#### SUPPLY CAPACITY

Microfinance and Microcredit Programme (MMP)

#### OTHER TRADE RELATED ACTIVITIES

Technical and Vocational Education and Training

Social services division of Relief and Social Services Department

## WORLD BANK GROUP (WB)



The World Bank is a vital source of financial and technical assistance to developing countries around the world. It is made up of two unique development institutions owned by 184 member countries—the International Bank for Reconstruction and Development (IBRD) and the International Development Association (IDA). Each institution plays a different but supportive role in the Bank's mission of global poverty reduction and the improvement of living standards. The IBRD focuses on middle income and creditworthy poor countries, while IDA focuses on the poorest countries in the world. Together they provide low-interest loans, and interest-free credit and grants to developing countries for education, health, infrastructure, communications, and many other purposes.

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The IBRD and IDA offer two basic types of loans and credits: investment loans and development policy loans. Investment loans are made to countries for goods, works and services in support of economic and social development projects in a broad range of economic and social sectors. Development policy loans (formerly known as adjustment loans) provide quick-disbursing financing to support countries' policy and institutional reforms.

Each borrower's project proposal is assessed to ensure that the project is economically, financially, socially and environmentally sound. During loan negotiations, the Bank and borrower agree on the development objectives, outputs, performance indicators and implementation plan, as well as a loan disbursement schedule. While the Bank supervises the implementation of each loan and evaluates its results, the borrower implements the project or programme according to the agreed terms. As nearly 30 percent of Bank staff are based in some 100 country offices worldwide, three-quarters of outstanding loans are managed by country directors located away from the Bank offices in Washington.

### **TCB-related programme**

The Bank is helping to make the world trading system more conducive to development. It also contributes to shaping the growing agenda on regionalism and bilateral agreements, and to integrating trade into the growth strategies of developing countries. The Bank has been rapidly expanding its trade-related activities, which include operations, research and analysis, advocacy, training, and capacity building. At the operational level, lending for trade has continued on an upward trend. In fiscal year 2005 (July 2004-June 2005), 49 trade-related projects were undertaken for a total of US\$1.1 billion, and in FY 2006 there were 51 projects valued at US\$1.6 billion. Lending expansion has been driven by trade-related infrastructure projects in support of regional integration in Africa, trade infrastructure in East Asia, and budget support to competitiveness reforms in Latin America. Research has provided a solid foundation for the trade programme. Today, research work falls into various areas including poverty impacts of trade and adjustment policies; country competitiveness analyses; analysis of pro-active policies to enhance export supply response; analysis of national trade policies; the ongoing Doha Round of WTO negotiations; and the design and impact of regional trade agreements.

The Bank's training and capacity building arm, the World Bank Institute has expanded its programmes on trade significantly. Thanks to strong partnerships with local, regional, and other international institutions, the World Bank Institute delivered or contributed to 64 learning programmes in FY06, reaching more than 3,000 participants.

The Bank's work on trade has two central objectives. At the global level, the Bank advocates changes in the world trading system to make it more supportive of development, especially in the poorest countries and for poor people across the developing world. This includes collaborating with the WTO, other multilateral agencies, governments in developing countries, and donors to support a "pro-development" outcome in the Doha Development agenda, as well as working with partners to maximize the development impact of regional trading agreements.

The distinguishing feature of the World Bank work on international trade is that it is an integral part of the Bank's work on development and poverty reduction. The Bank assists developing countries to formulate liberal trade policies expressly in their process of development and poverty reduction, and provides technical assistance or policy advice to the governments towards an open trade regime.

At the country level, the Bank supports developing countries in their efforts to improve their own policies, institutions and infrastructure (i.e. roads, ports and telecommunications) in order to use trade to help spur growth and reduce poverty. This work includes strategic assistance to clients in support of pro-poor trade-related reforms, with special attention to the low-income countries that are most in need of Bank support.

**Training and Capacity Building**

The Trade Department’s training and capacity building serves two constituencies: Bank staff, and stakeholders and decision-makers in developing countries. Internal trade-related learning and capacity building is designed to provide staff access to technical tools, lessons of experience, and rigorous research and learning opportunities that enable them to mainstream trade in country assistance strategies, and to strengthen staff’s understanding of the role of trade as an engine for sustainable growth and poverty reduction. External training and capacity building is carried out by the World Bank Institute (WBI). The WBI Trade Learning Programme is designed to enhance the capacity of developing countries to put in place sound national trade policies and institutions that would enable them to take advantage of the world trading system and to help them participate effectively in multilateral and regional trade arrangements and negotiations.

Trade-related topics covered by the Bank are:

- Agriculture
- Doha Trade Agenda
- Regionalism
- Standards
- Trade facilitation
- Trade, growth, poverty and gender
- Trade in Services
- WITS
- WTO accession and trade policy

At the global level, the Bank advocates changes in the world trading system to make it more supportive of development, as well as working directly with individual countries as they pursue accession to the WTO.

The projects regarding trade and integration are:

- Export development and competitiveness
- Regional integration
- International financial architecture
- Technology diffusion
- Trade facilitation and market access

The Bank undertakes research to better understand the role of international trade in development and poverty reduction. The Bank has also contributed significantly to the development of techniques and policy tools for analyzing the impact of trade policy reforms. At the same time, the Bank, through policy-based loans, has supported trade reforms in many developing countries, such as the reduction of tariffs, the elimination of quantitative restrictions, and the improvement of foreign exchange systems.

**Successful projects**

The November 2005 Kenya DTIS identified Kenya’s poor quality of transport and trade facilitation as a major constraint to export competitiveness. Improving land and sea routes along the Northern Corridor which links the port of Mombassa with Nairobi, and inland Kenya, as well as Uganda, northern Democratic Republic of Congo, and Rwanda, would enhance not only Kenya’s trade competitiveness but also have significant benefits for neighbouring countries. This analysis was a key input into the design of the US\$200 million East Africa Trade and Transport Facilitation Project. The project aims to enhance transport and logistics efficiency along key corridors by reducing non-tariff barriers and uncertainty of transit time, and provides both investment to enhance infrastructure at the ports of Mombassa and Dar-es-Salaam, as well as institutional support for strengthening the Northern Corridor Transit Agreement between Kenya and the Great Lakes countries.

The April 2006 Pakistan Growth and Competitiveness Study analyzed the key cross-cutting business environment barriers that hinder investment, productivity growth, and export competitiveness. Value-chain analyses were undertaken for shrimp, marble tiles, powdered milk, auto radiators, and textiles. Feedback from the Government was very positive and, the Government made a number of policy changes based on the recommendations of the report in the FY07 budget (such as a reduction of tariffs on multi-axle trucks to encourage renewal of Pakistan's truck fleet, and the removal of domestic content requirements in the auto industry).

The government of Indonesia is using the findings from the 2005 Trade and Competitive Study to refine its negotiating position in the Doha Round, and, in line with the study's findings, has requested assistance with improving the technical and human capabilities in the trade ministry. The Bank is helping the Ministry to put in place a capacity enhancement project that will improve coordination by strengthening the decision-making and policy formulation process.

### Partnerships

In the past two years, the Bank has been active in the dissemination of the WITS software tool, jointly developed by UNCTAD and the World Bank to analyze the impact of trade policy changes, whether stemming from domestic reforms or international negotiations. The training of analysts in using WITS has contributed to rapid growth in the number of registered WITS users, which now exceeds 12,000. There is strong demand by analysts around the world for training and technical support for this tool that will be extremely useful in assessing the impact of their country's tariff reduction offers, concessions by trading partners, and proposed negotiating formulae.

### TCB activities described in this guide

#### GLOBAL ADVOCACY

- Global advocacy

#### TRADE POLICY DEVELOPMENT

- Support to country trade policies and institutions

- Diagnostics

- Support for multilateral and regional trade negotiations

- Economic and sector work

- Trade-related research

#### LEGAL AND REGULATORY FRAMEWORK

- WTO accession and trade policy training

- Assistance on preferential trade agreements

#### SUPPLY CAPACITY

- IFC assistance to agricultural trade companies

- Supporting South-South investments

#### COMPLIANCE SUPPORT INFRASTRUCTURE AND SERVICES

- Lending to meet trade standards

- Agri-food standards support

#### MARKET AND TRADE INFORMATION

- World Integrated Trade System (WITS)

- Doing Business database

- Research

#### TRADE FACILITATION

- Trade facilitation support

- Customs modernization handbook

- Advisory services related to trade.

#### PHYSICAL TRADE INFRASTRUCTURE

- Trade related infrastructure projects lending

#### TRADE RELATED FINANCIAL SERVICES

- Global trade finance programme

#### OTHER TRADE RELATED ACTIVITIES

- Trade-related lending



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## WORLD HEALTH ORGANIZATION (WHO)

The World Health Organization is the United Nations specialized agency for health. It was established on 7 April 1948. WHO's objective, as set out in its Constitution, is the attainment by all peoples of the highest possible level of health. Health is defined in WHO's Constitution as a state of complete physical, mental and social well-being, and not merely the absence of disease or infirmity.

WHO is governed by 193 MSs through the World Health Assembly. The Health Assembly is composed of representatives from WHO's MSs. The main tasks of the World Health Assembly are to approve the WHO programme and the budget for the following biennium, and to decide major policy questions.

### TCB-related programme

WHO works to achieve greater policy coherence between trade and health policy so that international trade and trade rules maximize health benefits and minimize health risks, especially for poor and vulnerable populations. Its focus is to strengthen capacities in the ministries of health to best enable them to work effectively with their colleagues in the ministries of trade, commerce and finance in efforts to shape and manage the trade policy environment for health. The objective is to support MSs to achieve greater coherence between international trade and health policy, with a focus on building the knowledge base to strengthen capacity in WHO MSs, and in WHO itself, to recognize and act on the public health implications of international trade and trade rules.

Work on the relationship between international trade and health responds to the demand from MSs (increasingly a priority in WHO country cooperation strategies) and international organizations such as the WTO - through three main functions:

- Performing analysis and research to better inform policy decisions, negotiations, dispute settlement and agenda setting;
- Creating tools and training materials to build capacity in MSs to fully understand the public health implications of multilateral trade agreements; and
- Meeting country requests for support in specific trade and health issues.

These functions are carried out across a number of departments and with staff in all regional offices, and are coordinated by a technical working group on globalization, trade, and health, convened and led by the WHO's ETH. Various resource groups of outside experts guide the work.

### Successful Projects

Key ETH trade and health products include: *WTO Agreements and Public Health*: a joint study by the WHO and the WTO Secretariat; *International Trade in Health Services and the GATS*, published by the World Bank; *Legal review of the GATS From a Health Policy Perspective*; *Defining and Shaping the Architecture for Global Health Governance*; *Towards Policy Coherence in Trade and Health*; *Rapid Assessment of the Economic Impact of Global Disease Outbreaks*; Trade and Health notes for health policy-makers on GATS and health related services; *Global Public Goods for Health*; *Negotiating Health Development: a Guide for Practitioners 2*.

Strategic support to countries includes support for WTO accession negotiations and health sector liberalization. All work is evidence-based, publications are extensively peer-reviewed, and country missions are undertaken with WTO.

#### Vietnam

A joint WHO-WTO health and trade mission to Vietnam took place in August 2004 as part of a capacity building effort to enable the Ministry of Health to advise the Ministry of Trade on trade issues with public health perspectives in order to achieve better policy coherence between trade and health. The main outcomes of the mission were: high-level commitments given by Ministry of Health and Ministry of Trade to work together on health-related trade issues including on current WTO accession negotiations; local institutions, with complementary expertise in trade and health, expressed ability and interest in being involved in studies related to the impacts of trade liberalization on health; collaboration with World Bank (on SPS and food safety) and UNDP on trade services was established.

**Partnerships**

As a major response to implement the WHA resolution on International Trade and Health, WHO is working with the WTO, the World Bank, and international experts and trade and health policy-makers from 10 countries, to develop a diagnostic tool and workbook on trade and health.

WHO actively promotes international policy coherence through strategic initiatives and partnerships with international organizations and through international meetings with the WTO, WB, UNCTAD, OECD, European Union, ITC, UN Commission on Human Rights, ILO, and IOM.

**TCB activities described in this guide**

## GLOBAL ADVOCACY

Policy coherence in trade and health for human development.

## TRADE POLICY DEVELOPMENT

Diagnostic tool and workbook on trade and health

## LEGAL AND REGULATORY FRAMEWORK

Multilateral trade agreements and public health.

Training course on health policy in a globalized world.

## MARKET AND TRADE INFORMATION

Trade and Health Net



## WORLD INTELLECTUAL PROPERTY ORGANIZATION (WIPO)

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The World Intellectual Property Organization (WIPO) is a specialized agency of the United Nations. It is dedicated to developing a balanced and accessible international intellectual property (IP) system, which rewards creativity, stimulates innovation, and contributes to economic development, while safeguarding the public interest.

WIPO was established by the WIPO Convention in 1967 with a mandate from its MSs to promote the protection of IP throughout the world through cooperation among states and in collaboration with other international organizations. Its headquarters are in Geneva, Switzerland.

### Strategic Direction and Activities

WIPO's vision is that IP is an important tool for the economic, social and cultural development of all countries. This shapes its mission to promote the effective use and protection of IP worldwide. Strategic goals are set out in a four-yearly Medium Term Plan, and refined in the biennial Programme and Budget document.

The five strategic goals defined in the 2006 – 2007 Programme and Budget are:

- To promote an IP culture;
- To integrate IP into national development policies and programmes;
- To develop international IP laws and standards;
- To deliver quality services in global IP protection systems; and
- To increase the efficiency of WIPO's management and support processes.

WIPO's core tasks and programme activities are all aimed at achieving these goals.

### Partnerships

WIPO continues to strengthen its cooperation with the United Nations secretariat, funds, programmes and specialized agencies, as well as with intergovernmental and non-governmental organizations, with the aim of further developing partnerships and synergies in the pursuit of the UN MDG. WIPO also continued its active participation in the High Level Committee on Management (HLCM), the High Level Committee on Programmes (HLCP), and the Chief Executives Board for Coordination (CEB).

WIPO further intensified its cooperation with WHO, and actively participated in the 58th World Health Assembly (WHA). WIPO closely followed the work of the Commission on Intellectual Property Rights, Innovation and Public Health (CIPIH) set up in 2004, and contributed inputs as requested by the Commission.

WIPO continued to work with the International Telecommunications Union (ITU), notably in the follow-up of the World Summit on the Information Society (WSIS). The Summit, held in Tunis in November 2005, offered an indicative and non-exhaustive list of facilitators/moderators for the Action Lines of the Geneva Plan of Action. UN agencies, including WIPO, were invited to become facilitators/moderators.

WIPO continued its cooperation with the WTO under the framework of the 1995 agreement between the two organizations, and carried out joint activities in the area of technical assistance for the benefit of developing and least developed countries. Following discussions between the two director-generals, WIPO and the WTO established a consultative group to periodically meet and discuss matters of mutual interest.

### TCB activities described in this guide

#### LEGAL AND REGULATORY FRAMEWORK

- Legislative assistance
- Enforcement of Intellectual Property Rights

## WORLD TRADE ORGANIZATION (WTO)



The World Trade Organization (WTO) is the only international organization dealing with the global rules of trade between nations. Its main objective is to ensure that trade flows as smoothly, predictably and freely as possible.

It does this by:

- Administering trade agreements;
- Acting as a forum for trade negotiations;
- Settling trade disputes;
- Reviewing national trade policies;
- Ensuring coherence in policy-making.

The WTO organizes around 500 technical cooperation activities annually. It holds, on average, four trade policy courses each year in Geneva for government officials, and five field-based regional trade policy courses. Regional seminars are held regularly in all regions of the world, covering all WTO agreements, with a special emphasis on African countries. Training courses are also organized in Geneva for officials from countries in transition from central planning to market economies. The WTO set up reference centres in over 100 trade ministries and regional organizations in capitals of developing and least-developed countries, providing computers and Internet access to enable ministry officials to keep abreast of events in the WTO in Geneva through online access to the WTO's immense database of official documents and other material.

### TCB-related programme

The Institute for Training and Technical Cooperation (ITTC) was established to coordinate WTO-related technical assistance and training in response to the main development-related challenges of the Doha Development Agenda.

ITTC's main objectives are to assist beneficiary countries to:

- enhance institutional and human capacity in the field of trade;
- address trade policy issues;
- integrate more fully into the multilateral trading system;
- exercise the rights of WTO membership;
- fully participate in multilateral trade negotiations.

In order to achieve these objectives, ITTC annually prepares its Technical Assistance and Training Plans ('TA Plans'), which provide the WTO Secretariat's backbone for the delivery of all activities.

The WTO compiles data on trade flows and on trade measures by its members. These are published in its annual publications, World Trade Report, and World Trade Statistics. In 2002, the WTO and OECD set up a joint database of trade-related capacity building projects, but this was discontinued following collection of the 2006 data. The OECD proposes to adapt its existing Creditor Reporting System (CRS) to provide data on trade-related aid. This will be monitored by the WTO.

The Technical Assistance Plan 2007 (WT/COMTD/W/151) (The Plan) was prepared by the ITTC, with substantive contributions from WTO divisions, and then presented to the members. The informal consultations held in the course of the year had, once again, been very helpful in addressing key issues contained in the Plan. A biennial TA Plan was adopted in late 2007 for implementation in 2008-2009 (WT/COMTD/W/160).

The Plan is designed to enable the WTO Secretariat to pursue, in a coherent and cost effective fashion, key objectives mandated by members. These are: to enhance institutional and human capacity in beneficiary countries to address trade policy issues and concerns; 'mainstream' trade into national development and poverty reduction policies; facilitate fuller participation of beneficiaries in the Multilateral Trading System (MTS); and enable effective participation in the negotiations.

The Plan features a range of products, which can be used in the delivery of technical assistance and training, as well as some programmes. Whether used in Geneva or in the field, all the products are geared towards achieving the same general objective. The products can be applied individually or in combination. More-

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over, the Plan is designed in such a way that all eligible members and observers can systematically benefit. In light of their pressing trade development needs, priority will be given to LDCs. This priority will be articulated through specially designed events and, for beneficiaries of the IF, activities will be linked to their processes of mainstreaming trade into their national development plans.

The main challenge for the WTO is to assist LDCs to integrate into the MTS and to benefit from progressive trade liberalization in world trade. Another challenge is to assist LDCs to participate fully in the negotiating process of the DDA. In the Secretariat's experience, one way of addressing these challenges is to identify and put in place appropriate cost-effective mechanisms that the Secretariat can deploy to encourage LDCs to take advantage of the full range of technical assistance and training programmes, including national seminars.

The products can be grouped broadly in four main categories:

1. General WTO-related technical assistance and training;
2. Specialized and advanced technical assistance and training;
3. Academic support for training and capacity building: an integrated approach;
4. Support technical assistance and training facilities;

In addition to these products, there are two main programmes, the JITAP and the IF, which are processes or mechanisms for the delivery of technical assistance, rather than products per se.

### Partnerships

The WTO is an active member of:

Joint Integrated Technical Assistance Programme (JITAP)

The Integrated Framework (IF) for trade-related technical assistance to LDCs

The Standards and Trade Development Facility (STDF)

In order to build and strengthen local capacity in beneficiary countries and enhance ownership, emphasis is increasingly put on partnerships, at varying levels of involvement, with other providers or sponsors of TRTA. Basically, in each geographical region, partnerships are built and used for training purposes and for conducting joint activities. The nature of the partnerships varies widely among partner institutions, depending on the institution itself, the contents of any signed undertakings, where they exist, and on the agreed objectives in the partnership arrangements.

### Regional Partnerships

Partnership arrangements have been established at the regional level, and by way of illustration, these include the following:

In Africa, training and technical cooperation activities are undertaken in partnership with the United Nations Economic Commission for Africa (UNECA), the African Development Bank (AfDB), the Economic Community of West African States (ECOWAS), the New Partnership for Africa's Development (NEPAD) Secretariat, Common Market for Eastern and Southern Africa (COMESA), South African Development Community (SADC), West African Economic and Monetary Union (WAEMU), etc. The Organisation internationale de la Francophonie is also a partner in this region. Its „Rexpaco“ programme dovetails well with WTO's programme of activities with academics, and is aimed mainly at African French-speaking states;

For Arab and Middle East countries, close cooperation is undertaken with the Arab Monetary Fund (AMF), the Islamic Development Bank (IsDB) and the United Nations Economic and Social Commission for Western Asia (UNESCWA);

In Asia and the Pacific there is cooperation with the United Nations Economic and Social Commission for Asia and the Pacific (UNESCAP), the Pacific Islands Forum Secretariat (PIFS), the International Development Law Organization (IDLO), and with the Asian Development Bank;

Institutional cooperation for training for countries in Central and Eastern Europe and Central Asia mostly takes place with the Joint Vienna Institute (JVI). The WTO will have slots of a total of some six weeks for conducting seminars and training courses; in addition, the Secretariat undertakes training through the so-

called Applied Economic Policy Course. Cooperation also takes place with UNESCAP, as well as with the Canadian Centre for Trade Policy and Law (CTPL); in addition, the WTO is cooperating closely with the World Bank to design and implement a joint training event in Central Asia, mainly geared towards acceding countries;

In Latin America and the Caribbean, the bulk of regional activities are undertaken in close partnership with the Inter-American Development Bank (IADB), in particular with its Institute for the Integration of Latin America and the Caribbean (INTAL). Every year a joint programme is defined and co-financed. Within the framework of the IADB/INTAL cooperation, partnerships exist with regional integration secretariats such as the Latin American Integration Association (ALADI), the Andean Community, Central American Economic Integration Secretariat (SIECA) and Mercosur, as well as with the Organization of American States. In the Caribbean, cooperation exists with the CARICOM Secretariat and the Caribbean Regional Negotiating Machinery, as well as the Organization of Eastern Caribbean States and the Association of Caribbean States.

### Other Partnerships

The Secretariat is always seeking to strengthen and expand cooperation with other international organizations, regional bodies and institutions. A total of some twenty MoUs currently exist with different international organizations, bodies and partner institutions. These MOUs are subject to regular review. It should be noted that the WTO also has a large number of partnership arrangements to undertake joint activities with other organizations without having established a formal MOU, for example with regional bodies, training centres, and academia.

The WTO and the WBI are pursuing cooperation on the basis of an agreement between the two organizations, signed on 28 April 1997. Joint activities such as co-lecturing, and the occasional participation in each other's TRTA activities are undertaken through the IF, and the two organizations are gradually expanding this cooperation in a more structured manner.

The partnership with UNIDO is geared towards addressing supply-side constraints in conjunction with barriers to market access. In 2006, the programme was extended to include two more beneficiaries (Zambia and Azerbaijan).

Through its MTS related initiatives, ITC disseminates WTO-related information to businesses and other stakeholders involved in trade negotiations through a network of focal points in 65 countries. It produces analytical publications on WTO-related issues from a business perspective, and organizes high-level interactive regional meetings that gather national teams of private-public representatives, contribute to analysis of negotiating positions from the commercial perspective, and strengthen the coalescing of public and private sector concerns.

### TCB activities described in this guide

#### GLOBAL ADVOCACY

- Activities for parliamentarians and civil society

#### TRADE POLICY DEVELOPMENT

- General WTO-related technical assistance and training
- Specialized and advanced training and technical assistance
- National technical assistance activities
- Technical assistance within the Trade Policy Review Mechanism (TPRM) Framework
- Assisting beneficiaries in conducting needs assessments
- Academic support for training and capacity building
- Support training and technical assistance facilities
- Advanced training programme for senior government officials
- Intensive course on trade negotiations skills

#### LEGAL AND REGULATORY FRAMEWORK

- Establishing and strengthening reference centres

#### MARKET AND TRADE INFORMATION

- Data on trade flows

#### TRADE FACILITATION

- Trade Facilitation National Needs Assessment Project

**The following institutions have contributed to the completion of this guide:**

Food and Agriculture Organization	<a href="http://www.fao.org">www.fao.org</a>
International Atomic Energy Agency	<a href="http://www.iaea.org">www.iaea.org</a>
International Civil Aviation Organization	<a href="http://www.icao.int">www.icao.int</a>
International Labour Organization	<a href="http://www.ilo.org">www.ilo.org</a>
International Maritime Organization	<a href="http://www.imo.org">www.imo.org</a>
International Trade Centre	<a href="http://www.intracen.org">www.intracen.org</a>
United Nations Conference on Trade and Development	<a href="http://www.unctad.org">www.unctad.org</a>
United Nations Department of Economic and Social Affairs	<a href="http://www.un.org/esa/desa">www.un.org/esa/desa</a>
United Nations Development Programme	<a href="http://www.undp.org">www.undp.org</a>
United Nations Economic Commission for Africa	<a href="http://www.uneca.org">www.uneca.org</a>
United Nations Economic Commission for Europe	<a href="http://www.unece.org">www.unece.org</a>
United Nations Economic Commission for Latin America and the Caribbean	<a href="http://www.eclac.org">www.eclac.org</a>
United Nations Economic and Social Commission for Asia and the Pacific	<a href="http://www.unescap.org">www.unescap.org</a>
United Nations Environment Programme	<a href="http://www.unep.org">www.unep.org</a>
United Nations Human Settlements Programme	<a href="http://www.unhabitat.org">www.unhabitat.org</a>
United Nations Industrial Development Organization	<a href="http://www.unido.org">www.unido.org</a>
United Nations Relief and Works Agency for the Palestine Refugees in the Near East	<a href="http://www.un.org/unrwa">www.un.org/unrwa</a>
World Bank Group	<a href="http://www.worldbank.org">www.worldbank.org</a>
World Health Organization	<a href="http://www.who.int">www.who.int</a>
World Intellectual Property Organization	<a href="http://www.wipo.int">www.wipo.int</a>
World Trade Organization	<a href="http://www.wto.org">www.wto.org</a>
Doha Development Agenda Trade Capacity Building Database	<a href="http://tcbdb.wto.org">http://tcbdb.wto.org</a>
Enhanced Integrated Framework	<a href="http://www.integratedframework.org">www.integratedframework.org</a>
Global Facilitation Partnership	<a href="http://www.gfptt.org">www.gfptt.org</a>
Joint Integrated Technical Assistance Programme	<a href="http://www.jitap.org">www.jitap.org</a>
Standards and Trade Development Facility	<a href="http://www.standardsfacility.org">www.standardsfacility.org</a>

The background is a teal gradient. In the upper left, there are three interlocking gears of varying sizes. In the lower right, there is a stylized globe showing the continents of North and South America. The globe is overlaid with a grid of latitude and longitude lines. The overall aesthetic is clean and professional, with a focus on global and industrial themes.

# [ Programmes, Services and Activities by Agency ]

Included as CD

Food and Agriculture Organization  
International Atomic Energy Agency  
International Civil Aviation Organization  
International Labour Organization  
International Maritime Organization  
International Trade Centre  
United Nations Conference on Trade and Development  
United Nations Department of Economic and Social Affairs  
United Nations Development Programme  
United Nations Economic Commission for Africa  
United Nations Economic Commission for Europe  
United Nations Economic and Social Commission for Asia and the Pacific  
United Nations Economic Commission for Latin America and the Caribbean  
United Nations Environment Programme  
United Nations Human Settlements Programme  
United Nations Industrial Development Organization  
United Nations Relief and Works Agency for the Palestine Refugees in the Near East  
World Bank Group  
World Health Organization  
World Intellectual Property Organization  
World Trade Organization