



UNITED NATIONS SYSTEM

TRADE CAPACITY BUILDING RESOURCE GUIDE



INTERACTIVE WEB TOOL

WHO DOES WHAT FOR WHOM IN TRADE CAPACITY BUILDING?

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ACKNOWLEDGEMENT

The first edition of the Trade Capacity Building Resource Guide was published in 2008 as a UN system driven initiative to provide a summary of ‘who does what for whom’ at time when both donors and recipients were looking again at how aid could best assist countries to use trade as part of their development strategies.

This edition of the Trade Capacity Building Resource Guide builds on and further expands the collaborative effort which contributed to the success of previous editions. The Guide, which is available as an interactive web tool now, includes 31 multilateral agencies and 37 bilateral profiles. Extensive contributions of the multilateral system and bilateral development partners allowed us to put together the so far most comprehensive compilation of trade-related technical assistance services.

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UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION

This comprehensive compilation of the **Resource Guide** will significantly contribute to increasing the **transparency and efficiency** of **trade-related technical assistance** and its benefits for countries and peoples in their efforts to stimulate **trade-led economic growth**, increased **employment** and the **creation of wealth**.



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INTRODUCTION

Promoting Trade for Sustainable Development

The 2030 Agenda for Sustainable Development recognizes international trade as an engine for inclusive economic growth and poverty reduction, and an important means to achieve the Sustainable Development Goals (SDGs). The role trade can play in promoting sustainable development as well as the integration of developing countries into regional and global markets are emphasised in several of the SDGs. SDG 8 “Promote inclusive and sustainable economic growth, employment and decent work for all”, for example, directly aims at the increase of Aid for Trade support for developing countries, in particular least developed countries (LDCs). SDG 17 on “strengthening global partnerships for sustainable development” also includes specific goals related to trade, such as significantly increase the exports of developing countries, in particular LDCs.

In the spirit of the SDGs, this Guide represents a significant step forward in the journey towards a strong and meaningful global partnership, involving multilateral and bilateral development partners, for the reduction of poverty through trade-driven economic growth and wealth creation.

Inclusive and Sustainable Industrial Development (ISID)

In 2013, UNIDO adopted the objective of inclusive and sustainable industrial development. It is possible to identify three aspects of this which are relevant to evaluating trade capacity building. It supports industrialization as way to reach a higher stage of economic and social development, first as an essential element of structural transformation, as it upgrades both the economic structure and working conditions, and secondly as a way of increasing employment by absorbing increasing numbers of workers. It also emphasizes the need for environmental sustainability, including both cleaner and resource efficient production.

This comprehensive compilation of the Resource Guide will significantly contribute to increasing the transparency and efficiency of trade-related technical assistance and its benefits for countries and peoples in their efforts to stimulate trade-led economic growth, increased employment and the creation of wealth.

The **Interactive Web Tool** includes information from **31 Multilateral Agencies** and **37 Bilateral Development Partners** on their trade-related **Strategies & Services** in **14 Categories**

Why this Guide?

It is widely recognized by both multilateral and bilateral development partners that enhancement of the capacity to participate in global trade is critical for economic growth in developing countries. This has put the need for trade-related technical assistance on the forefront of economic development.

Bilateral and multilateral development partners provide a wide range of services which often need to complement each other if they are to support national trade development needs and strategies in a coherent and efficient manner.

In response to such needs, UNIDO has published the first edition of the Trade Capacity Building Inter-agency Resource Guide in 2008, followed by enhanced editions in 2010 and 2015. As of 2017 the guide has been made available online and is updated regularly.

The Guide has been welcomed by multilateral and bilateral development partners as well as policy-makers in developing countries as a useful and informative tool in the area of trade-capacity building. It has been acknowledged that the Resource Guide is a unique source of information for developing countries and donors for the development of technical assistance programmes, and serves to facilitate the coordination of trade capacity-building activities.

What's New?

In response to growing demand, a new and further enhanced fourth edition has now been made available. The 2017 edition of the Trade Capacity Building Resource Guide further increases its relevance in the area of trade-related technical assistance by sharpening its focus on the emerging dynamic trends, in particular, on the increasing relevance of e-commerce, digital economy and related services for global trade and cross-cutting issues such as gender mainstreaming, employment and youth, which play an integral role in all trade-related services.

The Guide now comprises 31 OECD countries, including all OECD, DAC members and 17 G20 members, some of which also OECD members. This compilation of major bilateral and multilateral technical assistance services as well as inclusion of e-commerce and digital economy the area of trade capacity building represents a milestone, which is expected to significantly increase both the coverage and potential use of the Guide.

AREAS OF TRADE CAPACITY BUILDING

The key areas for trade capacity building identified in the Trade Capacity Building Resource Guide (as categories) are:

-  **1 | Global advocacy** for trade as a tool for development
-  **2 | Trade policy development** including competition policies
-  **3 |** Design and implementation of **legal and regulatory framework** that allow for the implementation of WTO and other international agreements
-  **4 | Supply capacity** development, including the improvement of the business environment and the investment climate, the provision of business services
-  **5 | Compliance support infrastructure and services**, in particular for standards, accreditation and certification, testing and calibration, and inspection services
-  **6 | Trade promotion capacity building** by the development of export promotion strategies and the strengthening of trade promotion institutions
-  **7 | Market and trade information** structures and services
-  **8 | Trade facilitation** to assist import and export mechanisms and processes by the streamlining of customs procedures and border and transport management
-  **9 |** Services related to **e-commerce and digital economy**
-  **10 | Physical trade infrastructure** such as ports, rail transport, roads, cool chains, and harbours
-  **11 |** Trade and export financing, international payments and other **trade-related financial services**
-  **12 | South-south and triangular cooperation** initiatives
-  **13 |** Support related to **gender mainstreaming, employment and youth**
-  **14 | Other trade-related activities**, some agencies also reported “other” activities, including some related to climate change or other environmental impact



1 | Global Advocacy

The global advocacy category covers 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 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.



2 | 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 in managing the interactions between trade and other policies.



3 | Legal and Regulatory Framework

Assistance under this category includes helping countries to bring their own regulations into conformity with international rules, more general help to improve their legal institutions, and training officials to deal with such rules. A number of the agencies specialise in particular areas, rather than trying to provide expertise on the legal rules in all sectors. For several, the aim is to balance trade-related obligations with other national (or international) interests.



4 | Supply Capacity

In line with the trade focus of this Guide, support activities to develop supply capacity are considered to be those that aim to increase the availability of goods and services for export. There is no easy distinction between this and building more general capacity to produce, and this distinction is becoming less pertinent as borders open and competition in local markets from imports increases. Some agencies do not make this distinction in their projects.



5 | Compliance Support Infrastructure and Services

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



6 | Trade Promotion Capacity Building

This category includes both direct support to exporters and the building of institutions in-country which will provide such support. It is different from many of the other categories in its direct relationship to the private sector.



7 | Market and Trade Information

Market information and trade information services are different in their focus and methods. Market information is about sub-sectors and products, while trade information focuses on the aggregate level, including data on trade flows, policies affecting trade, and trends in these. Market information is usually targeted at traders. Trade information is, broadly speaking, intended to be used by policy-makers.



8 | Trade Facilitation

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



9 | E-commerce services & digital economy

This category includes capacity building activities directed to development of e-commerce from the perspective of the physical and regulatory factors, for example reducing barriers to trade across distance via electronic marketplaces, development of Information and Communications Technology (ICT) infrastructure, and regulatory frameworks.



10 | Physical Trade Infrastructure

Like Supply Capacity, this is a category where the boundary between trade support and more general support to production or development is not clearly defined. Some agencies try to allocate spending on individual projects partially to trade and partially to other purposes; others focus on the principal purpose of a project or a type of activity.



11 | 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 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, so exporters, particularly SMEs, are hampered by difficulty in accessing export finance. Therefore 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.



12 | South-South and Triangular Cooperation

South-South cooperation is the process whereby two or more developing countries pursue their individual and/or shared national capacity development objectives through exchanges of knowledge, skills, resources and technical know-how, and through regional and interregional collective actions, including partnerships involving Governments, regional organizations, civil society, academia and the private sector, for their individual and/or mutual benefit within and across regions.

Triangular Cooperation is a southern-driven partnership between two or more developing countries, supported by a developed country or multilateral organization(s), to implement development cooperation programmes and projects.



13 | Gender Mainstreaming, employment and youth

The category intends to report on activities to support women's economic empowerment, employment and activities targeted at the youth.



14 | Other Trade-Related Activities

Other types of assistance, although some of them may not be specifically targeted at trade, may be intended to affect trade.

OVERVIEW

The **first edition** of this Trade Capacity Building Resource Guide was published in 2008 as a UN system driven initiative to provide a summary of ‘who does what for whom’ at time when both donors and recipients were looking again at how aid could best assist countries to use trade as part of their development strategies. It was obvious that the United Nations (UN) organisations, taken together, had an important role in this, but it was also clear that the large number of donors, differing in areas of interest, types of expertise, modes of working and rules on eligibility, made it difficult for an individual country to identify which agencies could help it on a particular project and what types of capacity building could be combined into a trade and development strategy. This edition was widely welcomed, but it was limited to the UN system. Some international and regional agencies had not taken part.

The **second edition**, in 2010, added more agencies and through cooperation with the OECD (Organization for Economic Co operation and Development) included bilateral programmes and services from the twenty four DAC members (Development Co operation Directorate of OECD).

The **third edition**, published in 2015, added more bilateral donors, with an attempt to focus on the growing importance of South South and triangular cooperation. It included eight members of the OECD which are not members of the DAC, Czech Republic, Estonia, Hungary, Mexico, Poland, Slovak Republic, Slovenia and Turkey and some additional “South South” donors, being members of the G20: Argentina, Brazil, China, Indonesia, and the Russian Federation. It also added UNCITRAL (United Nations Commission on International Trade Law) to the UN agencies.

The **2017 edition** of the Trade Capacity Building Resource Guide, now available as an interactive web tool, introduces two new trade-related services, namely E-commerce services and those related to the digital economy as well as cross-cutting services such as gender mainstreaming and services related to employment and youth. The Resource Guide includes information from 37 bilateral development partners (including the European Commission) and 31 multilateral and regional development agencies as well as information on four inter-agency cooperation mechanisms.

Overview of Trade Capacity Building Services and Initiatives

	Global advocacy	Trade policy development	Legal & regulatory framework	Supply capacity	Compliance support infrastructure & services	Trade promotion capacity building	Market & trade information	Trade facilitation	E-commerce services & digital economy	Physical trade infrastructure	Trade-related financial services	South-south & triangular cooperation	Gender mainstreaming, employment & youth	Other trade-related activities
Multilateral Services	23	23	22	18	8	9	11	14	15	7	7	18	18	11
Bilateral Services	15	24	22	22	19	18	19	24	10	20	19	20	19	9

MULTILATERAL AGENCIES



AFRICAN DEVELOPMENT BANK **AFDB** ASIAN DEVELOPMENT BANK **ADB** CARIBBEAN DEVELOPMENT BANK **CDB** EUROPEAN BANK FOR RECONSTRUCTION AND DEVELOPMENT **EBRD** FOOD AND AGRICULTURE ORGANIZATION **FAO** INTER-AMERICAN DEVELOPMENT BANK **IDB** INTERNATIONAL ATOMIC ENERGY AGENCY **IAEA** INTERNATIONAL CIVIL AVIATION ORGANIZATION **ICAO** INTERNATIONAL FUND FOR AGRICULTURAL DEVELOPMENT **IFAD** INTERNATIONAL LABOUR ORGANIZATION **ILO** INTERNATIONAL MARITIME ORGANIZATION **IMO** INTERNATIONAL MONETARY FUND **IMF** INTERNATIONAL TELECOMMUNICATION UNION **ITU** INTERNATIONAL TRADE CENTRE **ITC** UNITED NATIONS COMMISSION ON INTERNATIONAL TRADE LAW **UNCITRAL** UNITED NATIONS CONFERENCE ON TRADE AND DEVELOPMENT **UNCTAD** UNITED NATIONS DEPARTMENT OF ECONOMIC AND SOCIAL AFFAIRS **UNDESA** UNITED NATIONS DEVELOPMENT PROGRAMME **UNDP** UNITED NATIONS ECONOMIC AND SOCIAL COMMISSION FOR ASIA AND THE PACIFIC **UNESCAP** UNITED NATIONS ECONOMIC COMMISSION FOR AFRICA **UNECA** UNITED NATIONS ECONOMIC COMMISSION FOR EUROPE **UNECE** UNITED NATIONS ECONOMIC COMMISSION FOR LATIN AMERICA AND THE CARIBBEAN **UNECLAC** UNITED NATIONS ENVIRONMENT PROGRAMME **UNEP** UNITED NATIONS HUMAN SETTLEMENTS PROGRAMME **UN-HABITAT** UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION **UNIDO** UNITED NATIONS RELIEF AND WORKS AGENCY FOR THE PALESTINE REFUGEES IN THE NEAR EAST **UNRWA** WORLD BANK GROUP **WBG** WORLD HEALTH ORGANIZATION **WHO** WORLD INTELLECTUAL PROPERTY ORGANIZATION **WIPO** WORLD TOURISM ORGANIZATION **UNWTO** WORLD TRADE ORGANIZATION **WTO**

This Guide now covers 31 multilateral and regional agencies, with additional material on four cross-agency programmes. They can be classified into three types:

1. those for which trade-related capacity building in developing countries is the core of their work, in particular the ITC and UNCTAD: these are involved in a wide range of activities;
2. those concentrating on trade or some aspect of it which see assistance to developing countries as an essential part of promoting their responsibilities - these include the WTO, UNWTO, IMF, UNIDO, FAO, IAEA, IMO, UNEP, WHO and ITU, as well as UNCITRAL: they tend to have a narrower agenda;
3. and finally development agencies, both general and specialist, which recognise that improving countries' capacity to trade must be part of any development strategy, such as UNDP, the United Nations Economic Commissions and Regional Development Banks, the World Bank, IFAD, UN-HABITAT and UNRWA.

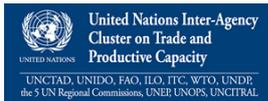
For some, aid or trade or both are essential responsibilities; for others, their specialisms give them an important role in building trade-related capacity. Some of the agencies have their own views on appropriate trade and legal policies, and their aid is intended to help countries adopt these. Others do not promote specific objectives, although it is inevitable that they make some assumptions about what policies are feasible or effective.

More than two thirds offer assistance in the areas related to policy: Global Advocacy and Trade Policy Development, with almost as many offering support for Legal and Regulatory Frameworks. Building Supply Capacity also attracts support from almost two third. In contrast, less than a third are engaged in the areas of Trade Promotion, Financial Services, Physical Infrastructure and Compliance Support. (The last is closely related to Legal and Regulatory Framework support so this low number may be partly a classification result.) Market and Trade Information and Trade Facilitation are only slightly more common.

E-commerce services and those related to Gender Mainstreaming, employment and Youth are provided by more than half of the agencies.

	Global advocacy	Trade policy development	Legal & regulatory framework	Supply capacity	Compliance support infrastructure & services	Trade promotion capacity building	Market & trade information	Trade facilitation	E-commerce services & digital economy	Physical trade infrastructure	Trade-related financial services	South-south & triangular cooperation	Gender mainstreaming, employment & youth	Other trade-related activities
ADB														
AfDB														
CDB														
EBRD														
FAO														
IAEA														
ICAO														
IDB														
IFAD														
ILO														
IMF														
IMO														
ITC														
ITU														
UNCITRAL														
UNCTAD														
UNDESA														
UNDP														
UNECA														
UNECE														
UNECLAC														
UNEP														
UNESCAP														
UN-HABITAT														
UNIDO														
UNRWA														
UNWTO														
WBG														
WHO														
WIPO														
WTO														

INTER-AGENCY COOPERATION



The lack of cross agency coordination and its desirability has been a challenge, since increasing numbers of agencies have become active. The difficulties and costs of coordination are, however, high. This is not only because agencies have different methods of working and areas of interest, but because they may have different objectives and different views on the appropriate strategies for trade and trade capacity building. For recipient countries, the costs of administering a large number of over-lapping programmes are high, but so also are the costs of facing a limited number of potential donors.

In addition to trade-related services provided by multilateral agencies, the Trade Capacity Building Guide also includes information on four cross-agency cooperation mechanisms, which provide assistance in the area of trade:

- CEB Inter-Agency Cluster on Trade and Productive Capacity (CEB)
- Enhanced Integrated Framework (EIF)
- OECD Creditor Reporting System (OECD CRS)
- Standards And Trade Development Facility (STDF (FAO, WB, WHO, OIE, WTO))

Further to those specifically mentioned inter-agency cooperation mechanisms, many multilateral and regional agencies are increasingly emphasizing their cooperation among each other, and there are a number of formal coordination mechanisms, some of which are described by the agencies.

CEB INTER-AGENCY CLUSTER ON TRADE AND PRODUCTIVE CAPACITY **CEB**
ENHANCED INTEGRATED FRAMEWORK **EIF** OECD CREDITOR REPORTING
SYSTEM **OECD CRS** STANDARDS AND TRADE DEVELOPMENT FACILITY **STDF**

BILATERAL DEVELOPMENT PARTNERS



Bilateral Services reviews the trade capacity building by 37 bilateral development partners, including the European Commission (EC).

Five countries (Canada, China, Greece, Poland and Slovak Republic) did not provide detailed information on trade-related services in any specific category.

Almost two thirds of the bilateral development partners offer assistance in areas related to policy: Trade Policy Development, with almost as many offering support for Legal and Regulatory Frameworks. Services related to Trade Facilitation are also provided by two thirds of the countries. Building Supply Capacity, Trade Promotion Capacity Building and Market and trade Information attracts support from almost half. The same applies to Physical Trade Infrastructure, Trade-related financial services and South-south and Triangular Cooperation.

Services related to Gender Mainstreaming, employment and Youth are provided by more than half. E-commerce services are provided by one quarter of the bilateral development partners.

ARGENTINA AUSTRALIA AUSTRIA BELGIUM BRAZIL CANADA
CHINA CZECH REPUBLIC DENMARK ESTONIA EUROPEAN
COMMISSION FINLAND FRANCE GERMANY GREECE HUNGARY
INDONESIA IRELAND ITALY JAPAN KOREA LUXEMBOURG MEXICO
NETHERLANDS NEW ZEALAND NORWAY POLAND PORTUGAL
RUSSIAN FEDERATION SLOVAK REPUBLIC SLOVENIA SPAIN
SWEDEN SWITZERLAND TURKEY UNITED KINGDOM USA

	Global advocacy	Trade policy development	Legal & regulatory framework	Supply capacity	Compliance support infrastructure & services	Trade promotion capacity building	Market & trade information	Trade facilitation	E-commerce services & digital economy	Physical trade infrastructure	Trade-related financial services	South-south & triangular cooperation	Gender mainstreaming, employment & youth	Other trade-related activities
Argentina														
Australia														
Austria														
Belgium														
Brazil														
Czech Republic														
Denmark														
Estonia														
European Commission														
Finland														
France														
Germany														
Hungary														
Indonesia														
Ireland														
Italy														
Japan														
Korea														
Luxembourg														
Mexico														
Netherlands														
New Zealand														
Norway														
Portugal														
Russian Federation														
Slovenia														
Spain														
Sweden														
Switzerland														
Turkey														
United Kingdom														
USA														

Five countries (Canada, China, Greece, Poland and Slovak Republic) did not provide information on specific categories



**TRADE CAPACITY BUILDING
RESOURCE GUIDE**

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INTERACTIVE WEB TOOL

TRADE CAPACITY BUILDING RESOURCE GUIDE

The screenshot shows the homepage of the Trade Capacity Building Resource Guide. At the top left, it says "TRADE CAPACITY BUILDING RESOURCE GUIDE". At the top right is the UNIDO logo and "UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION". Below this is a navigation bar with "HOME", "MULTILATERAL AGENCIES", "BILATERAL DEVELOPMENT PARTNERS", "CATEGORIES", and "SEARCH". The main content area features a large graphic with the UN logo, the text "TRADE CAPACITY BUILDING Resource Guide", and the question "Who does what for whom in Trade Capacity Building?". A "START SEARCH" button is centered below the text. At the bottom of the main content area, it states: "The Interactive Web Tool includes information from 31 Multilateral Agencies and 37 Bilateral Development Partners on their trade-related Strategies & Services in 14 Categories".

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SEARCH BY:

- MULTILATERAL AGENCY
- BILATERAL DEVELOPMENT PARTNER
- CATEGORY
- KEYWORD
- COMBINED SEARCH

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MULTILATERAL AGENCIES



BILATERAL DEVELOPMENT PARTNERS



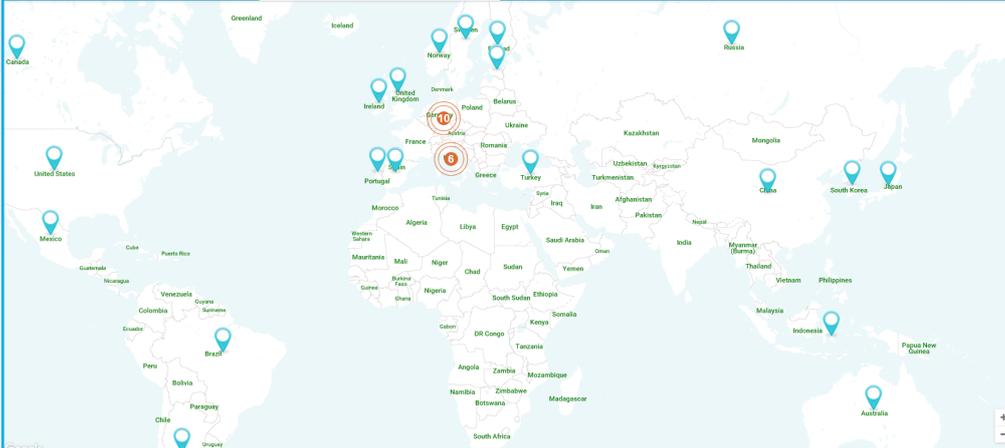
CATEGORIES

PROMOTING TRADE FOR SUSTAINABLE DEVELOPMENT

The 2030 Agenda for Sustainable Development recognizes international trade as an engine for inclusive economic growth and poverty reduction, and an important means to achieve the Sustainable Development Goals (SDGs). The role trade can play in promoting sustainable development as well as the integration of developing countries into regional and global markets are emphasised in several of the SDGs. SDG 8 "Promote inclusive and sustainable economic growth, employment and decent work for all", for example, directly aims at the increase of Aid for Trade support for developing countries, in particular least developed countries (LDCs). SDG

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GLOBAL ADVOCACY

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[BROWSE THE CATEGORY](#)



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 in managing the interactions between trade and other policies.

[BROWSE THE CATEGORY](#)



LEGAL AND REGULATORY FRAMEWORK

Assistance under this category includes helping countries to bring their own regulations into conformity with international rules, more general help to improve their legal institutions, and training officials to deal with such rules. A number of the agencies specialise in particular areas, rather than trying to provide expertise on the legal rules in all sectors. For several, the aim is to balance trade-related obligations with other national (or international) interests.



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