

GENERAL AGREEMENT ON TARIFFS AND TRADE

RESTRICTED

L/4098

22 October 1974

Limited Distribution

TRAINING ACTIVITIES

The GATT Commercial Policy Courses

Note by the Director-General

1. Two courses in commercial policy are held in Geneva each year; one for English-speaking participants from February to June, and the second for French-speaking participants from August to December. The courses are open to officials from developing countries, GATT and non-GATT alike, who have, or may in the future have, responsibilities in the formulation and conduct of foreign trade policy in their countries and who are granted fellowships under the United Nations Development Programme. Demands for places in these commercial policy courses continue to exceed the number of places available. Since 1955, 483 officials from ninety-five countries have attended the thirty-eight courses in Geneva (see Annex A).
2. In 1974 the Thirty-Seventh Course (February-June) was attended by twenty-one officials and nineteen officials are at present attending the Thirty-Eighth Course (August-December). The participants in these two courses are listed in Annex B.
3. Following requests from developing countries and the discussion on this subject in the Council in November 1973, the GATT secretariat conducted an ad-hoc four-week course in the French and English languages, from 24 June to 19 July 1974, specifically devoted to the multilateral trade negotiations. Thirty senior officials from thirty developing countries followed the course and five "free auditors" also participated. The purpose of the course was to acquaint the participants with the questions that are expected to arise during the negotiations and with all the various aspects and techniques of the negotiation process.
4. As regards the normal GATT courses, the principal aim is to give the participants a greater understanding of trade policy matters and to provide them with a full, up-to-date knowledge of the work undertaken by GATT and other international bodies in the field of trade policy which will be helpful to them in work within their own administrations. In recent courses, particular attention has been focused on GATT trade negotiations.

5. The emphasis on practical training in the courses continues to be maintained and intensified. The first few weeks of each course are devoted to lectures and discussions on the principles of commercial policy and their relationship with the problems of developing countries, the principal problems of international trade, the provisions of the General Agreement and the activities of the CONTRACTING PARTIES and their various subsidiary bodies. Thereafter, participants undertake practical work on topics chosen by them having regard to their own particular interests in the trade policy field. In addition to GATT secretariat officials, many guest lecturers participate in the courses, including senior members of delegations, senior officials of international organizations, university professors, etc. Seminars and round-table discussions are organized. Opportunities are also provided for participants to attend selected meetings of the Council, of the main Committees and, during sessions, of the CONTRACTING PARTIES, so as to allow them to gain direct knowledge of the methods and procedures followed in the GATT when dealing with specific problems.

6. During the courses short visits are made within Switzerland to the Swiss authorities, to trade fairs and to industrial and commercial centres. During each course a study tour abroad is undertaken, during which the host governments organize visits to those parts of their administrations dealing with foreign trade policy and export promotion, factories, commercial organizations, etc. On the invitation of the Governments of the Netherlands and Austria, the participants in the Thirty-Seventh Course undertook a trip to these two countries where a highly informative programme was organized for them. The participants in the Thirty-Eighth Course were invited by the Government of Canada and undertook a study tour of two weeks in the eastern part of the country. The visit was of great interest and value for the participants.

7. The Director-General wishes to express his gratitude to the United Nations Development Programme for providing fellowships for the courses, to the governments which have kindly received the participants during visits and study tours for their co-operation and hospitality, and to those lecturers from outside the GATT who have given their time to participate in the courses.

8. As in the past, the GATT secretariat stands ready to provide, to the extent possible, lecturers when so requested by other international bodies. In this context, a short course from 4 to 7 November on the GATT has been planned at the request of the Organization of American States for approximately twenty officials from its Member States.

ANNEX A

Area Distribution of Participants in the Geneva Courses
from December 1955 to 1974

	United Nations Fellowship Holders	Non-Fellowship Participants
<u>Africa</u> (Thirty-four countries)	<u>131</u>	<u>3</u>
Algeria	1	
Burundi	5	
Cameroon	4	
Central African Republic	1	
Chad	1	
Congo	6	
Dahomey	4	
Egypt	15	1
Ethiopia	2	
Gabon	3	
Gambia	2	
Ghana	8	1
Ivory Coast	1	
Kenya	3	
Libya	1	
Madagascar	12	
Malawi	6	
Mali	4	
Morocco	1	
Niger	2	
Nigeria	9	
Rhodesia and Nyasaland (ex. Fed. of)	4	
Rwanda	1	
Senegal	3	
Sierra Leone	3	
Somalia	2	
Sudan	2	
Tanzania	4	
Togo	7	
Tunisia	5	
Uganda	1	
Upper Volta	2	
Zambia	1	
Zaire	5	1

	United Nations Fellowship Holders	Non-Fellowship Participants
<u>Asia (Excluding Middle East)</u> (Nineteen countries)	<u>103</u>	<u>4</u>
Bangladesh	1	
Burma	5	
Fiji	1	
Hongkong	9	
India	18	
Indonesia	10	
Iran	4	
Japan		3
Khmer Republic	2	
Korea	8	
Laos	3	
Malaysia	4	
Nepal	2	
Pakistan	10	
Philippines	9	
Sri Lanka	7	
Thailand	6	1
Vietnam	2	
Other	2	
<u>Middle East (Seven countries)</u>	<u>38</u>	<u>1</u>
Iraq	2	
Israel	10	1
Jordan	1	
Lebanon	3	
Saudi Arabia	1	
Syria	8	
Turkey	13	
<u>Latin America and Caribbean Area</u> (Twenty-two countries) (One organization)	<u>108</u>	<u>15</u>
Argentina	8	
Barbados	1	
Bolivia	2	

	United Nations Fellowship Holders	Non-Fellowship Participants
<u>Latin America and Caribbean Area</u> (cont'd)		
Brazil	10	
Chile	13	1
Colombia	5	
Costa Rica	2	
Cuba	10	4
Dominican Republic	3	
Ecuador	6	
El Salvador	1	
Haiti	5	
Honduras	2	
Jamaica	2	
Mexico	7	3
Nicaragua	2	1
Panama		1
Paraguay	1	1
Peru	9	
Trinidad and Tobago	4	
Uruguay	6	1
Venezuela	5	3
LAFTA	4	
<u>Europe (Thirteen countries)</u>	<u>70</u>	<u>10</u>
Bulgaria	6	
Cyprus	1	
Czechoslovakia	1	2
Finland	3	
Germany, Fed. Rep. of		2
Greece	16	
Hungary	6	
Malta	3	1
Poland	14	3
Portugal		1
Romania	11	
Spain	1	1
Yugoslavia	8	
<u>TOTAL (Ninety-five countries and one organization)</u>	<u>450</u>	<u>33</u>

ANNEX B

Participants in the Thirty-Seventh and Thirty-Eighth
Geneva Courses

1. Thirty-Seventh (English-speaking) Course - February-June 1974

Country	Name and Title
Brazil	Mr. João Pignataro PEREIRA, International Trade Adviser, Head of International Trade Department, National Council for the Iron and Steel Industry, Ministry of Industry and Commerce, Brasilia.
Burma	Miss Nu Nu San AUNG, Assistant Director, International Trade Department, Ministry of Trade, Rangoon.
Gambia	Mr. Abdou JANHA, Assistant Secretary, Ministry of Finance, Commerce and Industry, Banjul.
Ghana	Mr. Yemoh ANANG, Commercial Officer, Ministry of Trade and Tourism, Accra.
Hungary	Mr. Vilmos FÖHRING, Senior Official, Trade Relations Department, Ministry of Foreign Trade, Budapest.
India	Mr. Tarun K. GANGULY, Research Officer, Trade Policy Division, Ministry of Commerce, New Delhi.
Jamaica	Mr. Owen SINGH, Assistant Secretary, Ministry of Industry, Commerce and Tourism, Kingston.
Kenya	Mr. Titus Kaburu THEURI, External Trade Officer, Ministry of Commerce and Industry, Nairobi.
Korea	Mr. Byung R. MOON, Officer, Ministry of Foreign Affairs, Seoul.
Malawi	Mr. James A.K. MUNTALI, Economist, Economic Planning Division, Office of the President and Cabinet, Zomba.
Malaysia	Mrs. NORRAESAH Binti Haji Mohamad, Assistant Director, International Trade Division, Ministry of Trade and Industry, Kuala Lumpur.

Country	Name and Title
Mexico	Mr. Adolfo LOPEZ Ryder, Research Officer, Banco Nacional de Comercio Exterior, Mexico.
Nigeria	Mr. Samuel ABOLAJI, Senior Trade Officer, Economic Division, Federal Ministry of Trade, Lagos.
Pakistan	Mr. Fazlur R. QURESHI, Section Officer, Ministry of Commerce, Islamabad.
Philippines	Mr. Bienvenilo M. NORIEGA, Senior Professional Economist, National Economic and Development Authority, Manila.
Romania	Mr. Dumitru DEAC, Economist, Ministry of Foreign Affairs, Bucharest.
Somalia	Mr. Ali Abdi MATAR, Senior Trade Promotion Officer, Ministry of External Trade, Mogadiscio.
Sri Lanka	Mr. Parameswaran NAGARATNAM, Deputy Director of Commerce, Department of Commerce, Colombo.
Syria	Mrs. Nawal AL-MASRI, Chief, Foreign Trade Section, Division of Long-Term Planning, State Planning Commission, Damascus.
Thailand	Mr. Piyabhandh PREMYODHIN, Economist, Department of Business Economics, Ministry of Commerce, Bangkok.
Uruguay	Miss Mary Elisabeth RUSSI Cahill, Statistician, Foreign Trade Sector, Department of Planning and Budget, Montevideo.

2. Thirty-Eighth (French-speaking) Commercial Policy Course - August-December 1974

Country	Name and Title
Bolivia	Miss Esther SALGUERO Silva, Head, European Trade Policy Department, Ministry of Foreign Affairs, La Paz.
Brazil	Mr. Carlos A. PARANHOS da Rocha, Secretary of Embassy, Ministry of Foreign Affairs, Brasilia.

Country	Name and Title
Burundi	Mr. Léonce BARANSHARITSE, Inspector of Foreign Trade, Department of Trade, Bujumbura.
Cameroon	Mr. Teoussou MITIKE, Assistant Head of Studies, Ministry of Industrial and Trade Development, Yaoundé.
Colombia	Mr. Enrique ZAMBRANO Morales, Head of Negotiation Section for Industrial Products - GATT, Colombian Institute of Foreign Trade, Bogota.
Cuba	Mr. Manuel J. SUZARTE Paz, Director, Ministry of Foreign Trade, Havana.
Dahomey	Mr. Inoussa DAOUDA, Head of Internal Trade Service, Directorate-General for Economic Affairs, Cotonou.
Egypt, Arab Rep.	Mr. Abdel Moneim YOUSRI, Inspector of Verifications and Exemptions, Customs Administration, Ministry of Finance, Cairo.
Greece	Mr. Alexander MIGLIARESSIS-PHOCAS, Rapporteur, Ministry of Foreign Affairs, Athens.
Haiti	Mr. Guy J.J. JOSEPH, Administrator, Foreign Trade Division, Department of Trade and Industry, Port-au-Prince.
Israel	Mr. Victor WEISS, Economist, Exchange Department, Ministry of Finance, Jerusalem.
Ivory Coast	Mr. Adrien K. KOUADIO, Head of Studies, Ivory Coast Foreign Trade Centre, Abidjan.
Khmer Rep.	Mr. LY CHIN SIN, Director of Internal Trade, Ministry of Trade, Phnom-Penh.
Poland	Mr. Jan JASINSKI, Counsellor, Trade Policy Department, Ministry of Foreign Trade, Warsaw.
Romania	Mr. Gheorghe BIVOL, Economist, Ministry of Foreign Trade, Bucharest.

Country	Name and Title
Senegal	Mr. O. Tidiane WADE, Head of Section, Department of Foreign Trade, Ministry of Finance and Economic Affairs, Dakar.
Togo	Mr. Pierre A. HOUMEY, Head, Office for the Promotion of Exports, Ministry of Trade, Lomé.
Tunisia	Mr. Mohamed BEL OUAER, Administrator, Department of Trade, Ministry of the National Economy, Tunis.
Yugoslavia	Mr. Boris CALOVSKI, Under-Secretary for Foreign Trade, Economic Chamber of Macedonia, Skopje.