



# Skills development and Capacity building in Trade Facilitation for MSMEs

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# Barriers to trade

**Nearly all studies into international business behaviour highlight the same common key barriers or perceived barriers:**



- a lack of awareness of or information about the international opportunities available to them
- a lack of capability and capacity to engage in international trade
- a lack of information on trade requirements, regulations and markets
- relatively higher costs of complying with regulation—not just those imposed by overseas governments but also regulations in their own country
- relatively higher transaction costs for doing business internationally
- inadequate access to financing, including trade finance, for international opportunities.

## **INTERNATIONAL TRADE STRATEGY, PLANNING AND LEADERSHIP**

- ▶ Global business environment and international trade economics
- ▶ Strategic planning
- ▶ Overview international business
- ▶ Leadership in trade strategy

## **INTERNATIONAL TRADE PROMOTION, MARKETING AND SALES**

- ▶ Understanding value and pricing
- ▶ International market research
- ▶ International marketing and sales
- ▶ E-commerce, internet selling and technology in trade

## **INTERNATIONAL SUPPLY CHAIN MANAGEMENT**

- ▶ International Logistics
- ▶ Global value chains (GVCs) and international supply chain management

## **INTERNATIONAL TRADE COMPLIANCE AND DOCUMENTATION**

- ▶ Import/export operations
- ▶ Managing – Non-Tariff Barriers (NTBs) & Technical Barriers to Trade (TBTs)
- ▶ International human resources

## **INTERNATIONAL LEGAL ISSUES**

- ▶ Trade Law Basics and Regulatory Compliance
- ▶ Intellectual property (IP) management

## **BUSINESS PRACTICE**

- ▶ Cultural and business practices
- ▶ Trade in services
- ▶ Building diversity in trade

## **INTERNATIONAL RISK AND RISK MANAGEMENT**

- ▶ Risk management and control
- ▶ Risk leadership and governance

## **INTERNATIONAL INVESTMENT AND TRADE FINANCE**

- ▶ Financial management for international business

## **INTERNATIONAL TRADE POLICY AND PROCEDURES**

- ▶ Trade facilitation





**The exporter has complex documentation requirements. In addition to an export declaration number (EDN) it can require:**

- certificates of origin (CoO)
- health certificates
- halal certificates
- organic certificates.



**Standard documentation costs are expensive. Whether it's a pallet or a container, documentation could typically cost around \$500. This includes:**

- between \$100 and \$300 for halal certificates (depending on the number of cuts)
- \$70 to courier the documents to the importer
- between \$50 to \$80 for an organic certificate (depending on the number of cuts, multiple certificates may be required)
- \$49 for a health certificate
- \$38.40 for a certificate of origin
- a fee to BSM Global per consignment
- \$15 to have the health certificate couriered from DAWR
- \$0 for the EDN.





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# Benefits of trade digitisation



- Smart Ledger technology has the potential impact from a ‘modest’ rise in global trade of **\$35 billion** per annum to perhaps as much as **\$140 billion**.
- Even this conservative estimate of \$35 billion would be associated with **\$3 to \$6** more GDP per average global worker in a world where many still earn below \$2 per day.
- The cost of importing a single container could be reduced by around **\$46**, by simplifying procedures.
- This would boost world **GDP by \$10 to \$20 billion** and could, potentially,
- Add between **450,000 and 900,000** to the worldwide demand for labour, boosting wages and living standards worldwide.



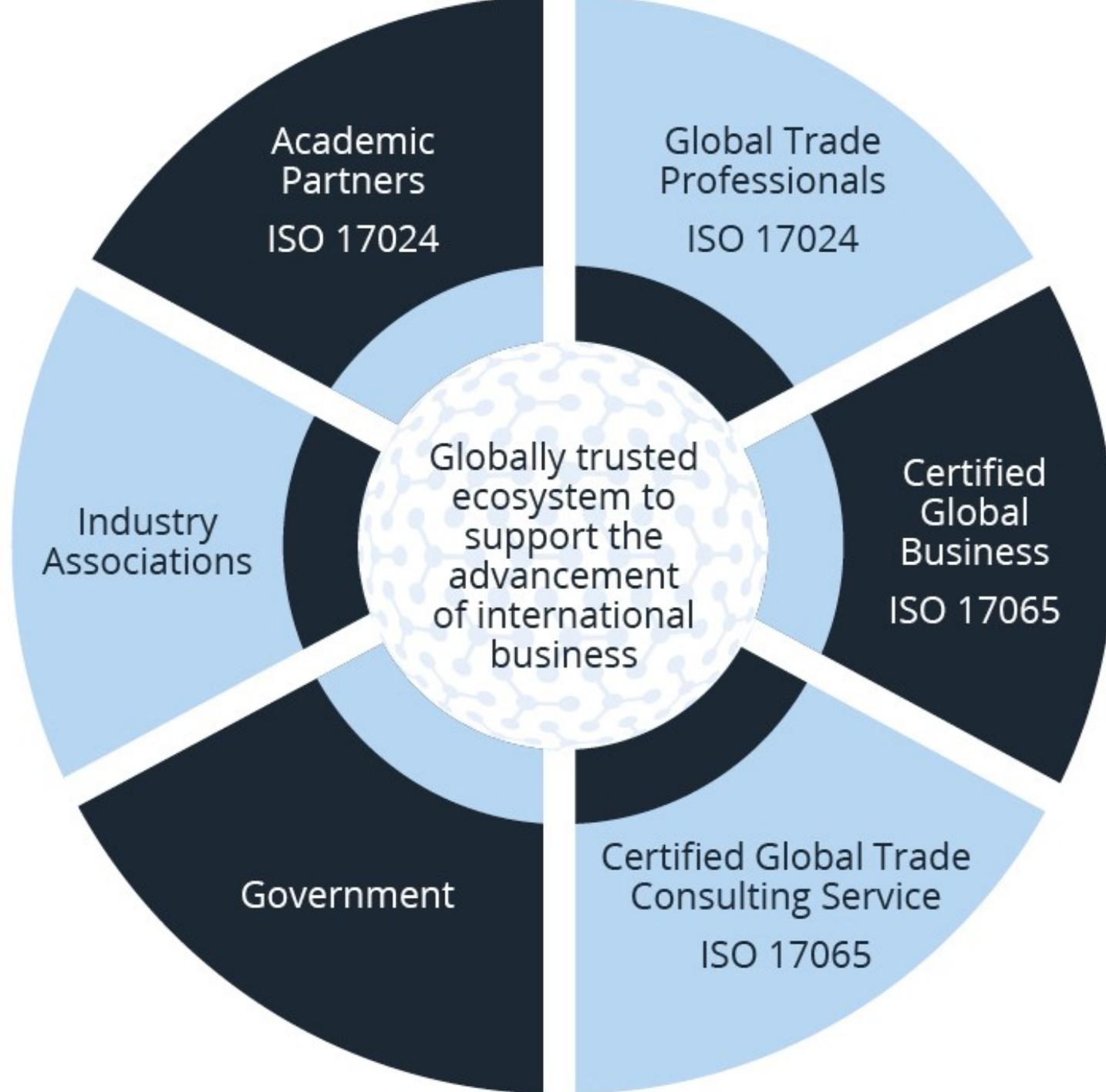
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# Benefits to trade digitisation



- Simpler processes will mean more businesses are able to engage in international trade
- Value chains will operate more efficiently and with greater certainty
- Inefficiencies and challenges caused by inconsistent regulations as goods cross multiple jurisdictions will be reduced significantly
- Working capital requirements will be reduced as processing times (especially at customs, ports etc) are reduced compared to the handling of manual documents
- Waste (especially for dairy and other perishable products) will be reduced as goods transfer faster through ports to the end consumer/user, and
- Innovative new products and services will emerge around tracking, financing and insuring goods in most efficient and real time manner.

Source: [Export Council of Australia](#)



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# Key areas for action



- A commitment to move forward an agenda for regulating the acceptance of digital trade documentation;
- A harmonised standardisation of import and export documentation;
- Supporting capability and capacity of MSMEs to understand the trade regulation and compliance or engage the right professionals within their business;
- A global standard for Global Trade Professionals in Trade Regulation and Compliance;
- A global standard for Trade Facilitation consulting service providers to support MSME engagement.