

GENERAL AGREEMENT ON TARIFFS AND TRADE

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TRAINING PROGRAMME AND TECHNICAL ASSISTANCE

Note by the Executive Secretary

I. The GATT Training Programme in Geneva

1. This programme was inaugurated on an experimental basis in 1955 and has undergone considerable change during the last few years. In view of the increasing number of developing countries acceding to the status of full members of GATT, the programme has been reorganized in such a way that two courses are given each year with the result that the total annual number of participants has greatly increased. One course is held in the first half of the year for English-speaking officials, and a second course in the second half of the year for French-speaking officials.

2. The Seventeenth Course, for English-speaking participants, was held from January to July 1964 and was attended by ten holders of fellowships granted by the United Nations Technical Assistance Administration (UNTAAs); in addition, two officials participated in the course under arrangements made by their own governments. The Eighteenth Course, for French-speaking officials, was held from late July to December 1964 and was attended by seven officials holding UNTAA fellowships. The Nineteenth Course, again for English-speaking officials, began on 8 February 1965 and will terminate by the middle of July. There has been a remarkable increase in the demand for places and, consequently, no less than fifteen officials are participating in the present course, either on UNTAA grants or under financial arrangements made by their own governments. Annex II contains a list of the officials who attended the three courses.

3. The subjects covered in these training courses have undergone continuous development over the years, although the general pattern has remained essentially the same. At present, the main fields of study are the following:

General problems of international trade

Formulation and implementation of governmental trade policy

The objectives, provisions and administration of GATT

Customs tariff negotiations in GATT

Agricultural problems in international trade

Economic development and international trade

Analytical study of trends and patterns of trade

Special problems relating to specific products and countries

An outline of the programme for the Nineteenth Course is attached as Annex I.

4. It should be noted that the course is designed primarily to assist the participants to acquire in the shortest possible time essential knowledge and information needed for the carrying out of governmental work in international trade and for the conduct of intergovernmental trade relations. The time available does not permit any extensive discussion of economic principles, doctrines or theories, however much they may be relevant to a study of commercial policy problems. The instruction is pragmatically oriented and is given with constant reference to the current work being done in GATT.

5. As an integral part of the training, a study trip is organized at the end of each course, the purpose of which is to give the participants an opportunity to acquire first-hand knowledge of the manner in which various aspects of commerce are organized and conducted in a number of trading nations. At the end of the Seventeenth Course, in June-July 1964, the participants visited Brussels, Rome, Cairo and Alexandria. At the end of the Eighteenth Course in December a similar visit was made to Prague, Copenhagen, London and Paris. Facilities for studying on the spot were arranged by the host government, with the participation and assistance of various institutions. Apart from various government departments of the seven countries visited these included the Commission of the European Economic Community, the Customs Depôt of Brussels (Entrepôts douaniers de Bruxelles), the Council for Customs Co-operation, the Southern Italy Development Fund (Cassa per il Mezzogiorno), the Central Bank of the United Arab Republic, the Economic Planning Institute of Cairo, the Egyptian Chamber of Commerce, various Egyptian industrial and commercial establishments, the Czechoslovak Chamber of Commerce, the Jablonex Export Corporation, the Danish Secretariat for Technical Co-operation and various co-operative societies, the administrations of various commodity markets in London, and the National Customs College of Neuilly (Ecole Nationale des Douanes, Neuilly). The Executive Secretary wishes to take this opportunity to reiterate his thanks to the host governments and the agencies for their invaluable assistance and co-operation in connexion with these study trips.

6. Since 1955, 146 officials from fifty-four different countries have attended the training courses in Geneva (see Annex III). At the twenty-first session, contracting parties expressed their satisfaction with the programme, which in their view was

of considerable practical value to developing countries, and expressed their willingness to consider proposals regarding a possible expansion of the programme. On that occasion, the Executive Secretary explained that, while the possibility of extending the programme would be kept under continuous review, due regard had to be given to the need to maintain the effectiveness and efficiency of the programme which derived from its limited size. As noted above, no less than fifteen participants have been admitted to the Nineteenth Course being held at present, and in the light of the experience gained as a result of this course, the Executive Secretary will consider whether this expansion should be maintained on a permanent basis.

7. Following a proposal made by a contracting party in 1961 the Executive Secretary has made arrangements with the UNTAA to enable officials who have completed the GATT training course to stay on in the secretariat for a further period of time to engage in practical work so as to consolidate the knowledge gained during their training. In 1964 one official, from India, after completing the Eighteenth Course, was assigned under these arrangements to the Development, Division of the secretariat.

II. Joint GATT/ECA Courses in Africa

8. In 1962 the GATT secretariat, in response to the need of newly independent African countries for trained personnel and following discussions with the Economic Commission for Africa and with UNTAA, organized for the first time short courses, of three weeks' duration, in Africa on foreign trade and commercial policy. A French-speaking course was held at Dakar and an English-speaking course at Dar-es-Salaam. In view of the success of these courses it was decided that further courses of this sort should be held but that their duration should be extended from three to four weeks. In 1963 such courses were held in Abidjan (Ivory Coast) for French-speaking officials and in Kampala (Uganda) for English-speaking officials. In 1964, the Government of Kenya kindly agreed that the English-speaking course should be held in Nairobi, and the Government of Cameroon likewise agreed that the French-speaking course should be held in Yaoundé and Douala. The English-speaking course was held from 14 October to 10 November 1964, and the French-speaking course from 19 November to 16 December, 1964. As in previous years, the courses were directed by Mr. Jean Royer, Special Consultant and former Deputy Executive Secretary of GATT, assisted by an Economic Affairs Officer of the GATT secretariat.

9. The course at Nairobi was attended by officials from Ethiopia, Kenya, Malawi, Somalia, Tanzania and Uganda. The Yaoundé-Douala course was attended by officials from Burundi, Cameroon, Congo (Brazzaville), Congo (Leopoldville), Dahomey, Gabon, Upper Volta, Mali, Niger, Rwanda, Senegal and Togo. A list of participants in the two courses is attached as Annex IV. To date, 104 participants (excluding observers) from twenty-four countries have attended these courses. It is no doubt a reflection of the need the courses are meeting that the number of candidatures put forward by governments last year exceeded the number of places available, and that the proportion of more senior officials among the candidates showed a marked tendency to increase.

10. The basic features of each course have not been substantially changed since 1962. As explained in last year's report the practice is to combine lectures on aspects of commercial policy with discussions of the practical trade problems which exist in the country where the course is held. Introductory lectures are given on topics related to commercial policy, followed by discussions between the participants and the instructors, emphasis being always placed on concrete cases and facts. The rest of the time is devoted to visits and discussions related to specific aspects of trade problems in the context of the host country. The participants had thus the opportunity of discussing with competent people actually engaged in the planning of development, in the production, marketing and financing of exports and other activities having a bearing on foreign trade, the problems which were faced by the various operators and of gaining first hand information about the methods and procedures applied to achieve the best results for the country concerned. The programme of work of the Nairobi and Yaoundé-Douala courses is attached as Annex V.

11. The Executive Secretary wishes to record his appreciation to the UNTAA and ECA for their invaluable contribution to the courses, to the host governments, which assisted in the organization of the courses, and to the officials and business leaders whose co-operation was largely responsible for the success of the practical part of the programme.

12. The governments which sent participants have welcomed these courses and there seems to be no doubt about their usefulness. It will be recalled that at the twenty-first session in March 1964, a large number of delegations expressed their warm support for these courses and emphasized the opinion of their governments that this work was of great practical value and should be continued and where possible extended. In the light of this, the Executive Secretary has discussed with the UNTAA and ECA the holding of similar courses in future. The ECA has been good enough to make a firm financial allocation in its regional technical assistance budget for one of these courses in 1965 and there is every reason to believe that the necessary funds will be found for the holding of the second course during the same year.

III. Assistance to Less-Developed Countries in connexion
with Commercial Policy Problems

13. It will be recalled that the CONTRACTING PARTIES approved at their eighteenth session (SR/18/3) recommendations put forward by the Council (C/M/6) to facilitate assistance to less-developed countries in connexion with the commercial policy problems of these countries. In 1964 the secretariat received a number of requests for assistance of this kind. One of these requests necessitated visits by a mission consisting of GATT secretariat officials to the country concerned.

LIST OF ANNEXES

- I. Outline of Study Programme of the Nineteenth Training Course, 1965
- II. List of participants in the Seventeenth, Eighteenth and Nineteenth Training Courses.
- III. Area distribution of participants in the Training Courses since 1955.
- IV. List of participants in the ECA/GATT Joint Training Courses of 1964.
- V. Study Programme for the ECA/GATT Joint Training Courses of 1964.

ANNEX I

OUTLINE OF STUDY PROGRAMME FOR THE NINETEENTH TRAINING COURSE

February - July 1965

I. General Principles of Commercial Policy

The training course begins with a series of lectures and discussions on the general principles and types of commercial policy, the position of trade policy in relation to overall economic policy and the influence of foreign trade on economic development and growth. In this context, an analysis will be made of the problems faced by countries in their foreign trade, and the various methods and measures used by governments in the implementation of trade policies. These lectures and discussions are intended principally to serve as an introduction to the more detailed and technical study in the specific fields to be undertaken subsequently.

II. Administration of the Provisions of the General Agreement

A detailed study will be made of the provisions of the General Agreement, the various Protocols and Declarations adopted by the CONTRACTING PARTIES and other related documents. The provisions are discussed one by one with constant reference to the cases in which they have been invoked or applied. In the course of the discussion an analysis will be made of the historical background and purposes of the provisions, as well as the procedures and other arrangements adopted by the CONTRACTING PARTIES for their implementation. For example, in discussing the provisions relating to quantitative restrictions, a review will be made of the consultations held, the decisions taken, and the recommendations adopted, by the CONTRACTING PARTIES under them. The provisions relating to the customs tariff will be dealt with not only with reference to the cases of tariff adjustments, and the successive agreements on the assured life of GATT schedules, but also to the purposes for which tariffs are used, the revenue and protective elements in a customs duty, their appropriate application in different circumstances, and the use of various tariff nomenclature systems. Other main subjects covered in this part of the programme include: the most-favoured-nation clause, preferences, national treatment in taxation and regulations, customs valuation and procedures, anti-dumping and countervailing duties, subsidies, State trading, the procedures of accession and arrangements for provisional accession, the settlement of differences in GATT, the waiver procedure, the emergency escape clause and the general consultation procedures.

III. Tariff Negotiations Under the General Agreement

The arrangements and procedures adopted by the CONTRACTING PARTIES in the past for the negotiation of customs duties will be discussed in detail, with reference to the successive round or negotiations held since 1947. An analysis will be made of the provisions of Articles XXVIII and XXVIII bis, the various types of negotiations and renegotiations held under these provisions and their results. The background, development and current proceedings relating to the Kennedy Round of negotiations will be studied in detail.

IV. Agricultural Problems

The problems of agriculture in international trade will be dealt with both in general terms and in the context of the Trade Expansion Programme of GATT. In this context an analysis will be made of the successive resolutions adopted by GATT Ministers, and the work done in Committee II, especially the consultations with the major importing and exporting countries. The common agricultural policy of the European Economic Community will be analyzed, as will be the various governmental measures forming the subject of waivers or otherwise discussed in GATT. The current discussions concerning acceptable conditions of access to world markets in agricultural products in the context of the Kennedy Round will be discussed in detail, and reference will be made to specific groups of products.

V. Trade and Economic Development

The study will begin with a review of the earlier discussions in GATT relating to economic development and the findings of the Haberler Report. Following this, a more detailed study will be made of the history of the background of Committee III the Ministerial Declaration of 1961, the Action Programme adopted in 1963 and the proceedings of the Action Committee. The work done by these bodies will be examined in some detail, with particular reference to the progress made in the removal of barriers to exports of developing countries, and the current work of development plan studies. Part IV of the General Agreement will be studied in detail, with particular reference to its evolution and adoption, as well as the functions of the Committee on Trade and Development. Other subjects to be discussed include: regional integration in developing areas, the use of preferences for development purposes, questions relating to the proposed amendments to Article XVIII, and other subjects of relevance to economic development and the expansion of exports of developing countries.

VI. Economic, Commercial and Statistical Studies

The subjects to be studied and discussed include: foreign trade and long-term economic growth of the developing countries; trends in world trade in primary commodities, particularly products of developing countries; international statistical compilation on foreign trade, production, consumption and national income; comparability of data; index numbers of production and trade; international comparisons of costs of production; recent trends in trade of industrial, and non-industrial areas.

VII. Export Promotion

Pending the establishment of a special training course in the context of the Trade Information and Trade Promotion Advisory Services, this subject will be treated briefly in the regular GATT training course on an experimental basis. It is envisaged that the topics to be covered may include: methods of exporting; information on export opportunities; handling of export orders and channels; financing exports; and advertising, trade representation and distribution.

VIII. Attendance at GATT Meetings

Participants in the training course are required to attend designated meetings of the various organs of the CONTRACTING PARTIES. Discussions with instructors are held before and after each such meeting on the background and significance of the subjects dealt with.

IX. Study Tour

At the end of the training course, the participants, accompanied by a GATT official, will visit certain countries to study the manner in which international commerce is conducted and organized in the countries visited. The places to be visited at the end of the Nineteenth Course are yet to be determined.

ANNEX II

PARTICIPANTS IN THE GATT TRAINING COURSES

A. The Seventeenth Course (English-Speaking), 1964

Mr. Mohammed G. ABDULLAH	Commercial Officer, Ministry of Commerce and Industry, Tanganyika
Mr. M.J. BOURHANI	Chief of Department, Ministry of Economy, Syria
Mr. Remedios C. LASERNA	Technical Assistant, Philippine Tariff Commission, Philippines
Mr. Farouk MAKHLOUF	Commercial Secretary, Commercial Representation Department, Ministry of Economy, United Arab Republic
Mr. Federico G. MARISCAL	Doctor in Law, Juridical Counsellor in the Bank of Mexico, LAFTA Dept., Mexico
Mr. S.C. OKOYE	Commercial Officer, Federal Ministry of Commerce and Industry, Nigeria
Mr. Wachju PARTASUPENA	Officer of the Department of Trade of the Republic of Indonesia, Indonesia
Dr. Arnaldo PASQUIER	Economic Adviser, Research and Statistics Department, Central Bank, Nicaragua
Mr. N.R. REGE	Officer, Ministry for International Trade, India
Mr. L. Vermont D. De SOUZA	Statistical Officer, Economics and Statistics Division, Ministry of Finance, and Economic Planning, The Treasury, Kenya

In addition, Mr. V. CARDENAS, Assistant in Commercial Policy, Ministry of Finance and Mr. Eduardo ZERECERO, Fiscal Expert, both of the Ministry of Finance of Mexico, attended the first month of the course by arrangements made by their government.

B. The Eighteenth Course (French-Speaking), 1964

Mme. Zofia DAEROWSKA	Counsellor, Ministry of External Trade, Poland
M. Cenap R. EKE	Officer, Department of External Trade, Ministry of Commerce, Turkey
Mme. Vera KRSTIC	Officer, Federal Secretariat for External Trade, Yugoslavia
M. August N'SANA	Attaché, Division of External Trade, Ministry of Commerce, Congo (Brazzaville)
M. Oswaldo de RIVERO	Doctor of Law, Third Secretary of Embassy, Ministry of Foreign Affairs, Peru
M. Azim El Din SADEK	Third Commercial Secretary, Permanent Mission of the UAR to the European Office of the UN and Specialized Agencies, Dept., of Commercial Representation, Ministry of Economy and External Trade, UAR
M. Evangelos SARAkinos	Customs Appraiser, Customs Valuation Service, Greece

C. The Nineteenth Course (English-Speaking), 1965

Mr. A.G. BARVE	Asst. Secretary, Ministry of Commerce and Industry, Kenya
Mr. M. ERATOVIC	Officer, Federal Secretariat for Foreign Trade, Yugoslavia
Mr. M.S. DARBARI	Section Officer, Ministry of Commerce, India
Mr. Sukumar GUPTA	Senior Economic Investigator, Ministry of Commerce, India
Mr. Abdul HAMID	Section Officer, Ministry of Commerce, Pakistan
Mr. C.C. IFEANYI	Collector, Board of Customs & Excise, Nigeria
Miss Mihriban KOPRULU	Chief Expert, Valuation Branch, Ministry of Customs and Monopolies, Turkey

Nineteenth Course (cont'd)

Mr. M. MAHADEEN	Attorney General, Ministry of Finance-Customs, Jordan
Mr. M.F. NGWANAH	Asst. Commercial Officer, Dept. of Foreign Trade, Ministry of National Economy, Cameroon
Mr. C.M. TIBAZARWA	Economist, Treasury Department, Tanzania
Mr. E.A. WAGNER TIZON	Aide in Charge of Information Services of Division of Economic Affairs, Ministry of Foreign Relations, Peru.

In addition, Mr. Reuben BONELLO of Malta, Administrative Officer, Custom House, will attend the course for two months, and the following observers follow the course by arrangements made by their governments: Mr. Zdenek VENERA, Third Secretary, Ministry of Foreign Affairs, Czechoslovakia, Mr. L.M. BOGAERT, First Secretary, Ministry of Foreign Affairs, Dominican Republic and Mr. Soliman EL-GOHARY member, UAR Permanent Mission in Geneva.

ANNEX III

AREA DISTRIBUTION OF PARTICIPANTS IN THE TRAINING PROGRAMME
FROM DECEMBER 1955 TO JULY 1965

	<u>UN Fellowship Holders</u>	<u>Non-Fellowship Participants</u>
<u>Africa</u> (eighteen countries)	<u>34</u>	<u>1</u>
Cameroon	2	
Chad	1	
Congo (Brazzaville)	1	
Congo (Leopoldville)	1	
Dahomey	1	
Gabon	2	
Ghana	4	
Kenya	2	
Libya	1	
Madagascar	1	
Mali	1	
Nigeria	5	
Rhodesia (Nyasaland)	4	
Tanzania	3	
Togo	1	
Tunisia	1	
United Arab Republic	2	1
Upper Volta	1	
<u>Asia</u> (thirteen countries)	<u>36</u>	<u>4</u>
Burma	4	
Cambodia	1	
Ceylon	2	
Hong Kong	1	
India	8	
Indonesia	6	
Iran	1	
Japan		3
Korea	1	
Malaysia	2	
Pakistan	5	
Philippines	4	
Thailand	1	1

	<u>UN Fellowship Holders</u>	<u>Non-Fellowship Participants</u>
<u>Other Middle East</u> (four countries)	<u>12</u>	<u>1</u>
Israel	1	1
Jordan	1	
Turkey	8	
Syria	2	
<u>Latin America</u> (eleven countries)	<u>23</u>	<u>7</u>
Argentina	3	
Brazil	1	
Chile	4	1
Cuba	2	3
Dominican Republic	1	
Ecuador	2	
Haiti	3	
Mexico	1	2
Nicaragua	2	1
Peru	2	
Trinidad	2	
<u>Europe</u> (eight countries)	<u>24</u>	<u>4</u>
Czechoslovakia	1	2
Finland	3	
Fed. Rep. of Germany		2
Greece	8	
Malta	2	
Poland	3	
Spain	1	
Yugoslavia	6	
TOTAL (fifty-four countries)	129	17

ANNEX IV

PARTICIPANTS IN THE ECA/GATT COURSE ON FOREIGN TRADE AND
COMMERCIAL POLICY

A. Nairobi, 16 October to 10 November 1964

Ethiopia

Mr. Getachew ABEBE Vice-Director, Customs Dept.,
Ministry of Finance

Mr. Yilkal BEYENE Chief of Statistical Division,
Customs Dept., Ministry of Finance

Mr. Abraha TELEGNE Department of Statistics, Ministry of
Commerce and Industry

Kenya

Mr. L.M. KABETU Assistant Secretary, Ministry of Commerce
and Industry

Mr. M.S. GHEEWALA Planning Officer, Directorate of Planning,
The Treasury

Mr. C.N. KEBUCHI Under Secretary, Treasury, EACSO

Mr. Osanyo-NYNNEGUE Assistant Secretary, External Affairs Branch,
Prime Minister's Office

Mr. L. BHANDERI Economist Statistician, Ministry of Agriculture

Malawi

Mr. R. MNENSA Executive Officer Designate, Ministry of Trade and
Industry

Mr. W.J. CHIPINGA Customs Officer

Somalia

Mr. Mustafa Mohamed Senior Official, Ministry of Commerce and Industry,
MUSTAFA Government of Somali Republic

Mr. Mohamed Haji HASSAN Counsellor, Ministry of Industry and Commerce

Mr. Mohamed Ahmed TAFADEL Official, Ministry of Commerce and Industry

Tanzania

Mr. Abbas K. SYKES Senior Commercial Officer, Ministry of Commerce and
Co-operative

Mr. Innocent Commercial Officer, Ministry of Commerce and Co-operative
MBILINYI

Uganda

Mr. Stephen Paul Administrative Officer, Ministry of Commerce and Industry
Kiyimba KASALIRWE

B. Yaoundé and Douala - 19 November-16 December 1964

Burundi

Mr. Michel MUTWA Director of Foreign Trade

Cameroon

Mr. Joseph NDONGO Service of External Economic Relations (Ministry of
National Economy)

Mr. Liman ABAMADAM Service of External Economic Relations (Ministry of
National Economy)

Mr. Um TITI Service of Foreign Economic Expansion (Ministry of
National Economy)

Mr. L. Bahounoui Customs Inspector, Chief of Division in the Customs
BATENDE Department (Ministry of Finance)

Mr. Jean Roger Customs Inspector, Douala Central Office (Ministry of
NDONGO Finance)

Mr. François Nsom Customs Controller - Head Office (Ministry of Finance)
NDONGO

Congo-Brazzaville

Mr. Adolphe OBAMBET Chief of Foreign Trade Service, in charge of International
Economic Relations

Congo-Leopoldville

Mr. Leon LOMATE Deputy Director in the Ministry of Foreign Trade

Mr. Jacques Director in the Ministry of Foreign Trade
TSHIMPANGILA

Dahomey

Mr. Donou GATIEN Attaché for Foreign Trade, Ministry of
Economic Affairs

Gabon

Mr. Felix Deputy Director of Economic Affairs
ASSOUMOU-METOU

Upper Volta

Mr. Alexandre SAWADOGO Deputy to the Director of Commerce and
Industry

Mali

Mr. Massila CISSE Deputy Head of the Division of Foreign Trade

Niger

Mr. Adamou SALIFOU Chief of Customs Office at Niamey

Rwanda

Mr. Gashonga DEOGRATIAS Director-General of Foreign Trade, Kigali

Senegal

Mr. Magatte B. SARR Economic Control Commissioner, Head of Office,
(Ministry of Commerce, Industry and Handicrafts,
Dakar)

Togo

Mr. Claude MATHEY Head, Export Section, Department of Commerce and
Industry, Lomé

Observers

Burundi

Mr. Joseph HICUBURUANDI Bank of the Kingdom of Burundi

Cameroon

Mr. Samuel Ngwa NGUELLE Head of Fiscal Division (Ministry of Finance)

Mr. François BEKOLO in charge of Cultural Affairs
(Ministry of Foreign Affairs)

ANNEX V

WORK PROGRAMME OF GATT/ECA COURSE ON FOREIGN TRADE AND
COMMERCIAL POLICY

A. TOPICS FOR LECTURES
AND DISCUSSION

NAIROBI. 14 OCTOBER TO 10 NOVEMBER 1964
AND YAOUNDE AND DOUALA (CAMEROON), 19 NOVEMBER-16 DECEMBER 1964

1. Economic development and foreign trade
 - (a) Basic rôle of the foreign . . . or in economic growth in general and in the context of African economies.
 - (b) Criteria for an optimum allocation of resources between the home sector (industries providing mainly the domestic market) and the foreign sector (export industries necessary to finance imports): advantages or disadvantages of import substitution in the light of availability of natural resources (capital, labour, management and know-how) of comparative costs, of the employment situation and of the balance-of-payments prospects: advantages or disadvantages of production for export in the light of world market trends, of the competitive situation and of access to markets.
2. The shaping of a coherent export and import policy
 - (a) Exports as the main source of foreign exchange required for development: need to expand and diversify exports to maximize export earnings, to facilitate and promote action by exporters.
 - (b) Imports as an alternative source of products (where goods are or can be produced locally): need for a protective policy against normal and/or abnormal competition (dumping, subsidies).
 - (c) Imports as a complement to national production (where goods are not produced by the country: need for a removal of unnecessary controls.
 - (d) The influence of balance-of-payments considerations on the import policy of developing countries in general and of African countries in particular.
3. The revenue, protective and balance-of-payments implications of commercial policy measures
 - (a) The traditional use of the customs duties as a major source of revenue in African countries.
 - (b) The growing importance of the protective element in the commercial policy of African countries.

- (c) The use of commercial policy measures for balance-of-payments purposes.
- (d) The difficulty of reconciling the three economic purposes in the carrying out of commercial policy measures.
- (e) The use of commercial policy for non-economic purposes (health, public order, morals, etc.)

4. Practical implementation of commercial policy

- (a) Action on the prices of imported products (tariffs, tariff quotas, anti-dumping and countervailing duties, variable levies) or on prices of exported products (subsidies).
- (b) Action on the quantities (or values) of goods imported or exported (import and export quotas, import and export licences, exchange controls, other administrative restraints).

5. The most-favoured-nations treatment and preferences

- (a) Part played by equality of treatment in the expansion of international trade.
- (b) Economic effects of classical preferential arrangements.
- (c) Rationale of regional economic integration.
- (d) The advantages and disadvantages of the most-favoured nation clause for African countries.

6. The purposes and functions of the customs tariff

- (a) The basic differences between a revenue and a protective tariff.
- (b) The alternatives to revenue tariffs.
- (c) The rôle of export duties in developing countries.
- (d) The advantages and disadvantages of the tariff as a means of protection in developing countries.

7. The basic features of customs tariffs

- (a) Nomenclature.
- (b) Nature of the duties (specific, ad valorem, mixed duties).
- (c) Problem of customs valuations for ad valorem duties.

- (d) Special tariff or quasi-tariff measures (anti-dumping or countervailing duties, balance-of-payments surcharges, variable levies etc.).
8. Administrative controls
- (a) Advantages and disadvantages of quotas, import and export restrictions (and similar administrative controls) as a means of protection.
 - (b) The use of quantitative restrictions and exchange control measures for balance-of-payments purposes and practical problems of implementation.
9. Subsidization and differential pricing policies
- (a) What is considered as dumping: the special case of low cost producers.
 - (b) What is considered as a subsidy (direct or indirect).
 - (c) To what extent developing countries could assist their exporters without attracting anti-dumping or countervailing duties.
10. Other means of commercial policy
- (a) State trading and de-facto import and export monopolies.
 - (b) Bilateral arrangements; their advantages and disadvantages as compared with multilateral trade.
 - (c) Triangular arrangements.
 - (d) Long term contracts.
 - (e) Commodity agreements.
11. Export problems of African countries
- (a) Recent trends of, and prospects for, world trade; analysis of trade flows by areas and commodities.
 - (b) Obstacles to exports of developing countries in Africa or elsewhere to developed countries (tariffs; quantitative restrictions, internal taxes, agricultural protection).
 - (c) Obstacles to exports of developing countries in Africa and elsewhere to other developing countries (tariffs; quantitative restrictions and other controls).
 - (d) Proposed remedies to solve the problem of growing imbalance.

12. Export promotion

- (a) Commodity exports.
- (b) Semi-manufactured and manufactured goods.
- (c) The respective rôle of private undertakings and Government.
- (d) The rôle of financing, marketing and export credit.

13. Regional economic integration and preferential arrangements among developing countries, with special reference to African circumstances

- (a) Purposes of regional (and sub-regional) integration.
- (b) Method of integration (customs union, free-trade area, sectorial arrangements, bilateral or multilateral preferential arrangements between neighbouring states).
- (c) Experience gained in Africa and other developing regions.
- (d) Pre-conditions for a successful regional (or sub-regional) integration.
- (e) General preferential arrangement among developing countries in the world.

14. Work done in international organizations to promote trade of developing countries

- (a) The network of legal trade commitments; bilateral agreements; multi-lateral arrangements (Congo Basic Treaty, Ottawa Agreement, EEC Association Agreement, Central American Integration Convention, LAFTA, Customs Union arrangements in West, Central and East Africa); international conventions such as GATT.
- (b) The rôle of GATT; Article XVIII as revised; the Haberler Report; the work of Committee III and the Action Programme; current proposed legal and institutional modification of the Agreement.
- (c) The rôle of the United Nations and its regional Committees; the studies and meetings of the ECA, the United Nations Committee on Trade and Development and the new institutional machinery.
- (d) The action of various international bodies in the field of commodities (Commodity Councils and Study Groups, FAO, etc) or in the field of compensatory financing (International Monetary Fund).

B. Subjects of Practical Study at Nairobi,
14 October to 10 November 1964

1. Kenya's exports and their importance to the national economy.
2. The revenue, protective and balance-of-payment implications of commercial policy measures.
3. On agricultural production and marketing.
4. Coffee Research Station.
5. Kenya Planters Coffee Union.
6. The rôle of exports in Kenya's development.
7. Financing the export trade.
8. Other means of commercial policy.
9. Export problems of African countries.
10. Regional economic integration and preferential arrangements among developing countries.
11. The rôle of maritime transport.
12. Maritime insurance for foreign trade.
13. Nature and problems of a customs and excise department.
14. Kenya Cannery.
15. Metal Box Co.Ltd.
16. Rôle of the forwarding agent.

C. Subjects of Practical Study at Yaoundé and Douala
19 November-16 December 1964

1. Address of welcome by the Minister of National Economy.
2. "The Importance of foreign trade for the national economy of Cameroon" - statement by the Deputy Director of Foreign Economic Relations, Ministry of National Economy.
3. "The rôle of planning in the economic development of Cameroon, with particular reference to intervention in respect of major export products" - statement by the Director of Planning, Ministry of Finance and Planning.
4. Cocoa and coffee production: visit to research station, and statement.
5. Coffee and cocoa: putting up for trade purposes.. Visit to packing service.
6. Coffee and cocoa: the Price Stabilization Fund for coffee and cocoa; its rôle in the national economy.
7. Wood: policy for conservation and exploitation of waterways and forests; statement and visit to a sawmill.
8. Bananas: production and marketing; visit to a plantation and a co-operative.
9. Bananas: Transport. Visit to the banana port and to a ship during loading.
10. Oilseeds: Production and marketing. Visit to a palm plantation.
11. Oilseeds: processing. Visit to an oil plant.
12. Tobacco: visit to a factory.
13. Aluminium: production; visit to a factory and a hydro-electric plant.
14. The Central Bank: its rôle in the economy of Cameroon, with particular reference to agriculture, credit and crop financing; statement by the Director of the Central Bank.
15. The private commercial bank: its rôle in financing agricultural trade - statement by the director of a commercial bank.
16. Transport: railway tariff policy - statement by the Director of Railways, and visit to railway installations.

17. Transport: The port of Douala, visit and statement by the Harbour Director.
18. Maritime transport: statement.
19. Rôle and activity of the Customs. Visit to the Customs Department, to a customs office and warehouse. Statement by the Director.
20. Rôle of the forwarding agent - visit to a forwarding company and statement.
21. Rôle of the exporter - visit to a firm exporting cocoa and coffee. Statement by a director.