

# GENERAL AGREEMENT ON TARIFFS AND TRADE

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## TRAINING ACTIVITIES

### The GATT Commercial Policy Courses

#### Note by the Director-General

1. Nature of the Courses. The regular GATT Commercial Policy Courses are open to government officials, in principle from developing countries whether contracting parties to the General Agreement or not, who have, or may have in the future, responsibilities in the formulation and conduct of foreign trade policy within their administrations. Interest in these courses has continued to increase, and in recent years the demand for places on these commercial policy courses has far exceeded the number of available fellowships.
2. The principal aim of the GATT Commercial Policy Courses is to help the participants achieve a deeper understanding of trade policy matters, and to enable them to acquire a full, up-to-date knowledge of the GATT and its related instruments and of the work undertaken by it and other international bodies in the field of trade policy which will be helpful to them in work within their own administrations and promote a more effective participation of their countries in GATT activities.
3. The Programme. This covers topical questions in the field of international economic relations. It includes lectures and discussions on the principles and the structure of international trade, the working out and implementation of trade policy, the principal problems and sectors of international trade, the expansion of the trade and promotion of the exports of the developing countries, the provisions of the General Agreement, the work of the CONTRACTING PARTIES and the various GATT bodies, the relationship between international trade and monetary problems, the agreements negotiated during the Tokyo Round of Multilateral Trade Negotiations, and the preparations for the 1982 Ministerial Meeting. Particular emphasis is laid on practical work which involves the organization of seminars, group discussions and the preparation of studies on subjects of particular interest to participants. In addition to GATT secretariat officials, a number of guest lecturers are invited to contribute to the courses, including senior officials from other organizations, from permanent delegations and from the private sector. Recently a trade negotiation simulation exercise has been added reflecting constant efforts to improve the practical content of the course. Opportunities are also provided whenever possible for participants to attend meetings of GATT, so as to allow them to gain direct knowledge of the methods and procedures followed by the GATT in dealing with specific problems. Towards the end of the course, to round up the training, a fortnight's study tour abroad takes place on the basis of a work programme proposed by the host governments and intended to familiarize participants with the trade policy of the countries concerned, to arrange visits to industrial and commercial centres, and to establish useful relations with both the public and the private sectors. Around the middle of the course a one-week study tour in Switzerland is also undertaken.

4. Activities in 1982. By the end of the year three courses in commercial policy will have been held in the GATT. The first, held from 19 January to 19 February, consisted of a special course for 25 officials from Spanish-speaking developing countries and was financed by the Government of Switzerland. The second, held from March to June, was the Fifty-third regular English-speaking course, which was attended by 23 officials. The fifty-fourth course which is French-speaking began in August and will end in mid-December. Nineteen officials are attending this Course. Annex B contains a list of all the government officials who attended courses in 1982. Since 1955, when this GATT activity was initiated, 814 officials from 109 countries and six regional organizations have attended the regular courses (See Annex A).

5. At the invitation of the Canadian Government, the participants in the Fifty-third course visited Canada where a most instructive programme was prepared for them. The Canadian Authorities generously financed the extra expenses involved in travelling to Canada. In all three courses a study tour in Switzerland was sponsored by the Swiss Authorities.

#### Miscellaneous

6. Lodging. Over the past few years the participants in the GATT Commercial Policy Courses have encountered increasing difficulties in finding reasonably-priced furnished accommodation in Geneva. This lack of accommodation, particularly during the last two years, has created a serious psychological and financial burden for the trainees. After studying various possibilities and in order to go some way towards alleviating this situation, the GATT Secretariat decided to rent on a trial basis, during 1982, a number of furnished studios to accommodate all participants in the Commercial Policy Courses. As the lodging is included in the GATT fellowships the scheme is self-financing.

7. Follow-up. For quite some time, both the GATT Secretariat as well as many former participants had felt that there was a need for some form of follow-up activity in connexion with the courses. Many suggestions had been made over the years as to the kind of follow-up to be undertaken. One common element in all these proposals was that the activity should foster and maintain contacts between the GATT and former participants in the courses. After much reflexion it was decided that perhaps the most practical solution would be to create a special "Training Newsletter", for the ex-participants. This project has become a reality and the first such "Newsletter" was sent out to them in July of this year. The frequency of the Newsletter has not yet been decided. This will depend on a number of factors including the response given to the trial issue.

The GATT Secretariat is now also sending the regular GATT Newsletter, "FOCUS", and the publication, "GATT Activities", to former trainees.

8. Acknowledgements. The Director-General wishes to express his gratitude to the United Nations Development Programme for its cooperation in the implementation of the fellowships, to the governments and organizations which have kindly received the participants during visits and study tours for their cooperation and hospitality, and to those lecturers from outside the GATT who have given their time to participate in the courses.

ANNEX A

Area Distribution of Participants in the Geneva Courses  
from December 1955 to December 1982

	Fellowship Holders	Non-Fellowship Participants
<u>Africa</u> (Forty-two countries) (Three organizations)	<u>248</u>	<u>4</u>
Angola	1	
Algeria	3	
Benin	7	
Burundi	7	
Cameroon	7	
Central African Republic	6	
Chad	2	
Comoros	1	
Congo	8	
Egypt	25	1
Ethiopia	3	
Gabon	4	
Gambia	2	
Ghana	12	1
Guinea	4	
Guinea-Bissau	1	
Ivory Coast	3	
Kenya	5	
Lesotho	1	
Libya	2	
Madagascar	18	
Malawi	11	
Mali	8	
Mauritius	2	
Morocco	4	
Niger	2	
Nigeria	14	1
Rhodesia and Nyasaland (ex. Fed. of)	4	
Rwanda	3	
Senegal	11	
Sierra Leone	4	
Somalia	3	
Sudan	6	
Swaziland	1	
Tanzania	8	
Togo	11	
Tunisia	9	
Uganda	3	
Upper Volta	3	
Zaire	3	
Zambia	12	1
Zimbabwe	1	

	Fellowship Holders	Non-Fellowship Participants
<u>Africa (contd.)</u>		
CEAO	1	
CEPGL	1	
OAU	1	
<u>Asia (Excluding Middle East)</u> (Twenty-four countries)	<u>173</u>	<u>11</u>
Afghanistan	1	
Bangladesh	6	
Burma	9	
China	3	
Fiji	1	
Hong Kong	9	7
India	26	
Indonesia	15	
Iran	5	
Japan		3
Kampuchea	3	
Korea	10	
Lao	2	
Malaysia	12	
Nepal	3	
Pakistan	14	
Papua New Guinea	1	
Philippines	15	
Singapore	5	
Sri Lanka	14	
Thailand	12	1
Tonga	2	
Vietnam	3	
Other	2	
<u>Middle East (Seven countries)</u>	<u>57</u>	<u>1</u>
Iraq	3	
Israel	12	1
Jordan	1	
Lebanon	5	
Saudi Arabia	1	
Syria	12	
Turkey	23	
<u>Latin America and Caribbean Area</u> (Twenty-three countries) (Three organizations)	<u>187</u>	<u>18</u>
Argentina	19	
Barbados	3	
Bolivia	5	

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	Fellowship Holders	Non-Fellowship Participants
<u>Latin America and Caribbean Area (contd.)</u>		
Brazil	18	
Chile	13	1
Colombia	14	
Costa Rica	3	
Cuba	17	4
Dominican Republic	3	
Ecuador	8	
El Salvador	1	
Guatemala	1	
Haiti	10	
Honduras	2	
Jamaica	4	
Mexico	10	3
Nicaragua	3	1
Panama	1	2
Paraguay	5	1
Peru	16	
Trinidad and Tobago	5	2
Uruguay	9	1
Venezuela	8	3
LAFTA	6	
SIECA	2	
Andean Common Market	1	
<u>Europe (Thirteen countries)</u>	<u>104</u>	<u>11</u>
Bulgaria	11	1
Cyprus	1	
Czechoslovakia	2	2
Finland	3	
Germany, Fed. Rep. of		2
Greece	19	
Hungary	11	
Malta	3	1
Poland	17	3
Portugal	7	1
Romania	16	
Spain	1	1
Yugoslavia	13	
<u>TOTAL (One hundred and nine countries and six organizations)</u>	<u>769</u>	<u>45</u>

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ANNEX B

PARTICIPANTS IN THE COURSES IN 1982

1. Swiss-Sponsored Special Training Course for Spanish-Speaking Developing Countries (19 January - 19 February 1982)

<u>Country</u>	<u>Name and Title</u>
Argentina	Mrs. Alicia Graciela HERMANDEZ Smietniansky, Senior Analyst, National Directorate for Multilateral Economic Negotiations, International Trade Negotiations Division, Ministry of Trade and Maritime Interests, Buenos Aires.
Bolivia	Mrs. Ruth FERNANDEZ DE UGARTECHE, Chief, Marketing Department, Ministry of Industry, Trade and Tourism, La Paz.
Bolivia	Mrs. Gladys Cabezas de CZAPLICKI, Chief, Department of Multilateral Affairs, Economic Affairs Division, Ministry of External Relations and Worship, La Paz.
Chile	Mr. Ricardo Alberto BABUL Ayub, Second Secretary, Chilean Permanent Mission to the United Nations Office at Geneva.
Colombia	Mr. Michel VAN MEERBEKE Posada, Counsellor, Colombian Permanent Mission to the United Nations Office at Geneva.
Costa Rica	Mr. Edgar A. BRICEÑO Rosales, Economist, Ministry of Economic Affairs, Industry and Trade, San José.
Cuba	Mr. Armando Andrés BERMUDEZ Garcia, Commercial Policy Specialist for GATT Affairs, International Organizations Directorate, Vice-Ministry for Commercial Policy with Capitalist Countries, Ministry of Foreign Trade, Havana.
Dominican Republic	Mr. Ervin Romulo DE LEON Perez, Deputy Director, Dominican Export Promotion Centre (CEDOPEX), Santo Domingo.
Ecuador	Mr. Carlos Segundo BENITEZ Arrata, Chief, Customs Revenue Expert, Ministry of Finance, Quito.
Ecuador	Mr. Patricio ZUQUILANDA Duque, Director, Department of International Meetings and Specialized Organizations, Ministry of External Relations, Quito.
El Salvador	Miss Ana Maria Mercedes BONILLA Revelo, Chief, Trade Normalization Department, Internal Trade Directorate, Ministry of Economic Affairs, San Salvador.

Country	Name and Title
Guatemala	Mrs. Ana Victoria BARILLAS de Alvarado, Chief, Trade Agreements Section, GUATEXPRO, Guatemala.
Guatemala	Mr. Alvaro Enrique SALGUERO Salguero, Chief, External Sector Planning Department, Secretariat for Economic Planning, Guatemala.
Equatorial Guinea	Mr. Tomas ESONO Ava, Technical Director of Customs, Ministry of Finance, Malabo.
Equatorial Guinea	Mr. Salvador MBA EDU Mangué, Chief, Tax and Revenue Collection Section, Ministry of Finance, Malabo.
Honduras	Mr. Carlos Alfredo SIERCKE Quiroz, Technical Expert, Central Bank of Honduras, Tegucigalpa.
Honduras	Mr. Hugo Alejandro CASTILLO Aldana, Deputy Chief, Foreign Trade Department, Economic Planning Council, Tegucigalpa.
Nicaragua	Mr. José Benito MARIN Serrano, Expert, Trade Policy Directorate, Ministry of Foreign Trade, Managua.
Panama	Mr. Domingo LAY Pineda, Deputy Chief for Commercial Policy, Ministry of Trade and Industry, Panama
Paraguay	Mr. Luis Fernando SOSA Centurion, Member-Counsellor, Committee on Legal and Institutional Matters, Foreign Trade National Council, Ministry of External Relations, Asuncion.
Peru	Mr. Ricardo Benjamin ROMERO Magni, Economist, Ministry of External Relations, Lima.
Uruguay	Mr. Carlos Alfredo CLULOW Lepretre, Secretary to the External Service, Ministry of External Relations, Directorate for International Economic Affairs, Montevideo.
Venezuela	Mrs. Lilibiana COGORNO de Cardenas, Planning Officer, Directorate for International Economic Organizations, Foreign Trade Institute, Caracas.
Andean Common Market	Mr. Rogelio Alberto CATERIAN Alzamora, Assistant, Economic Policy Department, Council of the Cartagena Agreement, Lima (Peru).
LAIA	Mr. Eduardo MOERZINGER Pagani, Assistant to the Deputy Secretary General, Latin American Integration Association, Montevideo (Uruguay).

2. Fifty-third Commercial Policy Course (English-speaking) - February-June 1982

Country	Name and Title
Argentina	Miss Maria C. BOLDORINI, Adviser, Direction of Multilateral Economic Affairs, Ministry of Foreign Affairs and Worship, Buenos Aires.
Bulgaria	Mr. Stanislav P. DASKALOV, Chief of Section, Ministry of Foreign Trade, Sofia.
Burma	U AUNG TIN, Assistant Director, International Trade Department, Ministry of Trade, Rangoon.
Colombia	Mrs. Maria C. LAIGNELET de Palomino, Assistant, Technical and Planning Sub-Direction, PROEXPO, Bogota.
Dominican Republic	Miss Milagros J. PUELLO, Assistant-Coordinator, Department of Economic Affairs, Ministry of Foreign Affairs, Santo Domingo.
Ethiopia	Mr. Gebre Tsadik GUDETA, Head, Harrare Regional Office, Ministry of Foreign Trade, Addis Ababa.
Hong Kong	Mr. Fred LEUNG Fai-Wan, Trade Officer, Industrial Development Division, Trade Industry and Customs Department, Hong Kong.
Hungary	Mr. Laszlo MILASSIN, Chief of Section, Ministry of Foreign Trade, Budapest.
Indonesia	Mrs. Retno SIREGAR, Head, Sub-Directorate for International Trade, Ministry of Finance, Jakarta.
Iraq	Mr. Khalid M.J. ALWASH, Director, Administration of Foreign Economic Relations, Ministry of Trade, Baghdad.
Kenya	Mr. Joseph C. ONSONGO, Trade Promotion Officer, Department of External Trade, Ministry of Commerce, Nairobi.
Malawi	Mr. Newby KUMWEMBE, Trade Officer, Trade Department, Ministry of Trade and Industry, Lilongwe.
Malaysia	Mr. Kar Eng CHEW, Assistant Director, Ministry of Trade and Industry, Kuala Lumpur.
Nigeria	Mr. Augustine METUH, Principal Assistant Secretary, External Trade Relations Department, Ministry of Commerce, Lagos.
Pakistan	Mr. Nawaz A. SHAIKH, Section Officer, Ministry of Commerce, Islamabad.
Singapore	Mr. Nordin Bin Mohd. YATIM, Head of International Organisation Unit, Department of Trade, Singapore.



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Country	Name and Title
Somalia	Mr. Abdurahman A. SABRIE, Assistant to the Director-General, Ministry of Commerce, Mogadiscio.
Sudan	Mr. Mohamed Salah EL Din ABBAS, First Secretary, Permanent Mission of the Sudan to the United Nations at Geneva.
Tanzania	Mr. Israel E. MOLLEL, Foreign Trade Officer, Bilateral and Multilateral Trade Section, Foreign Trade Development Division, Ministry of Trade, Dar Es Salaam.
Thailand	Mr. Arkom SITABTIM, Economist, Foreign Trade Policy Division, Department of Foreign Trade, Ministry of Commerce, Bangkok.
Trinidad and Tobago	Mr. Eon ABNER, Economist, Ministry of Finance and Planning, Port of Spain.
Zambia	Mr. Edward M. SINKAMBA, Economist, Ministry of Commerce and Industry, Lusaka.
Zimbabwe	Mr. Norbert S. MBANGA, Assistant Secretary, Ministry of Trade and Commerce, Salisbury.

3. Fifty-Fourth Commercial Policy Course (French-speaking) - August-December 1982

Country	Name and Title
Angola	Mr. Clemente SEBASTIAO FILIPE, Commercial Policy Department, Ministry of Foreign Trade, Luanda.
Argentina	Mr. Adrian J. MAKUC, Economist, Department of Multilateral Trade Negotiations, Secretariat for Trade, Buenos Aires.
Brazil	Mr. Nilton de Amorim BEZERRA, Economist, Customs Policy Commission, Ministry of Finance, Rio de Janeiro.
Central African Republic	Mr. Marie Joseph HAGOSSA, Head, Foreign Trade Service, Ministry of Industry and Commerce, Bangui.
Comoros	Mr. Mogne A. HASSAN, Director of Economic Affairs, Ministry of Finance, Economic Affairs and Planning, Moroni.
Costa Rica	Miss Sylvia ROJAS Martinez, Economist, Ministry of Economic Affairs, Industry and Commerce, San José.
Guinea	Mr. Aboubacar BANGOURA, Head, Economic and Commercial Studies Section, Studies Division, Ministry of Foreign Trade, Conakry.
Haiti	Miss Carole PREVAL, Officer, Economic Directorate for Foreign Affairs, Ministry of Foreign Affairs, Port-au-Prince.
Madagascar	Mr. Gérard R.D. RAMIHONE, Customs Inspector, Head of International Relations Section, Ministry of Finance, Antananarivo.
Morocco	Mr. Said BEN OMAR, Inspector, Assistant Head of Import Management Service, Foreign Trade Directorate, Rabat.
Paraguay	Mr. Ceferino A. VALDEZ Peralta, Deputy-Director, Foreign Trade Department, Ministry of External Relations, Asuncion.
Peru	Mr. Victor RODRIGUEZ Flores, Deputy Director, Ministry of Economic Affairs, Finance and Trade, Lima.
Poland	Mr. Seweryn PULAWSKI, Chief of Division, CEI MINEX, Warsaw.
Senegal	Mr. Hyacinthe BOB, Customs Inspector, Directorate of Customs Studies and Regulations, Directorate General of Customs, Dakar.

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Country	Name and Title
Togo	Mr. Akouete A. SITTI, Head of Division, Foreign Trade Directorate, Ministry of Trade and Transport, Lomé.
Tunisia	Mr. Mounir BOUSTANGI, Deputy Director, Central Bank of Tunisia, Tunis.
Upper Volta	Mr. Idrissa ZAMPALEGRE, External Economic Relations Service, Directorate General for Trade, Ouagadougou.
Viet Nam	Mr. PHAM Van Minh, Head of International Relations Office, Minexport (State-trading enterprise), Hanoi.
Yougoslavia	Mr. Nenad ALTMAN, Counsellor, Federal Secretariat for Foreign Trade, Belgrade.