

# GENERAL AGREEMENT ON

RESTRICTED

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# TARIFFS AND TRADE

Limited Distribution

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## TRAINING ACTIVITIES

### The GATT Trade Policy Courses

#### Note by the Director-General

1. The regular GATT Trade 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. As a result of the launching of the Uruguay Round, interest in these courses has continued to increase. Consequently, the demand far exceeds the number of fellowships available.
2. The principal aim of these 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 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 Action Programme resulting from the 1982 Ministerial Meeting. Since the beginning of this year, particular attention is given to the Uruguay Round of Multilateral Trade Negotiations and the work of the negotiating groups.
4. In addition to GATT secretariat officials, a number of guest lecturers are invited to contribute to the courses, including senior officials from other international organizations, from permanent delegations and from the private sector. Particular emphasis is laid on practical work which involves the organization of seminars, group discussions and the preparation of working papers. Participants take part in a trade negotiations simulation exercise and in a workshop on negotiation techniques which has been made possible through unilateral contributions from the Swiss Government. The latter pays special attention to preparatory work prior to a negotiation including tactics and strategy, whilst the former involves using this knowledge in a simulated GATT type situation.

5. 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 off 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.

6. In 1987, two regular courses were held: the Sixty-third and the Sixty-fourth. The first was French-speaking, and the second which is English-speaking began on 17 August and will end on 8 December. Annex B contains a list of the government officials who attended the GATT Trade Policy Courses in 1987. Since 1955, when this GATT activity was initiated, 1,049 officials from 113 countries and ten regional organizations have attended the regular courses (see Annex A).

7. Participants in the French-speaking course took part in a study tour in Italy with the cooperation of the Italian Government, and those in the English-speaking course were hosted by the Government of Canada. For each of these courses, a short study tour in Switzerland was also programmed.

#### Acknowledgements

8. 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, to those lecturers from outside the GATT who have given their time to participate in the courses, and to the Swiss Government for sponsoring the workshops on negotiation techniques.

ANNEX A

Area Distribution of Participants in the Geneva Courses  
from December 1955 to December 1987

	Fellowship Holders	Non-Fellowship Participants
<u>Africa</u> (Forty-four countries) (Five organizations)	<u>328</u>	<u>4</u>
Algeria	4	
Angola	1	
Benin	10	
Burkina Faso (ex Upper Volta)	3	
Burundi	9	
Cameroon	9	
Central African Republic	9	
Chad	3	
Comoros	2	
Congo	10	
Côte d'Ivoire	6	
Egypt	29	1
Equatorial Guinea	2	
Ethiopia	4	
Gabon	6	
Gambia	3	
Ghana	17	1
Guinea	5	
Guinea-Bissau	2	
Kenya	9	
Lesotho	2	
Liberia	1	
Libya	2	
Madagascar	20	
Malawi	13	
Mali	11	
Mauritius	2	
Morocco	8	
Niger	2	
Nigeria	18	1
Rhodesia and Nyasaland (ex Fed. of)	4	
Rwanda	3	
Senegal	13	
Sierra Leone	5	
Somalia	3	
Sudan	8	
Swaziland	1	
Tanzania	11	
Togo	13	
Tunisia	11	
Uganda	5	
Zaire	14	1
Zambia	6	
Zimbabwe	3	

	Fellowship Holders	Non-Fellowship Participants
<u>Africa</u> (cont'd)		
CEAO	1	
CEPGL	1	
Mano River Union	1	
OAU	1	
UDEAC	2	
<u>Asia</u> (Excluding Middle East) (Twenty-five countries)	<u>224</u>	<u>16</u>
Afghanistan	1	
Bangladesh	9	
Burma	13	
China	6	
Fiji	2	
Hong Kong	9	12
India	29	
Indonesia	19	
Iran	5	
Japan		3
Kampuchea	3	
Korea	15	
Lao	2	
Malaysia	15	
Maldives	1	
Nepal	4	
Pakistan	17	
Papua New Guinea	2	
Philippines	19	
Singapore	7	
Sri Lanka	19	
Thailand	17	1
Tonga	2	
Viet Nam	6	
Other	2	
<u>Middle East</u> (Seven countries) (One organization)	<u>65</u>	<u>1</u>
Iraq	3	
Israel	14	1
Jordan	1	
Lebanon	5	
Saudi Arabia	2	
Syria	12	
Turkey	27	
GCC	1	

	Fellowship Holders	Non-Fellowship Participants
<u>Latin America and Caribbean Area</u> (Twenty-four countries) (Four organizations)	<u>268</u>	<u>18</u>
Argentina	26	
Bahamas	1	
Barbados	3	
Bolivia	8	
Brazil	25	
Chile	19	1
Colombia	17	
Costa Rica	7	
Cuba	20	4
Dominican Republic	4	
Ecuador	11	
El Salvador	2	
Guatemala	1	
Haiti	14	
Honduras	4	
Jamaica	8	
Mexico	14	3
Nicaragua	5	1
Panama	4	2
Paraguay	10	1
Peru	20	
Trinidad and Tobago	8	2
Uruguay	11	1
Venezuela	11	3
Andean Group	2	
CARICOM	1	
LAIA (ex LAFTA)	7	
SIECA	5	
<u>Europe (Thirteen countries)</u>	<u>114</u>	<u>11</u>
Bulgaria	13	1
Cyprus	2	
Czechoslovakia	1	2
Finland	3	
Germany, Fed. Rep. of		2
Greece	19	
Hungary	11	
Malta	3	1
Poland	17	3
Portugal	7	1
Romania	18	
Spain	1	1
Yugoslavia	19	
<b>TOTAL (One hundred and thirteen countries and ten organizations)</b>	<b>999</b>	<b>50</b>

ANNEX B

PARTICIPANTS IN THE COURSES IN 1987

1. Trade Policy Course (63rd Course - French) - February-June 1987

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Country	Name and Title
Argentina	Mr. Hugo J. GOBBI, Embassy Secretary, Ministry of Foreign Affairs, Buenos Aires.
Benin	Mr. André Ange H. TOGBEY, National Fairs and Exhibitions Committee, Ministry of Trade, Handicrafts and Tourism, Cotonou.
Brazil	Mr. Ricardo ARAUJO Guerra, Third Secretary, Trade Policy Division, Ministry of Foreign Affairs, Brasilia.
Bulgaria	Mr. Gueorgui S. CHAVOV, Chief of Section, PIRIN, Sofia.
Burundi	Miss Gaudence KANYANGE, Technical Adviser, Department of Foreign Trade, Ministry of Trade and Industry, Bujumbura.
Central African Republic	Mr. Joachim KOYAGAZOMO, Chief, Trade Information and Foreign Trade Promotion Service, Ministry of Trade and Industry, Bangui.
Chile	Mr. Michel DUFEU Delorme, Foreign Trade Analyst, Trade Policy Department, Central Bank of Chile, Santiago de Chile.
Comoros	Mrs. Delapeyre SALIMATA, Responsible for Foreign Trade, Ministry of Foreign Affairs, Co-operation and Foreign Trade, Moroni.
Côte d'Ivoire	Mr. Yakou J. KOBOU, Department Chief, Sub-Department of International Economic Relations and Trade, Department of Foreign Trade, Ministry of Trade, Abidjan.
Cuba	Mrs. Clara M. PEREZ Rodríguez, Professor/Imports Specialist, Department of Training, Ministry of Foreign Trade, Havana.
Egypt	Mr. Kamel H. AWWAD, Trade Attaché, Egyptian Foreign Trade Service, Ministry of Economy and Foreign Trade, Cairo.

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Country	Name and Title
Gabon	Mr. Pierre E. OWONDO-BOURDETTES, Technical Adviser to the Minister of Trade, Ministry of Trade, Transfer of Technology and Rationalization, Libreville.
Haiti	Mr. Edouard V. JEAN-LAURENT, Chief of Service, Duty-free Service, General Customs Administration, Port-au-Prince.
Mali	Mr. Abdoulaye SANOKO, Chief, Division of Trade and Studies, Malian Centre of Foreign Trade, Bamako.
Morocco	Mr. Mohamed BOUAZAZE, Administrator, Department of Foreign Trade, Rabat.
Paraguay	Mr. Darío R. ROJAS Balbuena, Member of the Advisory Group, State Sub-Secretariat of Trade, Ministry of Industry and Trade, Asuncion.
Romania	Mr. Mişu NEGRITOIU, Adviser, Ministry of Foreign Trade, Bucharest.
Senegal	Mr. Issa MBAYE, Chief of the Foreign Trade Studies, Legislation and Regulations Division, Department of Foreign Trade, Dakar.
Turkey	Mr. Mustafa DONMEZ, Expert, State Planning Organization, Ankara.
Uruguay	Mr. Enrique ANDREOLI Acuña, Legal Adviser/ Professor, Ministry of Economy, National Customs Directorate, Montevideo.
Viet Nam	Mr. BUI VIET CUONG, Division Director, Trade Policy Department, Ministry of Foreign Trade, Hanoi.
Yugoslavia	Mr. Ivan KRŠIKAPA, Senior Adviser, Federal Secretariat of Foreign Trade, Belgrade.
Zaire	Mr. MUYAYA BEYA KAYEMBE, Chief of Office, Legal Studies, Import/Export and Transit Laws and Regulations, Division of Studies and Trade Promotion, Department of International Co-operation and Foreign Trade, Kinshasa/Gombe.

2. Trade Policy Course (64th Course - English) - August-December 1987

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Country	Name and Title
Algeria	Mr. Smail CHERRAK, Sub-Director of Export, Direction of Export Promotion, Ministry of Commerce, Algiers.
Argentina	Mr. Alejandro MERONIUC, Commercial Attaché, Secretariat for Industry and Foreign Trade, Buenos Aires.
Bangladesh	Mr. Abul QASEM, Assistant Economic Adviser, Ministry of Commerce, Dhaka.
Egypt	Mr. El Sayed M. ABU YOUSSEF, Commercial Attaché, Commercial Representation, Cairo.
Ghana	Mr. George T. NOYE, Regional Trade Officer (Gonokrom), Ministry of Trade and Tourism, Accra.
Hong Kong	Mr. Fred CHU Kwok-wai, Trade Officer, Industry Department, Kowloon.
India	Mr. B.M.S. NEGI, Under Secretary, Ministry of Commerce, New Delhi.
Indonesia	Mr. Widoratno R.D. SOEDIRAN, Assistant, Sub-Directorate of TCDC, Directorate General of Foreign Economic Relations, Ministry of Foreign Affairs, Jakarta-Pusat.
Israel	Miss Tzipora RIMON, First Secretary of Embassy, Economic Division, Ministry of Foreign Affairs, Jerusalem.
Jamaica	Miss Joy E. HARRIS, Administrative Officer, Political Division, Ministry of Foreign Affairs, Trade and Industry, Kingston.
Kenya	Mr. Peter B. TEYA, External Trade Officer, Ministry of Commerce and Industry, Department of External Trade, Nairobi.
Malawi	Mr. Geoffrey M. MKANDAWIRE, Senior Trade Officer (Foreign Trade), Ministry of Trade, Industry and Tourism, Lilongwe.



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Country	Name and Title
Malaysia	Mr. Prakas K.V.K. NAIR, Assistant Director (GATT Matters), International Trade Division, Ministry of Trade and Industry, Kuala Lumpur.
Mexico	Miss María Eugenia DIAZ-INFANTE, Chief, Department of Defense of Foreign Trade, Ministry of Commerce and Industrial Development, Mexico.
Philippines	Mr. Leodegario C. ALABARCA, Jr., Trade Development Analyst, Department of Trade and Industry, Metro Manila.
Sri Lanka	Mr. Upali UBAYASEKERA, Assistant Director of Commerce, Department of Commerce, Colombo. (Presently, First Secretary (Commercial and Economic), Embassy of Sri Lanka, Bonn, Fed. Rep. of Germany.)
Sudan	Mr. Beshar E. AHMED, Head of the International and Regional Organization Section, Ministry of Commerce, Cooperation and Supply, Khartoum.
Tanzania	Mr. Simon U.R. MLAY, Director of Research and Planning, Board of External Trade, Dar-es-Salaam.
Thailand	Mr. Yodying KONGTONG, Commercial Administrative Officer, Department of Foreign Trade, Ministry of Commerce, Bangkok.
Trinidad and Tobago	Mrs. Vernetta CALVIN-SMITH, Deputy Director, Marine Affairs Division, Ministry of External Affairs and International Trade, Port-of-Spain.
Turkey	Mr. Altan Z. ALPAY, Assistant to Chief Adviser to the Prime Minister, Office of the Prime Minister, Ankara.
Yugoslavia	Miss Radmila MILIVOJEVIC, Senior Adviser, Section for UNCTAD, GATT and International Commodity Agreements, Federal Secretariat for Foreign Trade, Belgrade.
Zambia	Miss Bridget CHILALA, Economist, Ministry of Commerce and Industry, Lusaka.
Zimbabwe	Mr. Lovemore M. NDHLELA, Assistant Secretary (Bilateral Trade Relations), Ministry of Trade and Commerce, Harare.