

# GENERAL AGREEMENT ON

RESTRICTED

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## TARIFFS AND TRADE

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Limited Distribution

### TRAINING ACTIVITIES

#### The GATT Trade Policy Courses

#### Note by the Director-General

1. The GATT secretariat organizes trade policy courses open to government officials, in principle from developing countries whether contracting parties to the General Agreement or not, who have responsibilities in the formulation and conduct of foreign trade policy in their administrations. The interest in these courses has continued to increase, especially after the launching of the Uruguay Round, and 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 acquire an up-to-date knowledge of the GATT, its related instruments, its work and that of other international bodies in the field of trade policy. This will enable them to work more effectively in their own administrations and promote more active participation of their countries in GATT.
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 sectors and problems of international trade, the expansion of the trade and promotion of 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, and the agreements negotiated during the Tokyo Round of Multilateral Trade Negotiations. Since the beginning of last 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 workshop on negotiation techniques which pays special attention to preparatory work on the strategy for a negotiation. This exercise is made possible through a unilateral contribution from the Swiss Government. They also take part in a trade negotiations simulation exercise which involves using general knowledge of trade policy, tactics and strategy 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.

6. During the course participants undertake a one-week study tour in Switzerland and a fortnight's study tour abroad. The programme includes visits to industrial and commercial centres and meetings with officials from the host government. It is intended to familiarize participants with the trade policy of the countries concerned and to establish useful relations with both the public and the private sectors.

7. In 1988, two regular courses were organized: the Sixty-fifth and the Sixty-six. The first was Spanish-speaking, and the second which is English-speaking began on 15 August and will end on 6 December. Participants in the Spanish-speaking course took part in a study tour in Spain with the cooperation of the Spanish Government, and those in the English-speaking course will be hosted by the Government of Canada. For each of these courses, a short study tour in Switzerland has also been programmed.

8. Since 1955, when this GATT activity was initiated, 1,098 officials from 114 countries and ten regional organizations have attended the regular courses (see Annex A). Annex B contains a list of the government officials who attended the GATT Trade Policy Courses in 1988.

#### Acknowledgements

9. 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 1988

	Fellowship Holders	Non-Fellowship Participants
<u>Africa</u> (Forty-four countries) (Five organizations)	<u>334</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	18	1
Guinea	5	
Guinea-Bissau	2	
Kenya	10	
Lesotho	2	
Liberia	1	
Libya	2	
Madagascar	20	
Malawi	13	
Mali	11	
Mauritius	2	
Morocco	8	
Niger	2	
Nigeria	19	1
Rhodesia and Nyasaland (ex Fed. of)	4	
Rwanda	3	
Senegal	13	
Sierra Leone	5	
Somalia	3	
Sudan	8	
Swaziland	1	
Tanzania	12	
Togo	13	
Tunisia	11	
Uganda	6	
Zaire	14	1
Zambia	6	
Zimbabwe	3	

	Fellowship Holders	Non-Fellowship Participants
<u>Africa</u> (cont'd)		
CEAO	1	
CEPGL	1	
Mano River Union	2	
OAU	1	
UDEAC	2	
<u>Asia</u> (Excluding Middle East) (Twenty-six countries)	<u>237</u>	<u>17</u>
Afghanistan	1	
Bangladesh	10	
Brunei Darussalam	1	
Burma	14	
China	7	
Fiji	2	
Hong Kong	9	13
India	30	
Indonesia	20	
Iran	5	
Japan		3
Kampuchea	3	
Korea	16	
Lao	2	
Malaysia	16	
Maldives	1	
Nepal	4	
Pakistan	18	
Papua New Guinea	3	
Philippines	20	
Singapore	7	
Sri Lanka	20	
Thailand	18	1
Tonga	2	
Viet Nam	6	
Other	2	
<u>Middle East</u> (Seven countries) (One organization)	<u>66</u>	<u>1</u>
Iraq	3	
Israel	14	1
Jordan	1	
Lebanon	5	
Saudi Arabia	3	
Syria	12	
Turkey	27	
GCC	1	

	Fellowship Holders	Non-Fellowship Participants
<u>Latin America and Caribbean Area</u>	<u>295</u>	<u>18</u>
(Twenty-four countries)		
(Four organizations)		
Argentina	28	
Bahamas	1	
Barbados	4	
Bolivia	10	
Brazil	26	
Chile	20	1
Colombia	18	
Costa Rica	7	
Cuba	21	4
Dominican Republic	5	
Ecuador	12	
El Salvador	4	
Guatemala	2	
Haiti	14	
Honduras	6	
Jamaica	9	
Mexico	15	3
Nicaragua	5	1
Panama	5	2
Paraguay	11	1
Peru	22	
Trinidad and Tobago	8	2
Uruguay	13	1
Venezuela	11	3
Andean Group	3	
CARICOM	1	
LAIA (ex LAFTA)	8	
SIECA	6	
<u>Europe (Thirteen countries)</u>	<u>115</u>	<u>11</u>
Bulgaria	14	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 fourteen countries and ten organizations)</b>	<b>1,047</b>	<b>51</b>

ANNEX B

PARTICIPANTS IN THE COURSES IN 1988

1. Trade Policy Course (65th Course - Spanish) - February-June 1988

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Country	Name and Title
Argentina	Miss Haydee S. OROZCO, Chief of Department, Secretariat for Industry and Foreign Trade, Directorate General of Co-ordination, Economic and Foreign Trade Service, Buenos Aires.
Argentina	Mr. Manuel Angel FERNANDEZ, First Secretary, Under-Secretariat for International Economic Negotiations, Ministry of Foreign Affairs and Worship, Buenos Aires.
Bolivia	Mrs. María Luisa ALIAGA DE GAMARRA, Chief of Division, Directorate-General of Multilateral Economic Policy, Ministry of Foreign Affairs and Worship, La Paz.
Bolivia	Mr. Juan G. FLORES Guzman, Director of External Financing, Ministry of Finance, La Paz.
Chile	Miss Gloria I. PEÑA Tapia, Deputy Chief, International Economic Organizations Department, Directorate-General for International Economic Relations, Ministry of Foreign Affairs, Santiago.
Colombia	Mr. Miguel M. MICHAELS Urbina, Chief, Primary Products Section, Colombian Foreign Trade Institute (INCOMEX), Bogotá.
Cuba	Mrs. Grisell de la C. HERRERA Martínez, Trade Policy Specialist, Ministry of Foreign Trade, Havana.
Dominican Republic	Mr. Pedro M. LUNA Matos, Responsible for the International Organizations Division, Ministry of Foreign Affairs, Santo Domingo.
Ecuador	Mr. Galo F. CHAVES Dávila, First Secretary, Directorate-General for Europe, Ministry of Foreign Affairs, Quito.
El Salvador	Mrs. Elizabeth GUILLEN DE FUENTES, Officer, International Economic Negotiations Division, Ministry of Foreign Trade, San Salvador.
El Salvador	Miss Bétida F. MENJIVAR Marín, Director for International Economic Organizations, Ministry of Foreign Affairs, San Salvador.

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Country	Name and Title
Guatemala	Mr. Marco A. VENTURA Mejía, Director, Foreign Trade Division, Directorate-General of Trade, Ministry of Economic Affairs, Guatemala.
Honduras	Mr. Jaime NAJARRO Elvir, Executive Director, Secretariat for Economic Affairs and Trade, Tegucigalpa.
Honduras	Mr. Rigoberto I. LARA, Trade Policy Expert, Ministry of Economic Affairs and Trade, Tegucigalpa.
Mexico	Mr. Rodolfo CANCINO Gómez, Department Co-ordinator, GATT Technical Secretariat, Ministry of Trade and Industrial Development, Mexico City.
Panama	Miss Elena M. SUAREZ, Commercial Attaché/Investment Promoter, Panama National Investment Council, Balboa, (Presently, Embassy of Panama, Washington, USA.)
Paraguay	Mr. Calixto PERALTA Alvarez, Director, Department of International Economic Relations, Ministry of Foreign Affairs, Asunción.
Peru	Mrs. Betty M. BERENDSON DE LOHSE, First Secretary, Trade Policy Department, Ministry of Foreign Affairs, Lima.
Peru	Mr. Enrique GOMEZ Ossio, Trade Negotiations Adviser, Ministry of Industry, Internal Trade, Tourism and Integration, Lima.
Uruguay	Miss María del Pilar SILVEIRA García, Specialist, Directorate-General of Foreign Trade, Ministry of Economic Affairs and Finance, Montevideo.
Uruguay	Mr. William E.H. EHLERS Kaser, Foreign Service Secretary, Ministry of Foreign Affairs, Montevideo.
Andean Group	Mr. Ramón A. MONTOYA Ciudad, Technical Assistant, Trade Department, Board of the Cartagena Agreement, Lima (Peru).
LAIA	Mrs. Blanca A. BRISCI Brause, Technical Assistant, Latin American Integration Association (LAIA), Montevideo (Uruguay).
SIECA	Mr. Carlos R. MARTINEZ Alvarado, Officer, Foreign Trade Policy Department, Permanent Secretariat of the General Treaty on Central American Economic Integration (SIECA), Guatemala (Guatemala).

2. Trade Policy Course (66th Course - English) - August-December 1988

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Country	Name and Title
Bangladesh	Mr. Hasan M. DELWAR, Senior Assistant Secretary, Ministry of Commerce, Dhaka.
Barbados	Mr. Esworth V.D. REID, Price Control Officer, Ministry of Trade, Industry and Commerce, St. Michael.
Brazil	Miss Laura ALVES Pereira, Division Manager, International Department, Commission of Customs Policy, Ministry of Finance, Rio de Janeiro.
Brunei Darussalam	Mr. Mohd. ROSLI Bin Haji Sabtu, Senior Trade Officer, Economic Planning Unit, Ministry of Finance, Bandar Seri Begawan.
Bulgaria	Mr. Andrey K. ZAREV, Chief of Section, Ministry of Foreign Economic Relations, Sofia.
Burma	U MAUNG MAUNG, Manager, The Agricultural and Farm Produce Trade Corporation, Ministry of Trade, Rangoon.
China	Miss XU YAN, Official, Department of International Relations, Ministry of Foreign Economic Relations and Trade, Beijing.
Ghana	Mrs. Nancy A. DOVLO, Senior Commercial Officer, Ministry of Trade and Tourism, Accra.
Hong Kong	Mr. Percy Po-sik HO, Trade Officer, Trade Department, Kowloon.
India	Mr. Rajan KUMAR, Research Officer, Trade Policy Division, Ministry of Commerce, New Delhi.
Indonesia	Mr. I. Robert INKIRIWANG, Head of Section for Economic and Social Bodies of the United Nations, Directorate for Multilateral Economic Cooperation, Department of Foreign Affairs, Jakarta.
Jamaica	Mr. Karl F. WATTS, Director of Research and Data Bank, Ministry of Foreign Affairs, Trade and Industry, Kingston.
Kenya	Mr. Elijah B. MANYARA, External Trade Officer, Department of External Trade, Ministry of Commerce, Nairobi.



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Country	Name and Title
Korea	Mr. Won Tae KIM, Deputy Director, Multilateral Trade Organizations Division, Ministry of Foreign Affairs, Seoul.
Malaysia	Mr. NOHARUDDIN Bin Nordin, Assistant Director, International Trade Division, Ministry of Trade and Industry, Kuala Lumpur.
Nigeria	Mr. Buhari ABDULLAHI, Commercial Officer II, Federal Ministry of Trade, Garki-Abuja.
Pakistan	Mr. SHAUKAT Nawaz Tahir, Deputy Secretary, Ministry of Commerce, Islamabad.
Papua New Guinea	Mr. Christopher BONGARE, Trade Officer, Department of Trade and Industry, Waigani.
Philippines	Mrs. Alicia G. GARCIA, Senior Trade Development Specialist, Bureau of International Trade Relations, Department of Trade and Industry, Metro Manila.
Saudi Arabia	Mr. Nabil M. ALSALEH, Second Secretary, Ministry of Foreign Affairs, Economic and Cultural Division, Riyadh.
Sri Lanka	Mr. Ranjana N. ABEYSEKERA, Assistant Director of Commerce, Department of Commerce, Ministry of Trade and Shipping, Colombo.
Tanzania	Mr. Ernest C. ELIAS, Trade Officer, Ministry of Industries and Trade, Dar-es-Salaam.
Thailand	Mrs. Vacharee THADATHAMRONGVECH, Economist, Trade Policy Sub-Section, Trade Policy Division, Department of Business Economics, Bangkok.
Uganda	Mrs. Margaret T. TENYWA, Senior Commercial Officer, Ministry of Commerce, Kampala.
Mano River Union	Mr. John P. VINCENT, Trade Economist, Mano River Union Secretariat, Freetown (Sierra Leone).