

## TRAINING ACTIVITIES

### The GATT Trade Policy Courses

#### Note by the Director-General

1. The GATT secretariat organizes trade policy courses open to government officials 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 1987, 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 and from permanent delegations. 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 study tour in Switzerland and a 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 1989, two regular courses were organized: the Sixty-seventh and the Sixty-eighth. The first was French-speaking, and the second which is English-speaking began on 14 August and will end on 5 December. Participants in the French-speaking course took part in a study tour to the headquarters of the Commission of the European Communities, in Belgium and in France, and those in the present English-speaking course were hosted by the Governments of Norway and Sweden. For each of these courses, a short study tour in Switzerland was also programmed.

8. Since 1955, when this GATT activity was initiated, 1,146 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 1989.

#### 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 1989

	Fellowship Holders	Non-Fellowship Participants
<u>Africa</u> (Forty-four countries) (Five organizations)	<u>355</u>	<u>4</u>
Algeria	4	
Angola	1	
Benin	11	
Burkina Faso (ex Upper Volta)	3	
Burundi	10	
Cameroon	10	
Central African Republic	10	
Chad	3	
Comoros	2	
Congo	11	
Côte d'Ivoire	7	
Egypt	29	1
Equatorial Guinea	2	
Ethiopia	5	
Gabon	6	
Gambia	4	
Ghana	19	1
Guinea	5	
Guinea-Bissau	2	
Kenya	11	
Lesotho	2	
Liberia	1	
Libya	2	
Madagascar	21	
Malawi	14	
Mali	11	
Mauritius	3	
Morocco	9	
Niger	2	
Nigeria	19	1
Rhodesia and Nyasaland (ex Fed. of)	4	
Rwanda	3	
Senegal	14	
Sierra Leone	5	
Somalia	3	
Sudan	9	
Swaziland	1	
Tanzania	13	
Togo	14	
Tunisia	12	
Uganda	6	
Zaire	15	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	3	
<u>Asia</u> (Excluding Middle East) (Twenty-six countries)	<u>250</u>	<u>17</u>
Afghanistan	1	
Bangladesh	11	
Brunei Darussalam	1	
Burma	14	
China	9	
Fiji	2	
Hong Kong	9	13
India	31	
Indonesia	21	
Iran	5	
Japan		3
Kampuchea	3	
Korea	17	
Laos	3	
Malaysia	17	
Maldives	1	
Nepal	4	
Pakistan	18	
Papua New Guinea	3	
Philippines	21	
Singapore	7	
Sri Lanka	21	
Thailand	19	1
Tonga	2	
Viet Nam	8	
Other	2	
<u>Middle East</u> (Seven countries) (One organization)	<u>68</u>	<u>1</u>
Iraq	3	
Israel	15	1
Jordan	1	
Lebanon	5	
Saudi Arabia	3	
Syria	12	
Turkey	28	
GCC	1	

	Fellowship Holders	Non-Fellowship Participants
<u>Latin America and Caribbean Area</u> (Twenty-four countries) (Four organizations)	<u>305</u>	<u>18</u>
Argentina	29	
Bahamas	1	
Barbados	4	
Bolivia	11	
Brazil	27	
Chile	21	1
Colombia	19	
Costa Rica	7	
Cuba	21	4
Dominican Republic	5	
Ecuador	12	
El Salvador	4	
Guatemala	2	
Haiti	15	
Honduras	6	
Jamaica	10	
Mexico	15	3
Nicaragua	5	1
Panama	6	2
Paraguay	11	1
Peru	23	
Trinidad and Tobago	8	2
Uruguay	13	1
Venezuela	12	3
Andean Group	3	
CARICOM	1	
LAIA (ex LAFTA)	8	
SIECA	6	
<u>Europe (Thirteen countries)</u>	<u>117</u>	<u>11</u>
Bulgaria	14	1
Cyprus	2	
Czechoslovakia	1	2
Finland	3	
Germany, Fed. Rep. of		2
Greece	19	
Hungary	11	
Malta	4	1
Poland	17	3
Portugal	7	1
Romania	18	
Spain	1	1
Yugoslavia	20	
<b>TOTAL (One hundred and fourteen countries and ten organizations)</b>	<b>1,095</b>	<b>51</b>

ANNEX BPARTICIPANTS IN THE COURSES IN 19891. Trade Policy Course (67th Course - French) - February-June 1989

Country	Name and Title
Benin	Mr. Amola M. BIAOU, Director of Studies and Planning, Ministry of Trade, Handicrafts and Tourism, Cotonou.
Bolivia	Mr. Augusto J. MILLARES Ardaya, Counsellor to the Committee on Co-ordination with GATT, Department of International Organizations and Bilateral Policy, Ministry of External Relations, La Paz.
Burundi	Mr. Vulpien GAHUNGU, Counsellor, Directorate General of Trade, Ministry of Trade and Industry, Bujumbura.
Cameroon	Mrs. Mariatou M.N. TEMFACK, Deputy Head of the Agreements and Conventions Service, Ministry of Industrial and Trade Development, Yaounde.
Central African Republic	Mr. Bruno DOKON, Assistant, Directorate of Foreign Trade, Ministry of Trade, Industry and Small and Medium-Sized Undertakings, Bangui.
Chili	Mr. Roberto E. ARAOS Sánchez, Counsellor, Department of International Economic Organizations, Directorate General of International Economic Relations, Ministry of Foreign Affairs, Santiago.
China	Mr. Guotian ZHANG, Deputy Head of Division, Ministry of Foreign Economic Relations and Trade, Beijing.
Colombia	Miss María-Teresa PEREZ Azuero, Head, Directorate of Bilateral Relations, Directorate General of Trade Policy, Colombian Foreign Trade Institute (INCOMEX), Bogotá.
Congo	Mr. Gatien AHONGA, Officer in Charge of International Economic Organizations, Ministry of Foreign Affairs and Cooperation, Brazzaville.
Côte d'Ivoire	Mr. Joseph G. MANLAN, Head, Department of Trade Relations, Directorate of Foreign Trade, Ministry of Trade, Abidjan.
Haiti	Mr. Charles A. JEAN, Assistant Director, Directorate of Foreign Trade, Ministry of Trade and Industry, Port-au-Prince.

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Country	Name and Title
Laos	Mr. Nokham RATANAVONG, Head, Foreign Trade Bureau, Ministry of Trade and Foreign Economic Relations, Vientiane.
Madagascar	Miss Christiane LEONG Ho Yng, Head of Section, Ministry of Trade, Antananarivo.
Mauritius	Mr. Sutiawan GUNESSEE, Ministry of Foreign Affairs and Emigration, Port Louis.
Morocco	Mr. Abdelaziz NAJA, Head of Bureau, Ministry of Trade and Industry, Rabat.
Peru	Mrs. Sara C. TABOADA Peña, Head, Department of Policy Evaluation, Foreign Trade Institute, Lima.
Senegal	Mr. Ibrahim SECK, Studies Officer, International Centre for Foreign Trade, Dakar.
Togo	Mr. Kossi Mokpokpo KODZO, Studies Officer, Directorate of the Economy, Division of Foreign Economic and Financial Relations, Ministry of the Economy and Finance, Lomé.
Tunisia	Mr. Nidhal JEDDA, Central Inspector of Financial Services, Directorate General of Customs, Tunis.
Turkey	Mr. Muzaffer SOGANLI, Head of Section, Under-Secretariat of State of the Treasury and Foreign Trade, Ankara.
Viet Nam	Mr. DINH Van Hoc, Director, Ministry of Foreign Economic Relations, Hanoi.
Yugoslavia	Miss Bojana TODOROVIC, Counsellor for GATT Affairs, Federal Secretariat of International Economic Relations, Belgrade.
Zaire	Mr. Mengi M. MPASI, Head, Division of Multilateral Agreements and International Organizations, Department of Foreign Trade, Kinshasa/Gombe.
CACEU	Mr. Jean R. EDOU-OVONO, Head, Department of Trade and Currency, Central African Customs and Economic Union, Bangui (Central African Republic).

2. Trade Policy Course (68th Course - English) - August-December 1989

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Country	Name and Title
Argentina	Mrs. Asunción MARTICORENA, Import Expert, Multilateral Negotiations Department, Department of Industry and Foreign Trade, Buenos Aires.
Bangladesh	Mr. Muhammad LUTFAR Rahman, Senior Assistant Secretary, Ministry of Commerce, Dhaka.
Brazil	Mr. Luis Antonio BALDUINO Carneiro, Third Secretary, Trade Policy Division, Ministry of External Relations, Brasília.
China	Mr. WANG YI, Official, Department of International Relations, Ministry of Foreign Economic Relations and Trade, Beijing.
Ethiopia	Mr. Mulugeta TAYE, Head, Foreign Relations Department, Ministry of Foreign Trade, Addis Ababa.
Gambia	Mr. Dawda NDURE, Head, Trade Division, Ministry of Finance and Trade, Banjul.
Ghana	Mr. Ben Awua PEASAH, Assistant Commercial Officer, Foreign Trade Division, Ministry of Trade and Tourism, Accra.
India	Miss Renu GUPTA, Section Officer, Trade Commissioners Division, Department of Commerce, New Delhi.
Indonesia	Mr. MUCHTAR, Head, Section for International Trade Bodies, Bureau of Foreign Cooperation, Commodity Analysis Division, Ministry of Agriculture, Jakarta.
Israel	Miss Rachel HIRSHLER, Deputy Director, European Department, Foreign Trade Administration, Ministry of Industry and Trade, Jerusalem.
Jamaica	Miss Marcia E. THOMAS, Head, Preferential Trade Section, Ministry of Foreign Affairs and Foreign Trade, Kingston.
Kenya	Mr. Timothy G. KARUGU, Assistant Secretary (Economic), Ministry of Foreign Affairs and International Co-operation, Nairobi.
Korea	Mr. Yong-Geun KIM, Deputy Director, Multilateral Trade Affairs, Ministry of Trade and Industry, KyungKi-Do.
Malawi	Mr. Harrison J.K. MANDINDI, Trade Officer, Ministry of Trade, Industry and Tourism, Lilongwe.

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Country	Name and Title
Malaysia	Mr. P. Ravidran FALANIAPPAN, Assistant Director, International Trade Division, Ministry of Trade and Industry, Kuala Lumpur.
Malta	Mr. Anthony D. CAMENZULI, Assistant Head, Foreign Trade Division, Department of Trade, Valletta.
Panama	Miss Lilia A. CARRERA, Foreign Trade and Investment Promoter, Panamanian Institute for Foreign Trade, Panama.
Philippines	Mrs. Lea E. RICOLCOL, Senior Trade and Industry Development Specialist, GATT Desk Officer, Bureau of International Trade Relations, Department of Trade and Industry, Metro-Manila.
Sri Lanka	Mr. Dayasiri P. FERNANDO, Assistant Director, Department of Commerce, Colombo. (Presently: First Secretary Commercial and Economics), Embassy of Sri Lanka, Tokyo, Japan.)
Sudan	Mr. Mahmoud TAMIM, Minister-Plenipotentiary, Economic Co-operation Department, Ministry of Foreign Affairs, Khartoum.
Tanzania	Mr. Burhani A. MLUNDI, Trade Officer, Ministry of Industries and Trade, Dar-es-Salaam.
Thailand	Mr. Nopporn RATCHAWET, Third Secretary, Department of Economic Affairs, Ministry of Foreign Affairs, Bangkok.
Venezuela	Mr. Juan F. MISLE, Adviser (Economics), Office for International Economic Affairs, Caracas.
Viet Nam	Mr. Nguyen TAN TRUNG, Head, Section for Economic Cooperation with Developed-Market Countries and International Economic Organizations, Department for External Economic Relations, Ministry for Foreign Affairs, Hanoi.