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TRADE AND DEVELOPMENT BOARD  
Commission on Trade in Goods and Services,  
and Commodities  
Third session  
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Agenda item 4

**SCOPE FOR EXPANDING EXPORTS OF DEVELOPING COUNTRIES IN SPECIFIC SERVICES  
SECTORS THROUGH ALL GATS MODES OF SUPPLY, TAKING INTO ACCOUNT THEIR  
INTERRELATIONSHIP, THE ROLE OF INFORMATION TECHNOLOGY AND OF  
NEW BUSINESS PRACTICES**

Agreed conclusions and recommendations

**A. Addressed to national Governments**

1. The following policy initiatives could be taken at the national level:
  - (a) Identify barriers to service exports, for example by circulating questionnaires to the private sector with respect to problems faced by the latter;
  - (b) Facilitate the liberalization of market access through measures to strengthen producer services, *inter alia*, through outsourcing;
  - (c) Apply policies to encourage enterprises to take advantage of market access opportunities for the movement of natural persons, in ways which reduce brain drain and facilitate the acquisition of skills;
  - (d) Identify areas of comparative advantage in labour-intensive services so as to facilitate their active participation in the next round of GATS (General Agreement on Trade in Services) negotiations; and

- (e) Accelerate the inclusion of services and their liberalization in the context of subregional arrangements and strengthen cooperative efforts through such arrangements to prepare for the next round of GATS negotiations.

**B. Addressed to the international community**

2. The international community is invited to take the following initiatives:

- (a) Examine the effective implementation of, in particular, article IV and article XIX of GATS in the context of the development of the guidelines for GATS negotiations;
- (b) Foster conditions conducive to the transfer of technology to firms in developing countries, as well as the diffusion to the developing countries of technologies in the public domain; and
- (c) Assist the secretariats of UNCTAD and the World Trade Organization (WTO) in improving services statistics to meet the needs of policy makers and trade negotiators for the next round of GATS negotiations.

**C. Addressed to UNCTAD**

3. UNCTAD should, in close cooperation with other relevant international organizations and within existing resources:

- (a) Prepare jointly with WTO an assessment of the impact on developing countries of liberalization under GATS;
- (b) Undertake a systematic analysis to identify possible opportunities for expanding trade, so as to facilitate the preparation of requests in the GATS negotiations;
- (c) Analyse recent developments in trade and competition issues in service sectors;
- (d) Continue work on the MAST (Measures Affecting Service Trade) database with a view to supporting countries which wish to implement it to strengthen their negotiating capacity, and evaluate its functioning with a particular focus on the utilization of recent developments in the field of information technology;

- (e) Accelerate the inclusion of services and their liberalization in the context of subregional arrangements and strengthen cooperative efforts through such arrangements to prepare for the next round of GATS negotiations;
- (f) Assist developing countries, especially LDCs, as a follow-up activity of the High-level Meeting on Integrated Initiatives for Least Developed Countries' Trade Development, in improving their supply capacity in the area of trade in services through, *inter alia*, human resource development, institutional capacity-building, access to relevant new technologies and setting up adequate legislation;
- (g) Continue work on the Coordinated African Programme of Assistance in Services (CAPAS) and extend it to other interested African countries;
- (h) Take part in an international conference in Tunisia, organized by the World Tourism Organization, to consider ways and means of improving the relationship between developing countries' tourism service suppliers and travel agents from consumer countries in order to achieve a sustainable tourist industry; and
- (i) Prepare, in cooperation with WTO, a list of economic needs tests in the schedules of specific commitments under GATS and propose ways and means to introduce a greater degree of transparency and predictability in the application of such tests.