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## Trade and Development Board

### Working Party on the Medium-term Plan and Programme Budget

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## Draft proposed UNCTAD section of the United Nations strategic framework for the period 2010–2011

Note prepared by the UNCTAD secretariat\*

### Overall orientation

10.1 The main objective of the programme implemented by the United Nations Conference on Trade and Development (UNCTAD) and the International Trade Centre UNCTAD/World Trade Organization (WTO) is to assist developing countries – especially least developed countries (LDCs) – and economies in transition to integrate beneficially into the global economy, and to help the international community promote a global partnership for development, increase coherence in global economic policymaking and assure development gains for all from trade. UNCTAD will help developing countries to meet their development goals, including poverty eradication, to improve the welfare of their citizens and to address the opportunities and challenges created by globalization. In particular, in line with the priorities of the organization, UNCTAD will further enhance its efforts to support the development of Africa across all of its sectoral areas of expertise.

10.2 To achieve the foregoing objectives, UNCTAD will (a) conduct research and analysis on both long-standing and emerging development issues; (b) build consensus around efforts to promote national and international policies and strategies conducive to development; and (c) support countries in implementing their development strategies, helping them to overcome the challenges and seize the opportunities of globalization.

10.3 The programme is guided by the sessions of UNCTAD, the Trade and Development Board and its subsidiary bodies, and the Commission on Science and Technology for Development. For the period 2010–2011, the programme will further integrate the outcomes of the Accra Accord. UNCTAD is responsible for subprogrammes 1 to 5 within the programme, while subprogramme 6 is under the responsibility of the International Trade Centre UNCTAD/WTO.

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\* This document was submitted on the above-mentioned date as a result of processing delays.

10.4 Among the main objectives of the programme emanating from the outcomes of the twelfth session of UNCTAD (UNCTAD XII) will be the examination of development strategies in a globalizing world economy, and interrelated issues, which is the principal task of subprogramme 1. Subprogrammes 2 and 4 will aim to contribute to building productive capacities and international competitiveness, while subprogramme 3 and the trade logistics component of subprogramme 4 will aim to contribute to maximizing gains from globalization for development in international trade and trade negotiations in goods and services. Development strategies of countries in special situations will be covered under subprogramme 5, while sectoral concerns of those countries will also be addressed by other subprogrammes in coordination and cooperation with subprogramme 5.

10.5 In order to strengthen the work of UNCTAD in science and technology, a *sine qua non* for development today, and to better draw on synergies with work on information and communications technologies, this area of work is consolidated under subprogramme 4, which will be under the responsibility of the new Division on Technology and Logistics. In accordance with paragraph 183 of the Accra Accord, the current Commodities Branch within the Division on International Trade in Goods and Services, and Commodities, will be transformed into the new Special Unit on Commodities that remains within the Division. The Secretary-General of UNCTAD will provide substantive policy guidance and strategic oversight of its work, in order to contribute more effectively to developing countries' efforts to formulate strategies and policies to respond to the challenges and opportunities of commodity markets. UNCTAD will, moreover, give special emphasis to the potential for economic cooperation among developing countries. Further efforts will be applied to other areas in response to the evolving demands of developing countries facing challenges of the modern economy, including in areas of energy and climate change. Integration of cross-cutting issues – such as gender equality and the empowerment of women, the promotion of sustainable development and full and productive employment – will receive the necessary consideration within the context of pursuing the objectives of the subprogrammes.

10.6 UNCTAD will make substantial contributions to the implementation of the outcomes of recent global conferences. Notably, it will contribute to the attainment of the international development goals contained in the Millennium Declaration and in the 2005 World Summit Outcome, in particular those related to the global partnership for development, financing for development, domestic resource mobilization, investment, debt, trade, commodities, systemic issues and global economic decision-making, economic cooperation among developing countries, sustainable development, science and technology for development, countries with special needs and meeting the special needs of Africa.

10.7 UNCTAD will also contribute to the implementation of – and take specific actions requested in – the Brussels Programme of Action for the Least Developed Countries, the Monterrey Consensus of the International Conference on Financing for Development, the outcomes of the Johannesburg World Summit on Sustainable Development, the outcomes of the World Summit on the Information Society, the Almaty Programme of Action for landlocked developing countries, and the Mauritius Strategy for the sustainable development of small island developing States. In addition, it will contribute to furthering the implementation of the goals contained in the Doha Ministerial Declaration of the Fourth Ministerial Conference of WTO and other relevant decisions in this respect.

10.8 As a lead agency of the United Nations System Chief Executives Board for Coordination of the inter-agency thematic cluster on trade and productive sectors, UNCTAD will enhance the role of trade and related issues in United Nations development assistance plans, undertake joint operations at the country

level and enhance inter-agency cooperation in system-wide initiatives in these areas. Through the newly-established Global Network of Development Think Tanks, involving institutions at the country level and regional networks, UNCTAD will focus on enhancing its intellectual contribution, while maintaining its intellectual integrity and independence.

10.9 The International Trade Centre UNCTAD/WTO will complement the work of its parent bodies, UNCTAD and WTO, by focusing its technical cooperation activities on supporting the efforts of developing countries and countries with economies in transition, most particularly their business sectors, to maximize their trade and development opportunities, and on assisting them in their integration into the world economy in a manner that enhances the development opportunities offered by the globalization process, while helping to shape international economic relations in the twenty-first century. Capacity-building support will be provided through information dissemination, training and advisory services that address both supply-side as well as market development constraints. Principal clients of such technical assistance are public and private sector trade support institutions and their networks that extend specialized trade support services to export enterprises. Africa and the least developed countries remain a priority for the Centre's technical assistance.

## Subprogramme 1

### Globalization, interdependence and development

**Objective of the organization:** to promote economic policies and strategies at the national, regional and international levels that are supportive of sustained growth, inclusive and sustainable development, employment creation and hunger and poverty eradication in developing countries, based on increased gains from globalization, against the background of increasing interdependence between international trade, investment and financial policies and arrangements and national development strategies, and the need for their consistency.

#### Expected accomplishments of the secretariat

#### Indicators of achievement

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| (a) Better understanding of policy choices at the national and international levels, including with respect to South–South cooperation, as a result of policy advocacy (Accra Accord, paras. 36, 37, 38 and 39);  | (a) (i) Increased number of endorsements of policy recommendations and acknowledgement of research findings by member States;<br><br>(ii) Increased number of acknowledgements of research findings and policy recommendations received as feedback from advisory missions and training programmes;                                  |
| (b) Progress towards a durable solution to the debt problems of developing countries by fostering better understanding at all levels of the interplay between successful development finance strategies and effective debt management (Accra Accord, para. 40); | (b) (i) The number of institutions/countries using the capacity-building services of the Debt Management and Financial analysis System (DMFAS) programme;<br><br>(ii) The number of international and national policy positions and initiatives in the area of debt and development finance incorporating contributions from UNCTAD; |

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| <p>(c) Improved empirical, and reliable and timely statistics, for decision-making at the national and international levels on economic policies and development strategies, including on South–South cooperation (Accra Accord, para. 36 (e));</p> <p>(d) Improved policy and institutional capacities, and enhanced international cooperation for the recovery and sustained development of the Palestinian economy (Accra Accord, para. 44).</p> | <p>(c) (i) Number of increased statistical variables and derived indicators developed and maintained by UNCTAD Central Statistical Service;</p> <p>(ii) Number of institutions using statistical data on trade, financial and economic policies;</p> <p>(d) Number of Palestinian development initiatives and institutions benefiting from UNCTAD research findings, recommendations and technical cooperation activities.</p> |
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### Strategy

10.10 The subprogramme is under the responsibility of the Division on Globalization and Development Strategies. In its work, the division will focus on (a) identifying specific needs and measures arising from the interdependence between trade, finance, investment, technology and macroeconomic policies from the point of view of their effect on development; (b) contributing to a better understanding of coherence between international economic rules, practices and processes, on the one hand, and national policies and development strategies, on the other; and (c) supporting developing countries in their efforts to formulate development strategies adapted to the challenges of globalization, including economic cooperation among developing countries. The objective will be pursued through policy advocacy based on (a) timely and forward-looking research and analysis of macroeconomic and development policies as well as debt and finance, taking into account the outcomes of relevant major international conferences; (b) the formulation of practical policy recommendations for appropriate development strategies at the national, regional and international levels to meet the opportunities and challenges of globalization; (c) furthering consensus-building on macroeconomic and development policies that are suited to the specific conditions of developing countries; (d) capacity-building in support of such policies, including measures related to external financing and effective debt management; and (e) the operation of the Global Network of Development Think Tanks. The dissemination of the reports and documents issued under the subprogramme will be linked closely to (a) the provision of advisory services, training and workshops at the national and international levels; (b) technical cooperation, in particular in the area of debt management; (c) statistical and informational services as tools for policymakers and in support of the UNCTAD work programme; and (d) the provision of economic policy analysis and special assistance to the Palestinian people.

## Subprogramme 2

### Investment and enterprise

**Objective of the organization:** to assure developmental gains from increased investment flows to all developing countries, in particular LDCs, as well as landlocked developing countries, small island developing States and other structurally weak, vulnerable and small economies, and from an enhanced enterprise sector and increased international competitiveness in these economies.

Expected accomplishments of the secretariat	Indicators of achievement
(a) Increased understanding of various key international investment issues and of the impact of foreign direct investment (FDI) on development, as well as of related policies that could promote development gains from FDI (Accra Accord, paras. 147 and 169);	(a) (i) Increased number of policymakers and other stakeholders reporting a better understanding of international investment issues; (ii) Increased number of policymakers reporting that they utilized concepts, methods and policies identified by UNCTAD in the area of international investment;
(b) Increased ability to create an environment conducive to attract and benefit from investment for development (Accra Accord, paras. 148, 149 and 150);	(b) (i) Increased number of UNCTAD's policy recommendations implemented by member States; (ii) Improved understanding of policymaking know-how as a result of the exchange of best practices (as reported through intergovernmental dialogue and surveys);
(c) Increased understanding of key and emerging issues related to international investment agreements (IIAs) and their development dimension, and enhanced capacity in formulating and implementing investment treaties (Accra Accord, paras. 151 and 153);	(c) (i) Improved understanding of key issues and emerging issues related to IIAs and their development dimension, as reflected from various types of feedback from policymakers/negotiators; (ii) Enhanced capacity of member States to participate in the debate on IIAs and implement investment agreements, as reflected from various types of feedback from policymakers/negotiators;
(d) Enhanced understanding and capacity to develop policies aiming at (i) stimulating enterprise development and business facilitation, (ii) establishing a sound and internationally recognized accounting and reporting framework, and (iii) establishing competitive and well-regulated insurance markets; increased understanding of instruments and practices regarding corporate social responsibility (Accra Accord, paras. 152, 154, 155, 156 and 157).	(d) (i) Increased number of countries indicating that UNCTAD's policy measures and tools are useful and effective in the design of policies aimed at strengthening the competitiveness of their firms; (ii) Increased number of policymakers and practitioners using guidance and tools developed by UNCTAD in the area of accounting, insurance, business facilitation and corporate reporting.

## Strategy

10.11 The subprogramme is under the responsibility of Division on Investment and Enterprise. The subprogramme will assist all developing countries, in particular LDCs, as well as landlocked developing countries, small island developing States and other structurally weak, vulnerable and small economies in designing and implementing active policies at both the national and international level aiming at boosting their productive capacities and international competitiveness. To that end, the subprogramme will follow a cohesive approach consisting in: (a) strengthening its role as the major source of comprehensive information and analysis of international investment, so as to enable policy makers to make better informed decision, (b) strengthening the capacity of developing countries, in particular the least developed countries, at their request, to formulate and implement integrated policies, develop an enabling environment, and to participate in discussions relating to international investment and (c) supporting efforts by developing countries to build productive capacities and internationally competitive firms.

## Subprogramme 3 International trade

**Objective of the organization:** to ensure the effective, qualitative and beneficial participation of all countries, in particular developing countries, in international trade and the trading system, and strengthen the contribution of the commodity economy to development, in order to make globalization a positive force for all (Accra Accord, paras. 91 and 62).

Expected accomplishments of the secretariat	Indicators of achievement
(a) Strengthened capacities of developing countries and countries with economies in transition to integrate beneficially into the global economy and the international trading system, and to design and implement trade policies and participate effectively and coherently in bilateral, regional (including South–South) and multilateral trade negotiations, including on goods, agriculture and services, placing greater emphasis on practical solutions (Accra Accord, paras. 89, 90, 94, 95, 97, 105 and 106);	(a) (i) Number of countries increasing their participation in trade negotiations through submission of trade negotiating proposals in bilateral, regional and multilateral trade negotiations, including South–South trade negotiations and WTO accession processes;  (ii) Number of countries taking steps towards services policy development at national, bilateral, regional and multilateral levels, including establishment of regulatory and institutional frameworks, and human capacity building in services;
(b) Strengthened analytical, statistical and information bases and tools for trade and trade-related decision-making, including in addressing non-tariff barriers, in developing countries at the national, regional, South–South and international levels, and for enhanced global understanding of interactions among trade, competitiveness and development (Accra Accord, para. 96);	(b) (i) Increased number of users of the Trade Analysis and Information Analysis System, either through the Internet or the World Integrated Trade Solution, and of the Agriculture Trade Policy Simulation Model;  (ii) Increased number of countries included in the Trade and Development Index and its analytical/diagnostic framework;

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- (c) Improved capacity of commodity-dependent developing countries to harness development gains from the current boom in commodity prices and enhanced international cooperation to address trade and development problems associated with the commodity economy including the food crisis and poverty reduction (Accra Accord, paras. 91–93, 98 and 183);
  - (d) Created capacities of developing countries and countries with economies in transition to prepare and implement national and regional (including South–South) competition laws and frameworks that reflect prevailing conditions for achieving domestic and international competitiveness, and enhanced international cooperation to for better implementation of the United Nations Set of Multilaterally Agreed Equitable Principles and Rules for the Control of Restrictive Business Practices, in particular section F (Accra Accord, paras. 103, 104 and 74);
  - (e) Strengthened capacity of developing countries to formulate and implement mutually supportive trade, environment, climate change and sustainable development objectives, and increased attention to developing countries' sustainable development objectives in international discussions (Accra Accord, paras. 101, 100, 99, 102 and 105).
- (c) (i) Number of countries adopting specific policy measures at the national, regional and international levels to benefit and enhance development gains from the current boom in commodity prices;
  - (ii) Number of intergovernmental actions taken within UNCTAD or supported by UNCTAD to promote international cooperation in addressing trade and development challenges associated with the commodity economy;
  - (d) (i) Increased number of countries making progress in establishing or revising and implementing national and/or regional (including South–South) competition laws and institutional frameworks;
  - (ii) Number of voluntary consultations as envisaged in section F of the United Nations Set of Multilaterally Agreed Equitable Principles and Rules for the Control of Restrictive Business Practices;
  - (e) (i) Number of countries that benefited from UNCTAD's policy analysis or advice, and are developing and implementing policies, plans, programmes, normative initiatives and setting up interagency mechanisms with a view to taking advantage of trade and investment opportunities while promoting their sustainable development objectives;
  - (ii) Increased participation of developing countries in climate-friendly and biotrade policies and activities through the BioTrade and Biofuels initiatives.
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## Strategy

10.12 This subprogramme is under the responsibility of the Division on International Trade in Goods and Services, and Commodities. The subprogramme promotes inclusive development from globalization through work on international trade in goods, services and commodities and the international trading system, and on the linkages between trade and internationally agreed development goals and objectives, including the Millennium Development Goals of poverty reduction and gender equity. The subprogramme will continue and improve close cooperation with other international organizations and foster coordination of system-wide United Nations activities in the area of international trade in goods and services, and commodities. The Secretary-General of UNCTAD will provide substantive policy

guidance and strategic oversight on the work on commodities. The subprogramme assists developing countries – in particular LDCs – and countries with economies in transition, and enhances their efforts, as well as strengthens international cooperation, in regard to the following: (a) monitoring and assessment of the evolution of the international trading system and trends in international trade from a development perspective; (b) development of capacities to establish negotiating priorities, negotiate and implement bilateral, regional and multilateral trade agreements and ensuring coherency between them; (c) improving the utilization of trade preferences and making them more predictable; (d) increasing participation in global services production and trade; (e) assessing the potential benefits and opportunities of trade and migration; (f) WTO accessions and their follow-up related activities; (g) trade and development aspects of intellectual property; (h) facilitating economic cooperation among developing countries and South–South trade, including through the Global System of Trade Preferences among Developing Countries; (i) strengthening analytical capacity for policymaking, trade negotiations and integrating trade and development concerns into national development plans and poverty reduction strategies; (j) addressing non-tariff barriers; (k) promoting the use of competition law and policy as tools for achieving domestic and international competitiveness and for dealing with anti-competitive practices; (l) addressing issues at the interface between trade and environment, including those related to climate change; (m) tackling the trade and development problems associated with the commodity economy by giving due attention to all commodity sectors, including through greater intergovernmental cooperation, and enhancing its contribution to the development process and poverty reduction; (n) addressing the trade and development aspects of energy-related issues; and (o) developing and implementing trade and trade-related technical cooperation and capacity-building activities, including projects under Aid for Trade.

## Subprogramme 4

### Technology and logistics

**Objective of the organization:** to enhance the economic development and competitiveness of developing countries and countries with economies in transition through efficient trade logistics services, strengthened capacity to develop and increased access to and sustainable utilization of technology and knowledge, including information and communication technology, and training and capacity-building programmes for local institutions.

Expected accomplishments of the secretariat	Indicators of achievement
(a) Improved efficiency of trade logistics of developing countries through, inter alia, strengthening of management of transport operations and trade facilitation, development and implementation of appropriate institutional and legal frameworks, active participation of developing countries in transport and trade facilitation negotiations (Accra Accord, paras. 107, 164, 165, 166, 167 and 168);	(a) (i) Increased number of specific actions taken by developing countries to cut transport and transaction costs, to improve transport efficiency and connectivity, to establish a supportive legal framework and to promote efficient trade facilitation measures; (ii) Increased number of countries using Asycuda; (iii) Number of cooperation initiatives at the subregional, regional and international levels in the area of trade logistics;



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- (b) Improved awareness and adoption of national and international policies in the area of science, technology, innovation, as well as information and communication technologies, notably to respond to technological changes, to implement effective domestic innovation policy, to support transfer and diffusion of technology, and to strengthen North–South and South–South cooperation in harnessing knowledge and technology for development (Accra Accord, paras. 153, 158, 159, 160 and 161);
  - (b) (i) Increased number of specific actions or policy measures taken by developing countries to implement programmes to enhance the contribution of science, technology and innovation, and information and communication technology (ICT) to development, as a result of policy advice and assistance by UNCTAD, including in the context of policy reviews;

(ii) Increased number of cooperation initiatives at the subregional, regional and international level, in the area of science and technology and ICT;
  - (c) Enhanced support to the United Nations Economic and Social Council Commission on Science and Technology for Development (CSTD) to fulfill its mandates, including the follow-up to the outcomes of the World Summit on Information Society (Accra Accord, paras. 159 and 161);
  - (c) High-level participation at CSTD sessions and adoption of national and international measures on science and technology arising from Economic and Social Council resolutions;
  - (d) Enhanced knowledge and capacities in developing countries in the areas of trade and investment and interrelated issues, including e-tourism, through provision of research, teaching, training and capacity-building programmes to local institutions in developing countries (Accra Accord, paras. 162 and 163).
  - (d) Increased number of specific actions taken by developing countries to strengthen capacities of human resources and local institutions in the areas of trade and investment, and interrelated issues, as a result of UNCTAD assistance.
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## Strategy

10.13 This subprogramme is under the responsibility of the Division on Technology and Logistics. To achieve the objective, the division will aim to promote access and build capacity to develop and use technology and knowledge, and to promote the strengthening of supply capacities through access to and adoption of efficient trade logistics services. In particular, it will focus on (a) the strengthening of transport efficiency, trade facilitation and customs and legal frameworks, as well as emerging global concerns such as environment and supply chain security; (b) implementation of science, technology and innovation, and ICT programmes and policy reviews; (c) economic applications of information and communication technologies; and (d) development of capacities in the fields of trade, investment, tourism and other interrelated issues through human resources development, training and networking. It will pursue the objective by (a) carrying out timely and forward-looking research and analysis; (b) formulating policy recommendations for appropriate development strategies at the national, regional and international levels; (c) fostering dialogue for consensus-building; (d) providing technical assistance upon request, including through policy reviews; and (e) building capacities in the fields of trade, investment, e-tourism and trade logistics and the Automated System for Customs Data (Asycuda). The reports and documents prepared under the subprogramme will be widely used in connection with the

provision of advisory services, training and workshops at the national, regional and international levels. Where appropriate, they will draw upon the knowledge gained through the implementation of a wide range of technical cooperation activities, in particular through national policy reviews (notably in the areas of science, technology and innovation, and ICT).

## Subprogramme 5

### Africa, least developed countries and special programmes

**Objective of the organization:** to promote economic development and poverty reduction in Africa, LDCs and countries in special situations, and their progressive and beneficial integration into the global economy, particularly through national policies and international support measures which build productive capacities. UNCTAD will also contribute, within its mandate, “to the implementation and follow-up to the outcomes of relevant global conferences and to the achievement of internationally agreed development goals including those contained in the Programme of Action for Least Developed Countries for the Decade 2001–2010 (Accra Accord, paras. 10, 11 and 36). In response to Accra Accord paras. 37, 39 (d), 79, 89 and 90(i), and in order to identify policy options at the national and international levels on the use of trade as a more effective tool for poverty eradication, upon availability of additional resources from the development pillar, UNCTAD will undertake research activities on inter-linkages between trade and poverty.

Expected accomplishments of the secretariat	Indicators of achievement
(a) Increased range of national and international policy choices to promote African development in the areas of expertise of UNCTAD (Accra Accord, paras. 10, 41 and 195);	(a) Increased number of endorsements by member States of policy recommendations, put forward by UNCTAD. As demonstrated by statements at the Trade and Development Board, other intergovernmental deliberations and reports, as well as the adoption of such recommendations as reflected in the African countries national development strategies, development partners’ support measures, announcements in the press or direct communications with UNCTAD;
(b) Increased analytical understanding and consensus in the global economy of the development problems of countries concerned (Accra Accord, paras. 10, 39 (c), 85, 90(i), 147, 184(b, g) and 195);	(b) Increased number of endorsements of UNCTAD policy recommendation and innovative policy actions by least developed countries and their development partners, as demonstrated by statements at the Trade and Development Board or other intergovernmental deliberations, reports and adoption of such policies in the LDCs’ national development strategies and/or the development partners’ support measures, plus direct communications with UNCTAD;

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| <p>(c) Better integration of trade policies and priorities in the national development plans through the Enhanced Integrated Framework for Trade-Related Technical Assistance to Least Developed Countries (Accra Accord, paras. 90(i), 212(d), 214);</p>  | <p>(c) Increased number of countries making efforts to mainstream their trade policies and priorities into their national development plans, as well as concrete implementation of the Action Matrices of the Enhanced Integrated Framework;</p>  |
| <p>(d) Greater resilience, through action to reduce handicaps and enhance specialization, of several structurally weak, vulnerable and small economies, notably small island developing States, in the framework of the 2005 Mauritius Strategy (Accra Accord, paras. 10, 36(d), 90, 107, 212(h));</p> | <p>(d) Number of countries (small island developing States and other structurally weak, vulnerable and small economies) in which or for which measures toward greater resilience have been taken by policymakers and/or development partners, partly or entirely as a result of UNCTAD actions;</p> |
| <p>(e) Improvement in the effective participation of landlocked developing countries in the global trading system and FDI flows due to analytical work and advisory services undertaken in the framework of the Almaty Programme of Action (Accra Accord, paras. 146, 165 and 212(g)).</p>             | <p>(e) Number of landlocked developing countries that are deemed to have achieved some progress in their trade pattern, partly or entirely as a result of UNCTAD actions.</p>   |
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## Strategy

10.14 This subprogramme is implemented under the responsibility of the Division for Africa, Least Developed Countries, and Special Programmes. To achieve the objective of the subprogramme, the division will focus on identifying and understanding the economic development problems specific to the countries concerned through policy analysis and research including research on inter-linkages between trade and poverty and will play an advocacy role in promoting consensus in the international development community on the policy measures that best address such development problems. It will also “examine new and long-standing issues which can foster a better understanding of the feasible ways and means of ensuring that the positive impact of globalization and trade on development is maximized (Accra Accord, para. 9), from the perspective of the African continent, of the least developed countries, small island developing States, landlocked developing countries and other structurally weak, vulnerable and small economies” (Accra Accord, paras. 10 and 11). This will involve identification of new issues and approaches as well as greater interactions with research institutes in the countries concerned as well as development partners. The research output will be linked closely to the provision of advisory services, training, workshops and lectures, with a view to improving human and institutional capabilities. It will also seek to sensitize development partners to the specific needs of these countries and ways to meet them. The division will continue to support relevant countries in their efforts to take maximum advantage of their respective United Nations statuses, and by doing so, to avoid increased marginalization from the global economy and reduce poverty. This will involve support towards enhancing productive capacities and building resilience to adverse external influences. In addition, the subprogramme will contribute, particularly to the implementation of the programme of Action for LDCs (Accra Accord, paras. 11 and 41) and in the build-up to the Fourth United Nations Conference on the Least Developed Countries. It will also proactively identify, elaborate and build consensus around more effective international support

measures that reflect special trade and development problems of LDCs and emerging changes in the global economy for adoption at the Fourth United National Conference on the Least Developed Countries. Similar efforts will be made in support of Africa and countries in special situation including provision of services in support of the New Partnership for Africa's Development (NEPAD) and various intergovernmental and inter-agency initiatives with regard to Africa. UNCTAD's technical cooperation activities will be coordinated, taking into account the specific needs of these countries and through participation in the Enhanced Integrated Framework for Trade-Related Technical Assistance to Least Developed Countries and the Aid for Trade Initiative. In addition, the subprogramme will contribute to the implementation of the Brussels Programme of Action for the Least Developed Countries for the Decade 2001–2010, the Almaty Programme of Action addressing the Special Needs of Landlocked Developing Countries within a New Global Framework for Transit Transport Cooperation for Landlocked and Transit Developing Countries, and the Barbados Programme of Action for the Sustainable Development of Small Island Developing States, including the outcome of its review at the international meeting held in Mauritius. In order to ensure coherence and consistency, this subprogramme will coordinate and cooperate with other subprogrammes on the sectoral work relating to the groups of countries concerned.

## Subprogramme 6

### Operational aspects of trade promotion and export development

**Objective of the organization:** to foster sustainable human development and contribute to achieving the Millennium Development Goals in the developing and transition economies through trade and international business development.

Expected accomplishments of the secretariat	Indicators of achievement
(a) Strengthened integration of the business sector into the global economy through enhanced support to policymakers;	(a) (i) Increased number of export development strategies developed and implemented, including the number of cases in which trade is integrated into national development strategies as a result of International Trade Centre support in enabling decision makers to develop effective trade development programmes and policies; (ii) Increased number of country networks having generated multilateral trading system-related activities through the support of the International Trade Centre in enabling decision makers to understand business needs and create an environment conducive to business; (iii) Increased number of cases in which country negotiating positions have been enriched through analytical input and business sector participation, with the support of the International Trade Centre, in enabling decision makers to integrate business dimensions into trade negotiations;

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| (b) Increased capacity of trade support institutions to support businesses;  | (b) (i) Increased number of trade support institutions having improved their ranking on the International Trade Centre trade support institutions benchmarking scheme through Centre support;                   |
|  | (ii) Increased number of policy proposals having been presented by technical support institutions to the competent authorities involving International Trade Centre support;                                    |
| (c) Strengthened international competitiveness of enterprises through International Trade Centre training and support. | (c) (i) Increased number of enterprises enabled to formulate sound international business strategies through International Trade Centre training on export management issues, delivered directly or indirectly; |
|  | (ii) Increased number of enterprises enabled to become export-ready through International Trade Centre training activities focusing on export-readiness, delivered directly or indirectly;                      |
|  | (iii) Increased number of enterprises having met potential buyers and, as a result, having transacted business through International Trade Centre support.  |
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## Strategy

10.15 The International Trade Centre bears substantive responsibility for the implementation of the subprogramme. Its strategic thrust is in line with the mandate accorded to it by the Economic and Social Council in its resolution 1819 (LV), by which the Council recognizes the Centre as the focal point for technical assistance and cooperation activities in the export promotion field within the United Nations system of assistance to developing countries. The subprogramme will focus on the implementation of international development goals, including those contained in the Millennium Declaration, and to the follow-up of the 2005 World Summit Outcome. It will also contribute to the implementation of the Programme of Action for the Least Developed Countries for the Decade 2001–2010, the Monterrey Consensus, the Johannesburg Declaration on Sustainable Development and the Declaration of Principles and the Plan of Action of the Tunis World Summit on the Information Society. The subprogramme will play an important role in furthering the implementation of the World Trade Organization Doha and Hong Kong (China) Ministerial Declarations, in particular by involving the business community in trade negotiations and explaining to it the implications of the multilateral trading system for the business sector.

10.16 The strategic objective of the subprogramme is to assist developing countries and economies in transition to enhance their international competitiveness, increase exports and improve import operations with a corresponding impact on employment and poverty reduction. In pursuing its objective, the subprogramme will build on results achieved and lessons learned in the biennium 2008–2009. In its continued efforts to address the Millennium Development Goals, the subprogramme

will scale up its innovative approaches to link poor producers to global value chains and international markets to ensure the sustainability of poverty reduction initiatives. Focus will be placed on work with small and medium-scale enterprises in sectors with possibilities for strong backward linkages with the informal sector. Priority will be given to the development of innovative forms of cooperation and alliances with new partners to address sustainable trade development for the Millennium Development Goals, including the corporate sector, academia, non-governmental organizations and other development actors, through, in particular, enhanced partnerships in the areas of poverty reduction and gender equality. The subprogramme will continue to involve its country programme partners in monitoring progress against the Millennium Development Goals, targets and indicators, and in measuring results and the contribution of the International Trade Centre to the goals.

10.17 To achieve its expected accomplishments, the International Trade Centre will pursue its mission by enabling small business export success in developing countries by providing, with partners, sustainable and inclusive trade development solutions to the private sector, trade support institutions and policymakers. The Centre will focus its activities around the following five main strategies: (a) export strategy: to further enable decision makers to set priorities, design and implement coherent export development plans that reflect the dynamic requirements of the market; (b) business in trade policy: to reinforce Centre efforts to enable policymakers to integrate the business dimension into trade policies, as well as regional and multilateral negotiations, resulting in capacities created to design and implement trade policies that reflect business needs; (c) trade support institution strengthening: to enable trade support institutions to deliver enhanced services to small and medium-scale enterprises and Governments, resulting in greater export impact of such enterprises and the ability of trade support institutions to provide sustainable trade capacity-building; (d) trade intelligence: to continue building the capacity of clients in the production of trade information and customized trade analysis, using Centre products and tools, enabling policymakers, trade support institutions and small and medium-scale enterprises to make more informed decisions, and trade support institutions to produce and disseminate trade intelligence services effectively; and (e) exporter competitiveness: to enable existing and potential exporting small and medium-scale enterprises to strengthen their export performance and increase their market share, resulting in enterprises understanding market constraints and able to design products and implement successful international marketing approaches.

10.18 Additional partnerships and key strategic alliances will continue to be sought to complement the fields of expertise of the International Trade Centre and to allow for increased delivery in sectors and regions where demand has surpassed the Centre's ability to deliver. To achieve greater impact, the Centre will continue with the trend of developing larger integrated programmes with a critical mass and based on countries' needs. Partnerships, which are critical to success, will be strengthened with existing and new donors and with such other international organizations as UNCTAD and WTO, with which the Centre is organically linked, as well as the United Nations Industrial Development Organization, the World Bank, the regional development banks, the African Union, the United Nations regional commissions and the United Nations country programmes.

## Legislative mandates

### *General Assembly resolutions*

2297 (XXII)	International Trade Centre
55/2	United Nations Millennium Declaration
55/279	Programme of Action for the Least Developed Countries for the Decade 2001-2010
56/210	International Conference on Financing for Development
57/253	World Summit on Sustainable Development
58/201	Almaty Programme of Action: Addressing the Special Needs of Landlocked Developing Countries within a New Global Framework for Transit Transport Cooperation for Landlocked and Transit Developing Countries
59/209	Smooth transition strategy for countries graduating from the list of least developed countries
60/1	2005 World Summit Outcome
60/185	Unilateral economic measures as a means of political and economic coercion against developing countries
60/209	Implementation of the first United Nations Decade for the Eradication of Poverty (1997–2006)
60/252	World Summit on the Information Society
62/137	Follow-up to the Fourth World Conference on Women and full implementation of the Beijing Declaration and Platform for Action and the outcome of the twenty-third special session of the General Assembly
62/161	The right to development
62/179	New Partnership for Africa's Development: progress in implementation and international support
62/182	Information and communication technologies for development
62/184	International trade and development
62/185	International financial system and development
62/186	External debt and development: towards a durable solution to the debt problems of developing countries
62/187	Follow-up International Conference on Financing for Development to Review the Implementation of the Monterrey Consensus
62/189	Implementation of Agenda 21, the Programme for the Further Implementation of Agenda 21 and the outcomes of the World Summit on Sustainable Development
62/191	Follow-up to and implementation of the Mauritius Strategy for the Further Implementation of the Programme of Action for the Sustainable Development of Small Island Developing States

62/199	Globalization and interdependence
62/201	Science and technology for development
62/203	Third United Nations Conference on the Least Developed Countries
62/204	Groups of countries in special situations: specific actions related to the particular needs and problems of landlocked developing countries: outcome of the International Ministerial Conference of Landlocked and Transit Developing Countries and Donor Countries and International Financial and Development Institutions on Transit Transport Cooperation
62/208	Triennial comprehensive policy review of operational activities for development of the United Nations system
62/209	South–South cooperation

*Economic and Social Council resolutions*

1819 (LV)	United Nations export promotion programmes
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*Trade and Development Board resolutions*

TD/386	Plan of Action
TD/387	Bangkok Declaration: Global Dialogue and Dynamic Engagement
TD/412	Part I: UNCTAD XI — The Spirit of São Paulo Part II: The São Paulo Consensus
TD/B(S-XXIII)/7	Agreed outcome of the Mid-term Review
TD/L.413	The Accra Declaration
TD/L.414	The Accra Accord

*World Trade Organization resolutions (subprogramme 6)*

WT/MIN (01)/DEC/1	Ministerial Declaration
WT/MIN/05/DEC	Doha Work Programme: Ministerial Declaration

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