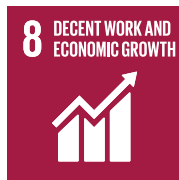


## EMPOWERING PEOPLE, INVESTING IN THEIR FUTURE

The transformative 2030 Agenda for Sustainable Development is a plan of action for people, the planet and prosperity. It aims to end poverty in all its forms and improve human well-being. The successful implementation of the 2030 Agenda and the achievement of the Sustainable Development Goals require, on the one hand, sound strategies and policies by Governments and, on the other hand, the active participation of all people from different sectors of society, including local authorities, farmers, business and industry and non-governmental organizations. To support policymaking and the effective participation of people in this new development process, it is essential to strengthen their skills and update their knowledge bases through capacity-building activities. UNCTAD has developed well-targeted technical assistance programmes, including training, to build capacity for various stakeholders, including policymakers, academic institutions, SMEs and port operators in developing countries. Furthermore, UNCTAD supports developing country policymakers in mainstreaming gender equality in trade policy and empowering women in trade.





# TRADE, GENDER AND DEVELOPMENT

## GENDER MAINSTREAMING: A PATH TO INCLUSIVE DEVELOPMENT



### GLOBAL CONTEXT

Economic growth, as well as inclusive sustainable development, requires women's empowerment. Some 70 per cent of the people living in extreme poverty are women. Globalization through increased trade and investment has been associated with rising employment and entrepreneurial opportunities for women. In some cases, however, it has exacerbated existing gender inequalities and worsened women's economic and social status. One key reason for this is that trade policies, as well as economic policies more generally, have long been gender-blind – they do not factor in the effects of different policies on women as a distinct and often disadvantaged group in the economy.

Mainstreaming gender into trade policy involves assessing the impacts of trade policies on the well-being of women and men. Such an assessment helps in the following:

- (a) Better understanding the specific challenges and opportunities that women face from markets
- (b) Designing and implementing complementary policies aimed at maximizing opportunities for women;
- (c) Facilitating women's access to more competitive markets.

UNCTAD has been conducting analytical work on gender and trade policy since the early 2000s. This extensive experience in accompanying and monitoring the gender dimension of trade led to the establishment in 2010 of a dedicated work programme on mainstreaming gender in trade policy. The programme conducts country and regional studies and training activities, specifically designed to address the persistent lack of awareness, data, analysis, representation and action on women's empowerment in trade and trade policy.



### WHAT ARE SOME STEPS TOWARDS MAINSTREAMING GENDER?

Programme activities are aimed at building the human and institutional capacities of key national stakeholders – policymakers and trade practitioners – to mainstream gender in trade policies. Activities encompass country and regional studies, a teaching package and a trade and gender toolbox.

Country and regional studies contain an analysis of the country's or region's trade flows that identifies sectors that have been positively or negatively affected by trade and market opening, their repercussions



### PROGRAMME FACTS AND FIGURES

**Scope:** All regions

**Start date:** 2010

**Reviews per year:** 2 (average)

**Country studies:** 7

**Regional studies:** 2

**Online courses:** 4

**Trade agreements analysed through the Trade and Gender Toolbox methodology:** 1

**Website:** [unctad.org/gender](http://unctad.org/gender)



**Sustainable Development Goals addressed:**

**Directly:** 5 and 8

**Indirectly:** 1, 10 and 17



### DONORS/ FUNDING SOURCE

**Current:** Finland, Sweden, United Nations Development Account and Trade Mark East Africa

**Past:** Norway

on women, especially in the labour market, and the existing scope for using trade policy – and complementary policies – as a tool for gender equality and women’s empowerment. The studies also consider the bilateral, regional and multilateral agreements to which a country is a party. Country and regional studies are initiated at the request of Governments. The counterpart ministry or agency is involved throughout the process and takes ownership of the policy recommendations.

The teaching package on trade and gender aims to strengthen understanding of the links between trade and gender and the capacities to formulate gender-sensitive trade policies. It targets academics, policymakers and representatives of civil society involved in research, teaching, policy formulation and implementation or in field work on trade and gender. The teaching package consists of a training manual and online courses, namely a standard course addressed to stakeholders in all developing regions and region-focused courses that address trade and gender issues within a specific economic grouping. The standard course contains three modules and spans seven weeks, and the regional courses contain an additional teaching module and span eight weeks. To date, UNCTAD has developed an online regional course for the member countries of the Common Market for Eastern and Southern Africa and is developing two additional regional courses for the East African Community and SADC.

The trade and gender toolbox is the first attempt to provide a systematic framework to evaluate the impact of trade reforms on women and gender inequalities prior to their implementation. The methodology has been applied to date to a specific trade agreement, namely the Economic Partnership Agreement between the European Union and the East African Community, and is used to assess the likely impact of the Economic Partnership Agreement, mainly through employment, on gender equality and the well-being of women in Kenya, a partner country in the East African Community. The same methodology can be used to assess the gender-related impacts of any other trade agreement or trade reform in other countries. This form of ex ante gender analysis aims to answer the question: what may happen to women if a given trade policy is implemented?



## RESULTS AND IMPACT AT A GLANCE

- The UNCTAD programme on trade, gender and development has been under way for some seven years. There are thus now indications of enhanced capacity at the national level to include gender considerations in the formulation of trade policy in Bhutan, Cabo Verde, Rwanda and Uruguay. For example, in October 2016, Uruguay signed a free trade agreement with Chile that incorporates

a gender chapter. The free trade agreement recognizes the importance of gender mainstreaming for achieving inclusive economic growth and the key role that gender equality policies can play in fostering socioeconomic development. Some of the provisions align with the priority areas for policy action identified by UNCTAD to strengthen women’s productive participation in the economy of Uruguay, showing that concrete steps have been taken at the national level to ensure that gender considerations are factored into trade policy formulation.

- Three iterations of the standard online course on trade and gender were offered in 2015, 2016 and 2017. Of 338 participants, 233 graduated – 148 women and 85 men – from all developing regions.
- A regional course for the Common Market for Eastern and Southern Africa was held in 2017. Of 73 participants from 13 partner countries, 50 graduated. All participants agreed that the courses had met or exceeded their expectations and enhanced their knowledge of trade and gender links, with a number noting that the relationship between trade and gender was new to them and that the courses had helped them to learn more. According to the feedback received, the courses had succeeded in preparing participants to conduct their own research on the topic and/or incorporate trade and gender-based concepts into their teaching and policy-related work.

*“Dear Secretary-General Kituyi, . . . Your firm personal commitment and the excellent achievements of your collaborators to establish clear links between trade policy, gender equality and women’s economic empowerment mark a milestone in the nexus of human rights and trade. . . I am impressed with how much you and UNCTAD have accomplished in this area”.*

Minister for European Affairs and Trade, Sweden



# ENTREPRENEURSHIP DEVELOPMENT

## HELPING SMALL ENTERPRISES TO GROW SUSTAINABLY



### GLOBAL CONTEXT



SMEs are key engines of economic growth. They are dynamic, adaptable and flexible and have an innovative capacity that makes them a cornerstone of ongoing economic reforms in developed and developing countries alike. SMEs make significant economic contributions through outputs, employment, new job creation and innovation. In most countries, they account for over half of the total share of gross domestic product. Their share in the number of registered companies is typically much higher, reaching 90–95 per cent in nearly all countries. The importance of SMEs for large companies, both as subcontractors and sellers of their products, has been constantly increasing. For SMEs to benefit more from globalization, however, they need assistance to realize trade and investment opportunities and to become internationally competitive.

Empretec – the UNCTAD Entrepreneurial Development Programme – is a capacity-building programme that promotes the creation of a one-stop centre for enterprise creation and development, in particular for SMEs in developing countries and countries with economies in transition. Since 1988, the Empretec Programme has helped to foster entrepreneurship capabilities and the growth of internationally competitive SMEs in developing countries and countries with economies in transition. The Programme is focused on promoting public–private partnerships and aims to develop sustainable mechanisms to release entrepreneurial potential and provide business development services for local SMEs. The UNCTAD Business Linkages Programme, as a multi-stakeholder initiative that grew out of Empretec, goes a step further for SMEs by transforming linkages between SMEs and transnational corporations into sustainable business relationships.

UNCTAD also provides technical assistance and capacity-building support to a number of developing economies, including advice and training, to inform and guide the development and implementation of national entrepreneurship policies, strategies and action plans, based on the Entrepreneurship Policy Framework of UNCTAD.



### HOW DOES THE EMPRETEC PROGRAMME WORK?

The Empretec Programme operates through a network of centres in 40 countries. Certified local trainers ensure that training is delivered on the ground in Arabic, English, French, Portuguese, Romanian, Spanish and Swahili. The Programme encompasses the following four elements:

- Entrepreneurship reviews and advisory reports;
- Intergovernmental peer reviews;
- Installation of Empretec centres and follow-up technical assistance;
- Follow-up services to entrepreneurs.

Entrepreneurs benefit from follow-up services provided by established



### PROGRAMME FACTS AND FIGURES

**Scope:** All regions

**Start date:** 1988

**Countries assisted:** 40

**Entrepreneurs trained:** 422,000

**Empretec trainers:** 600 (1988–2017)

**Website:** [unctad.org/empretec](http://unctad.org/empretec)



**Sustainable Development  
Goals addressed:**

**Directly:** 4 and 8



Empretec centres that involve assistance with business health checks, business plan formulation, public–private sector partnerships and business linkages with transnational corporations through the UNCTAD Business Linkages Programme.

By means of the Business Linkages Programme, UNCTAD plays not only the role of intermediary, it also improves the productivity and efficiency of local suppliers through training, mentoring, information exchange, quality improvements, innovation and technology transfer. In addition, UNCTAD assists Governments and other stakeholders in building an enabling policy environment and supports networks of business development and other service providers.

The Entrepreneurship Policy Framework identifies policy objectives and options in the form of recommended actions designed to aid Governments in the practical formulation and targeting of national entrepreneurship strategies and action plans. Beneficiaries have included Cameroon, the Dominican Republic, Ecuador, El Salvador, the Gambia and the United Republic of Tanzania. Advisory services are delivered to facilitate Entrepreneurship Policy Framework implementation efforts. To date, 10 countries have successfully utilized the Entrepreneurship Policy Framework in the implementation of national entrepreneurship policies.



## RESULTS AND IMPACT AT A GLANCE

- Business performance indicators measured in some beneficiaries in Jordan showed that 72 per cent of participants started a business within the eight months following attendance at an Empretec training course and, within the same timeframe, the number of jobs created by participants in the survey was on average 2.6 per business.
- A training assessment conducted in 2016 by the Brazilian Empretec centre, Sebrae, of 3,000 participants who attended a workshop in the previous year showed positive ratings for the Empretec training in satisfaction and usefulness (the average score was 9.1 out of 10 points).
- Mechanisms to promote public–private sector dialogues have been established in six countries, namely Cameroon, the Dominican Republic, Ecuador, El Salvador, the Gambia and the United Republic of Tanzania.
- A sustainable institutional framework to monitor the implementation of an action plan has been developed in Ecuador with an online tool; core indicators show that 300 new firms have been established, 1,000 jobs have been created and \$9 billion in exports has been generated.
- In the United Republic of Tanzania, the national business linkages programme, implemented in cooperation with the Investment Centre, has assisted 565 farmers in tomato, coffee and dairy value

chains. An assessment carried out on tomato growers showed that 75 per cent of trained farmers adopted improved tomato breeds, which translated into an increase in average productivity per acre from 16,000 kg (local breeds) to 40,000 kg (improved breeds). Another assessment showed that, following UNCTAD assistance, milk suppliers were able to reduce the fluctuation in production volumes between dry and rainy seasons, and became more attentive to quality control protocols.

- In Mozambique, the national business linkages programme, in cooperation with the National Centro de Promoção de Investimentos and Enterprise Mozambique Foundation as its main local counterparts, benefited 43 farmers who diversified their sources of income and learned how to run their farms as a business; their annual income increased from an average of \$300 to \$700.

*“Under the framework [of] Entrepreneurship Policy Framework implementation, two important elements have been identified as best practice. First, the involvement of the private sector in implementing entrepreneurship policy. Secondly, the creation of a venture capital fund aimed at strengthening the competitiveness of SMEs and their participation into value chains.”*

Mr. Eduardo Egas, Minister of Industry and Productivity, Ecuador

*“From what I have learnt from the Empretec workshop, I have managed to get more customers, improved on diversity and moved on a number of projects that previously I could not attempt. I was very motivated when I won the first prize at the Empretec workshop, having the highest profits in the business creation exercise.”*

Mr. Davies Mendulo Sinyinza, Empretec graduate, Zambia



## DONORS/ FUNDING SOURCE

**Current:** Multi-donor/Cross-cluster Trust Fund on Capacity-building in Investment for Development

**Past:** Finland, Italy, Portugal, Spain, Sweden and Switzerland

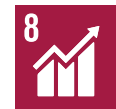


## TRAIN FOR TRADE

### STRENGTHENING KNOWLEDGE AND SKILLS FOR INCLUSIVE SUSTAINABLE ECONOMIC DEVELOPMENT



#### GLOBAL CONTEXT



With a view to supporting the development of inclusive and sustainable economic growth, the UNCTAD Train for Trade Programme proposes tailored technical assistance to best meet countries' needs in key areas pertinent to trade. The Programme aims to develop local capacities and knowledge and skills, to empower countries to reap the benefits of international trade. The Programme promotes national ownership, supports South–South and triangular cooperation and leads to poverty reduction. Specifically, the Programme helps developing countries in building sustainable networks of knowledge, developing trade-oriented policies to reduce poverty and promoting ICT solutions and innovative thinking, to enhance the capacities of international trade players.

In recent years, the Train for Trade Programme has enlarged its scope, with recognized expertise in international trade and port management. With regard to international trade, the Programme covers a number of interrelated areas, such as the following:

- E-commerce, including issues such as the legal aspects of e-commerce, digital authentication and best practices in the use of e-commerce by practitioners;
- Trade statistics, including statistics on international trade in services, international merchandise trade and FDI;
- Competition law and consumer protection.

The Port Management Programme aims to support port communities with efficient and competitive port management services, to increase trade flows and foster sustainable economic development.



#### HOW DOES THE TRAIN FOR TRADE PROGRAMME WORK?

The Train for Trade Programme is based on a pedagogical methodology, including the training of trainers, coaching and blended learning. The Programme provides countries with a public–private partnership model, sustainable training and capacity-building, a talent management scheme and a systematic methodology combining blended learning and digital technology.



#### PROGRAMME FACTS AND FIGURES

**Scope:** All regions

**Start date:** 1996

**Countries assisted:** 50

**Persons trained:** 5,000 professionals and 300 certified trainers

**Website:** [tft.unctad.org](http://tft.unctad.org)

**Electronic learning platform:** [learn.unctad.org](http://learn.unctad.org)



**Sustainable Development  
Goals addressed:**

**Directly:** 8 and 9

**Indirectly:** 1, 14 and 17

With regard to port management, it offers worldwide networks of port entities, value added solutions in port communities (case studies), modern port management courses (240 hours over two years) and port performance measurements.

## RESULTS AND IMPACT AT A GLANCE

Since 1996, the Train for Trade Programme has been active in more than 50 countries, with 150 face-to-face and electronic learning courses delivered, training more than 5,000 professionals. The Programme includes 300 certified trainers and proposes training and capacity-building based on research and analysis, with six publications, and empirical evidence, based on more than 700 case studies. It is supported by four language networks, allowing for worldwide coverage.

The European Union classified the Train for Trade methodology of project management and blended learning delivery as a best practice, following an evaluation of a Train for Trade project in Angola. The Government of Ireland, the main donor of the Port Management Programme, has stated that the partnership between Irish Aid, ports in Ireland, UNCTAD and beneficiary ports is an example of a best practice in development cooperation.

*"[The] Train for Trade Programme is putting ports around the world in one village where information becomes power and tools for development and modernization of our ports."*

Mr. Hebel Mwasenga, Ports Authority,  
United Republic of Tanzania



### DONORS/ FUNDING SOURCE

**Current and past:** Beneficiary countries in Asia, Africa and Latin America and Caribbean; European Union

Some results of the Train for Trade Port Management Programme are as follows:

- Establishment of four language-based port networks (English, French, Portuguese and Spanish);
- Development of advisory services, involving 34 countries and over 200 port community entities;
- Training of 3,297 port managers;
- Organization of 100 national training and capacity-building cycles;
- Organization of 67 workshops for the training of trainers;
- Issuance of 1,240 UNCTAD port certificates.

## A Programme built on strong partnerships

