

# Train for Trade II

EU-UNCTAD joint Programme for Angola



Commercial  
diplomacy

1st Training Workshop

## Regional Trade Integration and Economic Development of Angola: Policy, Negotiations and Analytical Tools

Luanda, Angola, 29 October–1 November 2018

### BACKGROUND AND METHODOLOGY OF THE TRAINING<sup>1</sup>

Trade, complemented with strong supply, production, export diversification, value addition and human and institutional capacities can be an important tool for development in Angola. When global commodity, especially oil, prices are favorable, Angola's export receipts are substantial. In 2012, exports of goods and services to the world totaled \$71.6 billion and imports \$45.9 billion, posting a trade surplus of \$25.7 billion. It means that exports' contribution to the Gross Domestic Product (GDP) was a staggering 56 per cent and imports 36 per cent in 2012. The global downturn of prices has reversed this trend: as of 2016, trade declined to \$28.8 billion in exports and \$28.5 billion in imports.

Regional markets, facilitated by trade integration, can provide an alternative for Angola, helping cushion some of the negative effects of global prices and building economic resilience. Nevertheless, Angola's participation in intra-Africa trade is minimal considering that its total intra-Africa exports of goods is only about \$1.3 billion compared to its exports to the rest of the world or outside Africa of about \$31.7 billion. Of total intra-Africa exports of goods of \$65.8 billion in 2017, Angola accounted for only 2 per cent. Its exports of petroleum oils in Africa accounts for 98 per cent of its total which is indicative of limited export diversification.

In line with this priority and the country's new National Development Plan (2018-2022), the course will focus on the role of regional trade integration in achieving Sustainable Development Goals (SDGs) and, in turn, how SDGs can contribute to better integration at both regional and global levels, through enhanced trade policy formulation and implementation, better negotiating capacities and export diversification.

The first capacity building and training workshop of the Commercial Diplomacy component is under the EU-UNCTAD joint Programme of Support for Angola: Train for Trade II. This component will build capacity for Angolans in trade policy-making, negotiations, and in understanding and using trade in goods statistics and market access information including customs tariff and non-tariff measures and tools for trade analysis.

The training will provide relevant trade content, covering Angola's participation in intra-Africa trade, membership in SADC, TRIPARTITE and the AfCFTA and how they impact Angola's trade and development. The sessions will present several trade databases and analytical tools and examples showing the type of analysis, including how to understand and use trade data to support Angola in its promotion of trade as one practical way of contributing to economic development.

<sup>1</sup> The figures presented below are estimates from UNCTADstat.

CONCEPT NOTE



## BACKGROUND AND METHODOLOGY OF THE TRAINING (CONTINUES)

The training will use PowerPoint presentations for introduction of topic followed by focused group discussions, practical, highly interactive, one case study, and action-oriented with hands-on training around selected main topics and questions for participants to provide answers. Each session will last 30 minutes or 1 hour. The morning session will introduce the topic followed by participants' focused group discussions and targeted questions for them to provide answers in the afternoon session.

Participants will be encouraged to identify, assess, and provide a solution to some trade policy challenges confronting them. Each presentation will be followed by two group sessions which, using a facilitator will prepare answers to questions listed in the program and present them. In addition, there is one case study whereby the two groups will prepare inputs to a speech for the Minister of Trade for posting Ambassadors into Embassies to promote trade by use of statistics.

## OUTPUTS AND GOALS

- Contribute, in long term, to better integrate Angola in international and regional markets;
- Improve trade policy formulation and trade negotiating skills in international and regional trade agreements;
- Improve knowledge and ability to use trade data and trade regulations to diversify and add value to exports; and
- Strengthen capacities to formulate and implement effective trade policies.

## SELECTION CRITERIA FOR PARTICIPANTS

The target participants are trade policy makers and technical staff from all relevant Ministries, negotiators of multilateral and regional agreements, parliamentarians, trade researchers and academics, trade regulators, customs officials dealing with tariffs and trade data, private sector and NGOs. Angola's Embassy experts in trade, exporters and importers as well as other trade professionals covering promotion of trade shall also benefit from this training.

It is expected that the same participants will attend all training courses on a regular basis and are working on trade policy, regional integration and Embassy trade issues. Identification of about 50 potential candidates will be prepared by Dr. Rui Livramento, Director, International Cooperation Division, Ministry of Commerce (MINCO).

It is expected that a list of 50 participants will be selected by the Government and given to UNCTAD for final selection based on work experience and education related to trade policy formulation, negotiations, trade analysis, knowledge of tariff and non-tariff measures, potential and ability in promoting trade in Embassies.

## LOGISTICS INFORMATION FOR PARTICIPANTS

The training is proposed to take place from 12–15 November 2018 at Hotel Diamante, Luanda, from 9:00–12:00 (morning sessions) and 15:00–17:00 (afternoon sessions).

Participants must bring their own laptops to each session. Diplomas will be issued to participants with a minimum of 80 per cent attendance in training.

PowerPoint presentations and any other materials translated into Portuguese will be provided to participants at least two weeks before the meeting. The training will use Angolan facilitators among participants.

The sessions will be presented in English with translation into Portuguese, as well as in Portuguese, by those who speak Portuguese.



## TRAINING CONTENT

1. The role of trade in Angola's new National Development Plan;
2. Trade policy and Angola's participation in Africa's regional trade agreements;
3. Understanding why Angola is not member of SADC Trade Protocol;
4. Role of private sector and NGOs in promoting regional integration for Angola;
5. Angola's trade performance in regional trade groups and continental free trade area and policy tools for improvement;
6. Intra-Africa trade and Angola's contribution, benefits and challenges;
7. Appraisal of Africa Continental Free Trade Area (AfCFTA) and its potential benefits or challenges for Angola;
8. Balancing trade liberalization with supply capacity;
9. Helping Angolan stakeholders to understand and use statistics to promote trade in Embassies;
10. Understanding and using trade in goods statistics and market access information including customs tariff and non-tariff measures and tools for trade analysis;
11. Presentation of the main databases and tools (UNCOMTRADE, WITS and UNCTADstat). used to access trade statistics and market access information;
12. Hands-on training on how to extract data from those databases; and
13. Explain about importance of reporting trade data for trade policy-making by Government.

## TECHNICAL REQUIREMENTS

In this seminar, it is extremely important that participants have access to a computer, connected to the internet. To access trade statistics through on-line tools, such as WITS and UNCTADStat, a good high-speed internet connection is necessary.

## TRAINERS

### 1. Mr. Edward Chisanga, Economic Affairs Officer, UNCTAD

Mr. Edward Chisanga worked in Zambia's Ministry of Trade on multilateral and regional trade integration. He has experience of over twenty years as a diplomat negotiating multilateral and regional trade integration and as UNCTAD official supporting developing countries, African countries and least developed countries in capacity building in trade negotiations, trade policy formulation and implementation for improved trade and development.

### 2. Mr. Samuel Munyaneza, Economic Affairs Officer, UNCTAD

Mr. Samuel Munyaneza has been a staff member of the UNCTAD secretariat for over 20 years, always specializing in the development and dissemination of databases and information systems of trade and market access data. He has in-depth knowledge of the technical issues related to trade negotiations and research in tariff and other market access conditions and has vast experience in conducting trainings and workshops in developing countries. He holds a Master's degree in applied Statistics from Michigan State University, United States of America.

### 3. Mr. Gilberto António, Multilateral Assistant, Permanent Mission of Angola

Mr. Gilberto D.F. António has been working as a multilateral assistant of Angola Mission to the WTO since 2010, dealing –among others– with the multilateral trade negotiations. He was the focal point of the ACP Group for Regional Trade Agreements. He is the author of several books on trade, among which the WTO Agreements and Trade Facilitation and Other Decisions of Bali, Angolan Perspective. He holds a Master of Sciences in Statistics from the University of Neuchâtel, Switzerland, and two degrees in Economics and Political Sciences, both from the University of Geneva, Switzerland.

## CONTACTS

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