

# 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  
National School of Administration - ENAD

### DAY 1 – Monday 29 October 2018

#### Morning session

08:00–08:45 **Registration and morning coffee**

09:00–09:50 **Opening plenary session**

*Words of Circumstance:* H.E. Mr. Tomás Ulicny, Ambassador, Head of Delegation of the European Union in Angola

*Opening Address of the Workshop:* H.E. Dr. Amadeu Leitão Nunes, Secretary of State for Trade, Angola

*Presentation of the book “Angola’s Graduation of LDCs, Perspectives and Challenges”:* Dr. Adelino Muxito, Project Coordinator, UNCTAD / Gilberto António

09:50–10:10 **Coffee break**

10:10–10:40 **Presentation of the objectives of the seminar**

*Trainer:* Edward Chisanga, Economic Affairs Officer, UNCTAD

10:40–11:10 **EU Graduation Processes: the case of Angola**

*Guest speaker:* Dr Marta Brites, Deputy Head of Cooperation, Delegation of the European Union to Angola

11:10–11:40 **Trade Policy and the Industrialization of Angola in the Context of Regional Integration**

*Guest speaker:* Ministry of Industry (TbC)

11:40–13:30 **Lunch break**

#### Afternoon session

13:30–14:30 **Part 1: Introduction to “Trade Policies and Regional Trade Agreements, Trade and Development: Angola in SADC”**

*Trainer:* Edward Chisanga, Economic Affairs Officer, UNCTAD

PROGRAMME



UNITED NATIONS  
UNCTAD



EUROPEAN UNION





## Commercial diplomacy

### DAY 1 – Monday 29 October 2018 (Continued)

#### Part 2: Dialogue with participants

Groups 1 and 2: each group selects a facilitator and a presenter and answer to questions for 30 Minutes

Each facilitator presents for 10 minutes

Guiding Questions:

- Appoint all African regional groups to which Angola belongs.
- For which regional group does Angola export more?
- Which regional group does the most trade come from?
- Has Angola diversified its export markets? Give reasons
- What are the dangers of not diversifying markets?
- Is the large Tripartite FTA market economically beneficial to Angola?
- What is the SADC Trade Exchange Protocol and why is not Angola a member?
- Are there intentions to participate, if so, why?
- What are the products that Angola markets in SADC and what are the implications for its integration?
- What are Angola's plans for export diversification and why?
- Angola is integrating itself in Africa and what are its main trade integration challenges?

14:30–16:30

**Interactive discussion and summary by chairman**

### DAY 2 – Tuesday 30 October 2018

#### Morning session

08:30–09:00

**Morning coffee**

09:00–09.30

**Angola's trade policy and balancing regional trade integration with supply capacity**

*Guest speaker:* Representative of the External Trade Directorate, MINCO (TbC)

09:30–10:00

**Part 1: Introduction on “The status of the AfCFTA Negotiations and Angola”**

*Trainer:* Edward Chisanga, Economic Affairs Officer, UNCTAD

10:00–11:00

**Part 2: Dialogue with participants**

Groups 1 and 2: Each Group selects a Facilitator and presenter and answer questions for 30 Minutes

Each facilitator presents for 10 minutes

Guiding Questions

- What is AfCFTA/What are main Contents of AfCFTA?
- Mention some of the narratives about Potential benefits of AfCFTA that you hear?
- How will they be translated into benefits for Angola?
- Will Angola export outside SADC in the AfCFTA? Explain
- Explain why Angola is not member of SADC Trade Protocol but signed the AfCFTA?
- What do you see as Angola's main challenges in the AfCFTA?
- How will Angola overcome those challenges and benefit from AfCFTA?
- How does Angola intend to include all relevant stakeholders in the AfCFTA and why?
- How will Angola benefit from being in the AfCFTA?
- How will Angola ensure that asymmetries in AfCFTA are balanced?
- How does Angola see relationship between RECs and AfCFTA in future?

11:00–12:00

**Interactive discussion and summary**

12:00–13:30

**Lunch**



UNITED NATIONS  
UNCTAD



EUROPEAN UNION



Republic of  
ANGOLA



## Commercial diplomacy

### DAY 2 – Tuesday 30 October 2018 (Continued)

#### Afternoon session

- 13:30–14:00 **Part 1: Introduction on “Angola’s intra-Africa trade and the AfCFTA”**  
*Trainer:* Edward Chisanga, Economic Affairs Officer, UNCTAD
- 14:00–15:00 **Part 2: Dialogue with participants**  
Groups 1 and 2: Each Group selects a Facilitator and presenter and answer questions for 30 Minutes  
Each facilitator presents for 10 minutes
- Guiding Questions
- Mention size of intra-Africa trade in goods for 2017 and Angola’s share.
  - What is the ranking of Angola in intra-Africa exports?
  - Mention Angola’s main export and import products, and, is it diversified in exports?
  - What are the main trade asymmetries and who benefits most, and how will asymmetries be addressed?
  - Compare Angola’s exports to Africa and outside Africa. Will Angola divert some exports from outside Africa into AfCFTA in future?
  - Name Angola’s main export and import products in intra-Africa trade and implications in AfCFTA.
  - How will Angola benefit from the narrative of “AfCFTA will be a combined market of \$3.4 bn GDP and \$1 billion people?”
  - What factors will make Angola benefit from the narrative, “African countries trade more in manufactured goods than primary commodities?”
- 15:00–15:30 **The role of Angola’s business sector in the AfCFTA negotiations**  
*Guest speaker:* Representative from the private sector (TbC)
- 15:30–16:00 **Interactive discussion and summary by chairman**

### DAY 3 – Wednesday 31 October 2018

#### Morning session

- 08:30–09:00 **Morning coffee**
- 09:00–09:30 **The perspectives of NGOs in Angola’s regional integration**  
*Guest speaker:* Representative of Angola Rural Development Action (ADRA) (TbC)
- 09:30–10:00 **Lessons of regional integration from Latin America**  
*Guest speaker:* Representative from ACOM (TbC)
- 10:00–10:30 **Regional integration and compatibility with WTO: AfCFTA**  
*Guest speaker:* Mr. Gilberto Antonio, Multilateral Assistant, Permanent Mission of Angola
- 10:30–12:00 **Interactive discussion**
- 12:00–13:30 **Lunch**

#### Afternoon session

- 13:30–14:00 **Part 1: Introduction on “Understanding and using trade in goods statistics to promote trade in Angola’s Embassies”**  
*Trainer:* Edward Chisanga, Economic Affairs Officer, UNCTAD





## Commercial diplomacy

### DAY 3 – Wednesday 31 October 2018 (Continued)

- 14:00–15:00 **Part 2: Case study for participants**
- Groups 1 and 2: Each Group selects a Facilitator and presenter and answer questions for 30 Minutes.
- You are asked by the Minister of Trade to prepare inputs for his speech to be submitted to the Head of State for Swearing a new Ambassadors to Portugal to go and promote trade.
- Group 1: Provide one-page bullet points stating main trade statistics that can help appointing authorities to ensure benchmarks, promote results and accountability to the new Ambassador.
- Group 2: Explain the importance of using statistics in trade promotion in Angolan Embassies. Is it necessary to integrate this model in the national trade policy and why? Each facilitator presents for 10 minutes.
- 15:00–16:00 **Interactive discussion and summary**

### DAY 4 – Thursday 1 November 2018

#### Morning session

- 08:30–09:00 **Morning coffee**
- 09:00–11:00 **The importance of data reporting for trade policy-making**
- Trainer:* Mr. Samuel Munyaneza, Economic Affairs Officer, UNCTAD
- Capacity building in understanding and using Trade in goods statistics and market access information including customs tariff and non-tariff measures and tools for trade analysis**
- Trainer:* Mr. Samuel Munyaneza, Economic Affairs Officer, UNCTAD
- 11:00–12:30 **Hands-on training on the use of the World Integrated Trade Solution (WITS) to extract trade and market access (tariff and non-tariff measures) data**
- Trainer:* Mr. Samuel Munyaneza, Economic Affairs Officer, UNCTAD
- Guiding questions/exercises:
- Identify the data availability for Angola in UNCOMTRADE (which years have been reported)
  - Identify the HS version in which data was reported for Angola.
  - Identify the main traded (exports and imports) products (at HS level) by Angola
  - Identify the main trading partners for Angola
  - Compute the average tariff applied on Angola imports
  - Identify the top 10 imported products with highest customs tariff
  - Identify the top 10 exported products by Angola and their destination
  - Identify the main trading partners (both exports and imports) of Angola in SADC region
  - Identify the main trading partners (both exports and imports) of Angola in Africa as a region
  - Identify the customs tariff imposed on those products by the country of destination
  - Identify the NTMs applied to those products in the country of destination
- 12:30–14:00 **Lunch**



UNITED NATIONS  
UNCTAD



EUROPEAN UNION



Republic  
ANGOLA



## Commercial diplomacy

## DAY 4 – Thursday 1 November 2018 (Continued)

### Afternoon session

14:00–14:30

#### Angolan expert on trade data to discuss Angola trade statistics reporting

*Trainer:* Mr. Samuel Munyaneza, Economic Affairs Officer, UNCTAD

*Guest speaker:* Representative from National Institute of Statistics

Guiding questions/exercises:

- How are trade data collected?
- Which institution (s) is (are) responsible for trade data collection and reporting?
- What the challenges in reporting trade data?
- What is the periodicity of data reporting?
- Why discrepancies between data available at the national level and data reported at the international level (UNCOMTRADE for example)?
- How can the reporting of trade data be improved?

14:30–16:00

#### Interactive discussion and conclusion

## CONTACTS

### Tamara Gregol

Programme Management Officer  
UNCTAD Geneva  
Tamara.gregoldefarias@un.org  
+41 022 917 1749

### Adelino Muxito

National Coordinator  
UNCTAD Luanda  
Adelino.Muxito@un.org  
+244 921 897 959

### Edward Chisanga

Economic Affairs Officer  
UNCTAD Geneva  
edward.chisanga@un.org  
+41 22 917 55 95



UNITED NATIONS  
UNCTAD



EUROPEAN UNION



Republic  
ANGOLA