



Commercial Diplomacy - Rules of Origin

CONCEPT NOTE

Training on Market Access and Rules of Origin for Angola under the Duty-Free Quota-Free Initiative, EU-SADC EPA and AfCFTA

MARKET ACCESS AND RULES OF ORIGIN: TRAINING OF TRAINERS PROGRAMME

Background and Methodology

UNCTAD has developed a research and capacity building program to provide policy advice and technical assistance to help LDCs Governments and firms to negotiate and comply with rules of origin (RoO) under preferential trade arrangements with a view to improving the utilization of trade preferences. Since 2006, UNCTAD has assisted LDCs on the implementation of the 2005 Ministerial Declaration adopted at the WTO Sixth Ministerial Conference (Hong Kong, China) on duty-free and quota-free market access (DFQF). The declaration called on ensuring that preferential RoO applicable to imports from LDCs are simple and transparent, and contribute to facilitating market access. UNCTAD has provided support to LDC delegations leading to the adoption of two WTO Ministerial Decisions in Bali (2013) and Nairobi (2015), respectively, on preferential rules of origin for LDCs.

In addition, UNCTAD has developed since 2014 a tailored training program for LDC government official and firms on RoO jointly with the European University Institute. This training program has been successful in training LDC Delegates at WTO and providing technical assistance upon request of the African Union during the negotiations of the AfCFTA as well as during the negotiating process of EPAs RoO.

Under the EU-UNCTAD Joint Programme for Angola: Train for Trade II, with funding by the European Union, the training program on RoO in preferential trade arrangements is extended to Angolan beneficiaries in line with the workplan for 2021, as approved by the ACOM project Steering Committee on 11 December 2020. Given the constraints posed by the COVID-19 pandemic, the first training session is envisaged in a virtual format based on the UNCTAD Handbook on Duty-Free and Quota-Free Market Access for LDCs and the GSP website. This initial training is targeted to Government officials in charge of trade policy matters and major exporting firms. The training will also discuss the main data sources for trade statistics and market access data on trade preferences.

Subsequently two additional training sessions, either virtual or in person, depending on the evolution of the COVID 19 pandemic, are planned focusing specifically on a) EPAs and b) AfCFTA rules of origin.

These two additional sessions are aimed at helping Angolan trade negotiators and customs officials to sharpen their negotiating and implementation skills and to firms to better understand how to comply with RoO and provide the public sector with the inputs to negotiate and implement FTAs.

Specific training materials will be prepared and distributed in advance to better prepare for the tailored training under (a) and (b).

To draw the maximum benefits from the training, a good understanding of trade and customs tariff data is necessary and it is suggested that the participants enroll and successfully complete [prior to the UNCTAD training](https://wtolearning.csod.com/) the WTO online course on Rules of Origin available at <https://wtolearning.csod.com/>.

The training on RoO in preferential trade arrangements will be conducted through a series of concise presentations with the use of PowerPoint presentations and interactive discussions, facilitated by simultaneous interpretation between English and Portuguese. It will be complemented by action-oriented hands-on exercises on selected topics and questions for participants to provide answers.

PROPOSED CONTENT OF THE TRAINING IN BRIEF

- Training on improving understanding of trade preferences and rules of origin

Session 1: Unilateral trade preferences: DFQF, rules of origin and utilization rates (Friday, 26 March 2021 by videoconferencing)

Session 2: Rules of origin under EPAs and EU and SADC – EPAs. Issues to be addressed during negotiations and implementation (dates and modalities to be defined)

Session 3: Rules of origin under AfCFTA: negotiations and implementation issues (dates and modalities to be defined)

EXPECTED OUTPUTS

- Session 1 of the training will take place virtually in one day, divided in morning and afternoon sessions.
- In person training is envisaged for session 2 on EPAs and session 3 on AfCFTA depending on the evolution of the sanitary conditions related to the COVID19 Pandemic.
- The total time allocated will be about five hours for session 2 and session 3
- A total number of 30-40 participants is anticipated for each session, consisting essentially of officials involved in EPA negotiations as well as firms and customs officers.

EXPECTED OUTCOMES

- Increased awareness of the importance of RoO in international trade
- Improved negotiating skills leading to improved quality and higher number of sound negotiating proposals
- Better preparedness in negotiations and compliance with RoO by firms
- Better understanding of negotiating process, outcomes and implications of rules of origin negotiations

Page 2 of 4

- Identification of specific negotiating objectives at sectorial level and interests in trade negotiations and implementation of FTAs
- Improved knowledge and ability to use utilization rates trade data in trade negotiations
- Better appreciation of the importance of designing RoO in a way that meets the country's industrial capacity and sustainable development objectives
- Improved capacities of national trainers and institutions in trade negotiations on RoO, trade policy formulation and implementation of RoO

SELECTION CRITERIA FOR PARTICIPANTS

The target group for the training is a) trade policy negotiating team of Angola, b) Customs c) Trade promotion institutions and individual firms engaged in or envisaging export transactions. Other stakeholders may be invited such as technical staff from all relevant Ministries, parliamentarians, trade researchers, training institutions and academics, trade regulators, customs officials dealing with tariffs and trade data, private sector and NGOs.

It is expected that a list of 30-40 participants will be proposed by the Government, with due attention to attracting the core target group to the training, including their work experience and education related to trade policy formulation, negotiations, trade analysis and knowledge of market access issues. At least 40 per cent of nominated participants should be women in line with the Train for Trade II Programme's gender equality targets.

LOGISTICS INFORMATION FOR PARTICIPANTS

The first session of the training is proposed to take place either on Friday, 26 March 2021 - from 10:00–13:00 (morning sessions) and 14:00–16:00 (afternoon sessions).

UNCTAD facilitates the meeting through the Zoom videoconference platform with its simultaneous interpretation facility.

Participants must bring their own laptops to each session.

The sessions will be given in English, with interpretation into Portuguese.

ASSESSMENT OF CAPACITY BUILDING RESULTS ACHIEVED

Participants will be asked to take the WTO training course on rules of origin, with a multiple-choice quiz before and after the training so as to determine the extent of the transfer of knowledge that took place during the training. In addition, Participant's Evaluation Forms (PEFs) will be used for a more qualitative assessment of the program.

TECHNICAL REQUIREMENTS

In this training, it is essential that participants have access to a computer, connected to the internet. To access trade statistics through online tools, such as the GSP website on utilization rates, a good high-speed internet

connection is necessary.

TRAINERS

1. Mr. Serafino Marchese, Inter-Regional Adviser, UNCTAD

Serafino has worked at the Institute for Training and Technical Cooperation of the WTO from 1995 to 2018. He is now working in UNCTAD as Inter-Regional Adviser. He has in-depth knowledge of market access issues related to trade in goods and over thirty years of experience in designing, developing, and delivering capacity building programs in trade negotiations, trade policy formulation and implementation of trade agreements.

2. Mr. Stefano Inama, Chief, EIF and Technical Assistance section, UNCTAD

Stefano is a senior trade lawyer, Chief of Technical Assistance in the Division for Africa, LDCs and Special Programmes of UNCTAD. He has over 30 years of experience in designing, managing and delivering research and capacity building programs in Asia-Pacific, Africa and Latin America, with a focus on legal, regulatory and institutional trade and customs issues, including tariff reform, trade law, regional trade agreements, rules of origin, and market access. Stefano matured his extensive expertise by advising Governments and private sector in negotiating and drafting trade agreements at WTO, WCO, and in (mega-)regional and bilateral FTAs. Stefano is the author of one of the most comprehensive analytical books on rules of origin (*Rules of Origin in International Trade*, Cambridge University Press, 2009, forthcoming edition 2021) and has co-authored *ASEAN Rules of Origin: A Way Forward* and *The Foundations of the ASEAN Economic Community*, Cambridge University Press 2015.

Stefano holds Masters and LLM degrees from the College of Europe, Belgium.

3. Mr. Mark Pearson, UNCTAD Consultant

Mark has successfully headed and directed large, multi-disciplinary teams in Africa addressing various aspects of regional integration, trade, infrastructure and investment for about 25 years.

Mark helped to develop and implement the COMESA FTA and COMESA-EAC-SADC Tripartite FTA; helped negotiate Annex F of the 2005 Hong Kong Ministerial Declaration on LDC Market Access in Goods; and worked on Economic Partnership Agreements for many years. He has worked on Market Access issues (RoO, tariff phase downs, etc.) and trade in services.

CONTACTS

Johanna Silvander
Programme Manager
Train for Trade II
UNCTAD Geneva
johanna.silvander@un.org
+41 22 917 5116

Adelino Muxito
National Coordinator
Train for Trade II
UNCTAD Luanda
Adelino.Muxito
@un.org
+244 921 897 959

Stefano Inama
Chief, EIF and Technical
Assistance Section
UNCTAD Geneva
stefano.inama@un.org
+41 22 917 5674