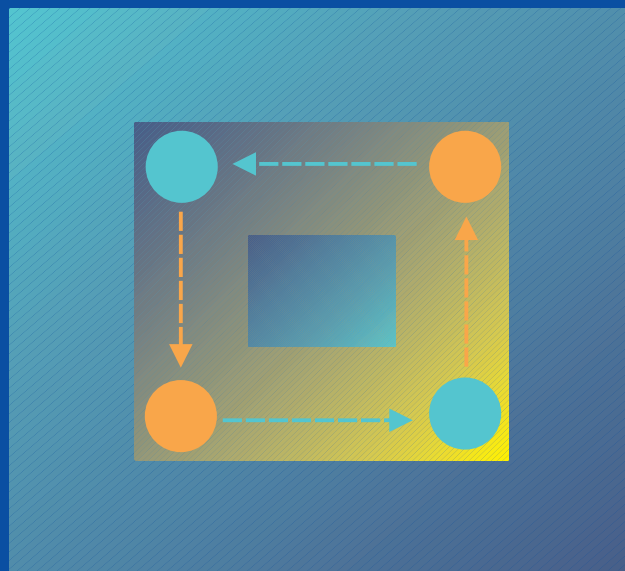


UNITED NATIONS CONFERENCE ON TRADE AND DEVELOPMENT

HANDBOOK ON
**UNCTAD
TECHNICAL
COOPERATION**

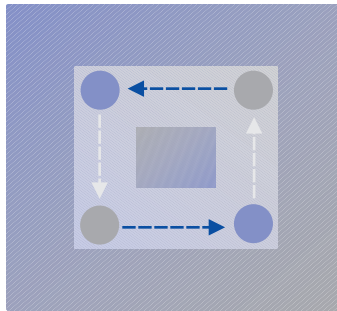


UNITED NATIONS

UNITED NATIONS CONFERENCE ON TRADE AND DEVELOPMENT

HANDBOOK ON **TECHNICAL COOPERATION**

This handbook describes the technical cooperation activities carried out by UNCTAD and provides information on how to request assistance



"UNCTAD's work is oriented in two complementary directions. The first is to provide policy-oriented analytical work with a development perspective on international trade, finance, technology, investment and sustainable development. The second and complementary direction is to provide practical assistance to developing countries and in particular LDCs, and assist these countries to create the necessary enabling environment for development and strengthen their ability to participate fully in the world economy. This pragmatic approach of combining policy analysis with direct development support finds its most telling expression in UNCTAD's technical cooperation programme".

Rubens Ricupero



UNITED NATIONS
New York and Geneva, 1998

TABLE OF CONTENTS

I. UNITED NATIONS CONFERENCE ON TRADE AND DEVELOPMENT.....	1
II. PRINCIPLES AND OBJECTIVES OF TECHNICAL COOPERATION IN UNCTAD.....	3
III. SCOPE : AREAS OF ACTIVITIES.....	5
IV. RESOURCES FOR TECHNICAL COOPERATION.....	27
V. COOPERATION WITH OTHER INTERNATIONAL ORGANIZATIONS.....	29
VI. HOW TO REQUEST TECHNICAL COOPERATION.....	31

BOXES

Box 1 Beneficiaries of UNCTAD technical cooperation.....	2
Box 2 Different types of projects.....	4
Box 3 Specific activities in favour of Least Developed Countries.....	20
Box 4 Cross- sectoral issues.....	21
Box 5 Assistance to the Palestinian People.....	21
Box 6 Training and Human Resources Development (HRD).....	22
Box 7 Activities related to international economic issues.....	24
Box 8 Forms of delivery.....	25
Box 9 Documentation and information available from UNCTAD.....	26

I. UNITED NATIONS CONFERENCE ON TRADE AND DEVELOPMENT

Established in 1964 as a permanent intergovernmental body, UNCTAD is the principal organ of the United Nations General Assembly in the field of trade and development

Focal point within the United Nations for the integrated treatment of development and interrelated issues in the areas of trade, finance, technology, investment and sustainable development.

Main goals: *Maximize* the trade, investment and development opportunities of developing countries

Help developing countries face challenges arising from globalization

Promote the integration of developing countries into the world economy on an equitable basis

Fields of activity: UNCTAD pursues its goals through research and policy analysis, intergovernmental deliberations, technical cooperation, and interaction with civil society and the business sector.

Membership: UNCTAD has 188 member States. Many intergovernmental and non-governmental organizations participate in its work.

Governance: The Conference, UNCTAD's highest policy-making body, meets every four years.

The tenth conference, UNCTAD X, is scheduled to be held in Thailand in the year 2000. The Trade and Development Board meets in executive session as required and annually in regular

session, when it reviews the technical cooperation programme. The Board has Commissions on trade, investment and enterprise development which are assisted by expert groups that provide technical expertise on policy issues.

Budget: UNCTAD has an annual operational budget of approximately US\$ 50 million, drawn from the United Nations regular budget.

Box 1

BENEFICIARIES OF UNCTAD'S TECHNICAL COOPERATION ACTIVITIES

Governments

UNCTAD's technical cooperation services are available to all developing countries and countries in transition. Priority is assigned to the 48 least developed countries. Main beneficiaries are officials in the relevant government departments. Participants in training and human resource-related activities are selected by the countries concerned in consultation with the UNCTAD secretariat.

A number of intergovernmental subregional and regional organizations benefit from, and contribute to, UNCTAD's technical cooperation programmes.

Private sector

Through their Governments, individual companies, both public and private, in particular small and medium-sized enterprises, can benefit from a number of UNCTAD's projects. Involving the private sector in technical cooperation activities helps to raise the business community's awareness of issues related to international trade and development and alert them to new trading opportunities. Representatives of the private sector are invited to attend seminars and workshops in beneficiary countries or regions.

II. PRINCIPLES AND OBJECTIVES OF TECHNICAL COOPERATION IN UNCTAD

Provided in all areas of UNCTAD's competence:

- Challenges of globalization
- International trade in goods, services and commodities
- Investment, technology and enterprise development
- Trade and transport efficiency

Some 300 projects currently being implemented in more than 100 countries, with annual expenditures of about US\$ 24 million financed from extra budgetary resources. These complement the policy-oriented analytical work of the secretariat and the deliberative work of the intergovernmental machinery.

These activities seek to:

Enhance the human and institutional capacities of developing countries and countries in transition to strengthen their development policies and to create an institutional environment conducive to sustainable development

Improve the ability of countries to participate fully in the world economy, particularly in international trade, finance and investment

Help developing countries to better understand their economic problems and to find solutions

Enable developing countries to become effective negotiators in the fields of international trade, finance and investment

The UNCTAD Technical Cooperation Strategy, adopted by the Board in June 1997, is implemented through

rolling three-year plans approved annually by the Trade and Development Board. The strategy:

Focuses on capacity-building at the human and institutional levels

Gives priority to the least developed countries

Is integrated in UNCTAD's analytical work and supports intergovernmental deliberations

Is flexible in terms of the form of technical cooperation and the way in which it is delivered

Emphasises partnership with other organizations

Box 2

DIFFERENT TYPES OF PROJECTS

Technical cooperation activities are carried out on the basis of specific country, subregional, regional or interregional projects.

Country projects respond to requests from individual countries. They are financed by the country itself - either from its own budget or from aid funds available through ongoing technical cooperation programmes funded by, for example, UNDP, the European Commission or bilateral donors, or by drawing on loans provided by international or regional financial institutions.

Inter-country projects provide services to groups of countries at the subregional or regional level, while interregional projects provide a standard service to all participating countries. These projects are initiated at the specific request of a group of countries such as an economic cooperation grouping. Alternatively, the UNCTAD secretariat will take the initiative itself, following a request from the Conference or the Trade and Development Board.

Interregional projects also include those more analytical in nature designed to buttress UNCTAD's policy research and analysis.

III. SCOPE : AREAS OF ACTIVITIES

Country level activities cover the following main programmes in the areas of finance, trade, investment, enterprise development and trade and transport efficiency

<i>Subject</i>	<i>Objectives for capacity-building and human resource development</i>	<i>Nature of activities and modes of delivery</i>
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I. FINANCE

Debt management	<p>Development of administrative, institutional and legal structures for effective debt management</p> <p>Provision of information systems with data on loan contracts, disbursements and debt service payments</p> <p>Capacity to define, and select, appropriate debt servicing strategies</p>	<p>Development of a computer-based management system - the Debt Management and Financial Analysis System (DMFAS)</p> <p>Customization and installation of DMFAS in central banks and ministries of finance</p> <p>Trainning in debt management techniques and in use of the software</p> <p>Advisory services on debt management, including official debt conversion and debt rescheduling in the Paris Club, needs assessments, and assistance in software maintenance</p>
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<i>Subject</i>	<i>Objectives for capacity-building and human resource development</i>	<i>Nature of activities and modes of delivery</i>
II. TRADE	<p>In this area UNCTAD's technical cooperation activities aim to :</p> <p>enhance institutional and human capacities in developing countries to analyse new and emerging issues, to benefit from the opportunities arising from participation in the multilateral trading system, and to comply with their obligations under the system</p> <p>explore the relationship between trade and environment, including through the use of case studies for individual countries</p> <p>support the formulation of national competition and consumer protection laws and policies</p> <p>contribute to vertical and horizontal diversification in commodity-dependent countries and promote the use of risk-management instruments by producers and exporters</p> <p>help countries to make better use of preferences by familiarizing them with the Generalized System of Preferences (GSP) and other preferential trading arrangements</p> <p>support developing countries in accessing data on trade in services</p>	
(a) Trade policies and negotiations	A ssist countries in preparing for and participating in trade negotiations	P reparation of analytical and technical papers and briefings for national policy makers

<p>(a) Trade policies and negotiations Commercial diplomacy courses</p>	<p>Acquaint national officials with multilateral trade negotiations techniques, to improve their negotiating capacity Advice on how to formulate trade policy objectives Strengthen trade - supporting national structures and institutions Strengthen abilities of institutions in developing countries to deliver courses on trade issues Design methodologies to identify trade interests</p>	<p>Advice on trade policy and on strengthening of related national institutions Dissemination of information on trade policy Preparation of training modules on trade issues Organization of national/ regional seminars with institutions in developing countries for training and familiarization purposes Organize workshops for trainers from developing countries</p>
<p>(b) Accession to WTO</p>	<p>Help to ensure an optimal approach in the initial phase of the WTO accession process Support during the accession negotiations</p>	<p>Advisory missions and discussions with the national negotiating team Preparation of technical background papers Seminars and workshops at national and regional levels</p>

(b) Accession to WTO (continued)		A ssistance in the preparation of documentation required by the WTO accession negotiations
(c) Trade in services	<p>Develop national policy-making capacity for the service sector, support regional integration in services, and multilateral negotiations on trade in services</p> <p>Identify trade interests in specific service sector</p>	<p>National sectoral studies on services</p> <p>Advice on reform of domestic services and opening of markets within the new multilateral trading system for services</p> <p>Assistance for negotiations in services</p> <p>In Africa, such activities constitute the Coordinated African Programme of Assistance in Services (CAPAS)</p>
(d) GSP, trade laws and preferential arrangements	<p>Increase the use of trading opportunities and trade preferences under preferential arrangements such as the GSP, the Lomé Convention and other regional and bilateral agreements</p>	<p>Analysis of the opportunities for access to the markets of major trading partners</p>

<p>(d) GSP, trade laws and preferential arrangements <i>(continued)</i></p>	<p>Facilitate the negotiations on and the establishment of a Euro-Mediterranean Free Trade Zone</p> <p>Promote the Global System of Trade Preferences (GSTP) among developing countries</p> <p>Facilitate the negotiations of sub-regional trade agreements</p>	<p>Workshops and advisory missions on GSP and other preferential arrangements as well as on regional integration, application of trade laws, rules of origin and techniques of tariff liberalization</p> <p>Provision of technical support in GSTP negotiations</p> <p>Advice in promoting sub-regional integration and analysis of trade impact</p>
<p>(e) Commodity marketing, diversification and risk management</p>	<p>Formulate and implement commodity diversification programmes</p> <p>Improve the use of modern marketing and financing techniques in commodity trade</p> <p>Promote an integrated approach to planning and management of natural resources, particularly minerals</p> <p>Make available up-to-date commodity information on a regular basis</p>	<p>Seminars, workshops and analytical studies to assess potential for processing of commodities, in the light of domestic and world market conditions</p> <p>Analytical studies and manuals, policy advice</p> <p>Identification of potential investment partners</p> <p>Application of model frameworks for the analysis and sustainable management of mineral resources</p>

<p>(f) Trade, environment and development</p>	<p>Improve understanding of the linkages between trade, the environment including the issue of biodiversity and development</p> <p>Enhance the capacity of the public and private sectors in developing countries to address issues of trade and sustainable development</p> <p>Strengthen the negotiating capacities of developing countries</p>	<p>Policy-oriented studies and research papers to examine the impact of environmental and trade policies on development</p> <p>Implementation of the BIOTRADE initiative - an integrated approach to biodiversity and sustainable development</p> <p>Seminars and workshops</p> <p>Country projects</p>
<p>(g) Trade and competition policies</p>	<p>Formulate or review national competition policies and legislation</p> <p>Develop national institutional capacities</p>	<p>Provision of information on restrictive business practices</p> <p>Seminars for public and private officials</p> <p>Advice on the drafting or revision of competition legislation and setting up competition authorities; assistance to countries which wish to revise existing legislation</p> <p>Preparation for future multilateral negotiations on competition</p>

(h) Trade analysis and information

Provide a comprehensive information system on tariffs, preferences, rules of origin and other regulations affecting the export interests of developing countries vis-à-vis their main trading partners

Interactive collection and dissemination of computerized trade information
Development and regular release of the CD-ROM "Trade Analysis and Information System"(TRAINS) to governments; advisory missions on its use.

<i>Subject</i>	<i>Objectives for capacity-building and human resource development</i>	<i>Nature of activities and modes of delivery</i>
III. INVESTMENT AND ENTERPRISE TECHNOLOGY DEVELOPMENT		
<p>In this area UNCTAD's technical cooperation supports the formulation of national policies that promote:</p> <ul style="list-style-type: none"> ● foreign investment ● development of the private sector (including issues related to privatization and small and medium-sized enterprises) ● entrepreneurship development that ensures the participation of women ● dialogue between the public and private sectors 		
(a) Investment policies and investment promotion	<p>Increase capacity to create and manage a policy and operating climate in which foreign investment and international business can thrive</p> <p>Strengthen investment promotion agencies and assist in streamlining their operations; special attention to Africa</p>	<p>Investment policy reviews, encompassing a policy framework for attracting foreign direct investment and related institutional requirements in the public and private sectors</p> <p>Advisory services and training packages on investment policy, investment legislation, investment codes and procedures and practices to encourage and evaluate foreign investment inflows</p>

<p>(b) Negotiating international business arrangements</p>	<p>Assist the public and private sectors in developing countries in tackling issues likely to arise in negotiations with foreign investors, especially transnational corporations</p>	<p>Provision of advisory services and training packages related to investment projects, sectoral regimes, the drafting of contracts, and joint ventures, as well as related technology transfer, finance and taxation issues</p>
<p>(c) Science and technology</p>	<p>Strengthen existing scientific and technological institutions and assist in marketing related products and services</p> <p>Facilitate the effective integration of science and technology policies</p> <p>Enhance policy-making capacities with respect to innovation and technological infrastructure</p>	<p>Training in the marketing of domestically developed technology, and the development of marketing skills and strategies which encourages research and development</p> <p>Science, technology and innovation policy reviews (STIPs), to evaluate the national policies and suggest policy options</p>

<p>(d) Entrepreneurship and development of small and medium-sized enterprises</p>	<p>Stimulate the creation of employment, investment, technology transfer and exports through the development of indigenous entrepreneurs and innovative small and medium-sized enterprises</p>	<p>Trainning workshops for entrepreneurs organized by EMPRETEC (the Entrepreneurship Development Programme), to assist in enterprise creation, provide business support and help in developing networks of entrepreneurs</p>
<p>(e) Accounting reform</p>	<p>Assist in formulating and implementing accounting and auditing laws and standards</p>	<p>Trainning of auditors in international accounting principles and standards Assistance in preparing accounting legislation</p>

<i>Subject</i>	<i>Objectives for capacity-building and human resource development</i>	<i>Nature of activities and modes of delivery</i>
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IV. TRADE AND TRANSPORT EFFICIENCY

In this area UNCTAD's technical cooperation activities aim to:

support the formulation of national policies to build and improve services infrastructure

improve services which facilitate trade and exports

enhance the capacity of interested developing countries to trade efficiently through human resource development programmes

follow up the results of the United Nations International Symposium on Trade Efficiency and provide technical assistance such as establishing trade points, particularly in LDCs

(a) Cargo information system	<p>Provide information on the progress of consignments so as to remedy delays and reduce costs to shippers, thus enhancing trade competitiveness</p>	<p>Provision and installation of a transport management tool - the Advance Cargo Information System (ACIS), which tracks cargo and transport equipment on rail, at ports and on rivers and generates transport statistics</p> <p>Advice and training in use of the software</p>
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<p>(b) Customs modernization and reform</p>	<p>Reform and streamline the customs clearance process through the introduction of computer and the simplification of procedures</p>	<p>Installation of the Automated System for Customs Data (ASYCUDA), a computerized customs management system which handles manifests and customs declarations, accounting procedures, transit and suspense procedures, and generates, timely and reliable trade data for analytical and statistical purposes</p>
<p>(c) Ports</p>	<p>Ensure the effective functioning of ports Improve shipping management</p>	<p>Advice and operational support for port management Training and human resource development through port training centres and workshops at national and regional levels On-the-job training in shipping and ports, including in countries with a more advanced maritime sector</p>

<p>(d) Multimodal transport and trade facilitation</p>	<p>Improve the performance of transport operators and auxiliary services</p> <p>Set up the necessary institutional, legal and operational environment for the introduction of multimodal transport</p>	<p>Creation of trade and transport facilitation committees to coordinate policies on multimodal transport and identify and eliminate impediments to trade</p> <p>Modernization and harmonization of national transport legislation and regulations</p> <p>Elaboration of a programme for improving the efficiency of transit transport operations and advice on transit agreements between landlocked countries and their neighbours</p> <p>Training in the above areas</p>
<p>(e) The Trade Point Programme</p>	<p>Enhance participation of small and medium-sized enterprises in international trade</p>	<p>Advice and support in establishing Trade Points, through which participants in foreign trade transactions (e.g. customs, transport companies, banks, insurance companies, Chambers of commerce) are grouped together under a single roof (either literally or "virtually"), to provide services for trade transactions</p>

<p>(e) The Trade Point Programme (continued)</p>	<p>Reduce transaction costs and promote better practices, including through the use of information technologies and electronic data interchange</p> <p>Improve access for traders to trade-related information and global networks</p> <p>Promote the use of electronic commerce in developing countries</p>	<p>Support in interconnecting trade points through the Global Trade Point Network (GTPNet)</p> <p>Advice and training programmes on electronic commerce</p>
<p>(f) Business facilitation (insurance)</p>	<p>Develop competitive insurance markets, by increasing the expertise of staff working for insurance supervisory bodies</p> <p>Promote cooperation between supervisory authorities and train personnel in the insurance industry</p>	<p>Advice and training programmes for supervisory authorities</p> <p>Seminars and workshops on insurance-related issues</p>

(g) New financial services
(micro-banks)

■ Increase the amount and reduce the cost of credit available to people living in poverty by opening up international financial markets to micro-banks operating in developing countries

■ Identification of reliable micro-banks able to mobilize funds under market conditions
■ Advice on the most efficient investment process and on how to attract investment funds

Box 3

SPECIFIC ACTIVITIES IN FAVOUR OF LEAST DEVELOPED COUNTRIES

Within the United Nations system, UNCTAD has a particular responsibility for addressing the special needs of least developed countries (LDCs) and accordingly has been designated as the focal point for LDCs.

UNCTAD gives priority to LDCs in its technical cooperation activities: in 1997, 40% of these activities directly benefited LDCs.

A Trust Fund for LDCs has been established to:

- support macroeconomic reforms, particularly in the areas of trade policy and trade diversification, and financial and fiscal sector reforms
- strengthen export supply capacities at the national level

UNCTAD-wide country integrated programmes, designed to strengthening LDCs ability to export goods and services on a competitive basis, have been launched. The Trust Fund for LDCs finances the preparation of these programmes and the implementation of selected activities by the secretariat.

High-Level Meeting (October 1997) on Integrated Initiatives for Least Developed Countries' Trade Development (HLM), hosted by WTO, and supported by UNCTAD, ITC, UNDP, the IMF and the World Bank.

UNCTAD, in close cooperation with other agencies, is playing an active part in the implementation of the Integrated Framework for Trade-Related Technical Assistance launched by the High-Level Meeting. All LDCs related technical cooperation activities are supportive of and complement the Integrated Framework.

Joint ITC/UNCTAD/WTO Integrated Technical Assistance Programme for Selected Least Developed and Other African countries (JITAP)

Launched at UNCTAD IX, in 1996, in response to the urgent need to help LDCs and other African countries expand and diversify their trade and become integrated in the multilateral trading system.

Box 4

Cross-sectoral issues

Least developed countries (see Box 3)
Support for economic cooperation among developing countries
Development of Africa
Empowerment of women
Poverty alleviation
Sustainable development

Cross-sectoral issues are integrated into the work of the intergovernmental machinery and related work programmes and operational activities of the secretariat.

Box 5

ASSISTANCE TO THE PALESTINIAN PEOPLE

UNCTAD has a special mandate to assist the Palestinian people through supporting the development of the Palestinian economy in the West Bank and Gaza Strip.

Technical cooperation activities seek to:

strengthen the institutional, managerial, technical and operational capacities of the Palestinian Authority in the sectors of trade, finance and related services; and

assist the private sector in contributing to the revival of Palestinian external trade

They promote the development of institutions, facilities and procedures aimed at enhancing the external trade performance, and strengthen trade institutions' role in the economy and interaction with related sectors, especially finance and services.

Activities include advisory missions, training, technical papers and seminars.

Box 6

TRAINING AND HUMAN RESOURCE DEVELOPMENT (HRD).

UNCTAD sponsors and implements structured training programmes for national officials, managers and trainers designed to:

- produce and disseminate training packages
- develop a cooperative network of training institutions through which national/regional HRD policies and related training schemes will be implemented; and
- strengthen the capacities of local training institutions.

Such training is most efficient when implemented through regional/local training institutions in the framework of national HRD policies. UNCTAD promotes cooperation among countries through the strengthening of local institutions associated in a cooperative network.

The **TRAINFORTRADE** programme seeks to enhance human resources for international trade in goods and services at the policy and operational levels in the public and private sectors. It develops training packages in such areas as:

<i>International commercial diplomacy</i>	<i>National trade policies</i>
<i>Electronic commerce</i>	<i>Competition policies</i>
<i>Trade financing and payments</i>	<i>Trade and the environment</i>
<i>Commodity trading: Futures and options</i>	<i>International Marketing</i>
<i>Trade with EU single market countries</i>	

In 1999, ITC and UNCTAD will jointly prepare and disseminate specialised modules in the form of learning tools on trade finance and insurance, targeted at bankers and trade-oriented enterprise managers.

The **TRAINMAR** programme trains policy makers and senior managers for maritime trade and port management and helps countries establish their own training programmes for commercial staff and junior levels of management.

More than 50 training centres now cooperate through the global TRAINMAR network with the capacity to train 10,000 officials a year in delivering training packages on:

<i>Port planning</i>	<i>Port management and operation</i>	<i>Multimodal transport</i>
<i>Freight-forwarding</i>	<i>Legal aspects of commercial shipping</i>	<i>Chartering</i>
<i>Shipping management</i>	<i>Strategic planning</i>	

TRAINING AND HUMAN RESOURCE DEVELOPMENT (HRD).

(Continued)

The **UNCTAD PORT MANAGEMENT CERTIFICATE** responds to the needs of management staff across the entire port industry. A certificate, approved by UNCTAD, is offered to those who successfully pass the course spread over six weeks of 35 hours study per week.

UNCTAD is currently building a **website dedicated to training for international trade**. Its purpose is to create an online forum for exchange of views, and information on international trade training, training packages, and distance learning techniques. The site will include bibliographies, discussion groups, programme descriptions, and links to other related sites.

New training programmes being prepared in UNCTAD, include those on investment (**TRAININVEST**), and **natural resources management**.

Box 7

Activities related to international economic issues

UNCTAD undertakes a number of activities financed from extrabudgetary resources designed to spotlight on international economic problems and identify solutions. These include:

Technical support to the Intergovernmental Group of 24 on International Monetary and Financial Affairs. The research programme seeks to enhance the understanding of developing country policy makers of issues under discussion and negotiation in the IMF, World Bank and other international institutions, and to improve their technical preparedness in contributing to these discussions. These studies are published by UNCTAD in the "International Monetary and Financial Issues" series.

Development of a global greenhouse gas emissions trading system. UNCTAD is contributing to a better understanding of the role and benefits of market-based mechanisms in achieving cost-effective reductions in greenhouse gas emissions, and thereby helping to prepare for a viable and stable international emissions market in accordance with the Kyoto Protocol to the United Nations Framework Convention on Climate Change. UNCTAD commissions and publishes research papers, and organizes seminars and workshops on emissions trading.

Studies on comparative development strategies. Examining the implications of East Asian development experiences for African development, UNCTAD has commissioned and disseminated a series of research papers on key macroeconomic and development issues. Research findings are being widely discussed and disseminated.

International investment issues. UNCTAD is carrying out work to identify and promote the interests of developing countries in the area of international investment agreements. Through the preparation of technical papers as well as regional and national seminars, UNCTAD is helping developing countries strengthen their capacities to participate in any discussions or negotiations on a bilateral, regional or multilateral level.

Box 8

FORMS OF DELIVERY

UNCTAD's technical cooperation activities cover a diverse range of subjects. They are always tailored to meet the needs of the individual country or countries involved.

The main forms of delivery of technical assistance are:

- Policy and technical advisory services
- In-depth policy reviews of particular subjects (e.g. investment, or science, technology and innovation)
- In-depth training courses, seminars, workshops or symposia on specific issues
- Computer-based technical assistance packages involving the installation of management information systems and advice on how to use them
- Supply of trade-related data

Box 9

**Documentation and information available from
UNCTAD:**

Trade and Development Report
World Investment Report
The Least Developed Countries Report
Review of Maritime Transport
**Handbook of International Trade and Development
Statistics**

Details of newsletters and other publications on several of the technical cooperation programmes described in this handbook can be found in the annual Guide to UNCTAD Publications. The Guide also lists the documents prepared for the intergovernmental meetings in UNCTAD, and the main reports and studies issued by UNCTAD.

Up-to-date information on publications, technical cooperation activities and UNCTAD meetings as well as all UNCTAD press releases, can be found on the **UNCTAD website** at:

<http://www.unctad.org>

IV. RESOURCES FOR TECHNICAL COOPERATION

UNCTAD's technical cooperation activities are financed from three main sources, namely, UNDP, trust funds and the United Nations regular programme budget for technical cooperation.

UNDP, which recognizes UNCTAD's comparative advantage in dealing with trade-related technical cooperation, is a major source of support for UNCTAD's technical cooperation programme in all the areas described in this handbook.

In 1998, UNDP and UNCTAD agreed to work more closely and launched a global programme to promote the integration of developing countries into the world economy by expanding trade, attracting investment and enhancing the competitiveness of enterprises in a manner consistent with policies for sustainable human development.

Trust fund contributions are provided on a voluntary basis by individual donor Governments, the enterprise sector and foundations. Trust fund contributions have grown steadily over the last few years. The principal bilateral donors are: Belgium, Denmark, Finland, France, Germany, Italy, Japan, Luxembourg, the Netherlands, Norway, Sweden, Switzerland, the United Kingdom and the United States. The European Commission is also a major source of support for a number of UNCTAD programmes. Some donor countries have established bilateral trust funds with UNCTAD. These types of arrangements have helped to improve the coherence of UNCTAD's operational activities. As mentioned above, the UNCTAD Trust Fund for LDCs, established in 1996 at UNCTAD IX, is also now in operation.

Developing countries are increasing their contributions to UNCTAD's technical cooperation activities. These contributions take the form of either general-purpose contributions for the benefit of other developing countries - for example to the Trust Fund for LDCs - or "self-financing" arrangements involving the provision of specified services (e.g. ACIS, ASYCUDA or DMFAS) by UNCTAD in their countries. Such services are generally financed from loans or grants from the World Bank or the regional development banks.

UNCTAD is expanding its use of "triangular" cooperation, which involves the provision of technical services to the beneficiary country by another developing country, using finance provided by a third country.

UNCTAD's technical cooperation activities are also supported by section 21 of the United Nations programme budget, which for the biennium 1998-1999 amounts to about US\$ 2 million for the purpose of interregional advisory services.

V. COOPERATION WITH OTHER INTERNATIONAL ORGANIZATIONS

As the focal point within the United Nations for the integrated treatment of development and interrelated issues in the areas of trade, finance, investment, technology, services and sustainable development, UNCTAD seeks close cooperation with other organizations. Such cooperation takes the form of joint programmes and projects, formal agreements, ad hoc task forces and the like.

UNCTAD cooperates with :

WTO and **ITC**, particularly in Africa and in the least developed countries (see Box 3).

UNDP, in implementing the joint agreement to strengthen the capacities of developing countries to integrate into the global economy

UNIDO, in implementing the joint agreement to launch a strategic alliance to boost investment in developing countries

The **regional commissions of the United Nations** to promote trade and investment on a region-specific basis

UNEP, on issues relating to trade, the environment and sustainable development

The **World Bank** and the **IMF** on debt management, customs reform, trade information, risk management, transport and investment

Other organizations, in the United Nations system, including **FAO, ILO, IMO, UNESCO, UNITAR, WHO and WIPO**.

In its technical cooperation activities, UNCTAD also works closely with a wide range of regional and subregional organizations, including the economic cooperation groupings as well as the 132 members of the Group of 77 developing countries.

Complementary Relationship with UNDP

UNCTAD has no offices in developing countries. UNDP resident representatives act on UNCTAD's behalf in matters pertaining to technical cooperation. UNCTAD contributes to United Nations programming exercises at the country level, particularly the United Nations Development Assistance Framework (UNDAF) conducted under the auspices of the United Nations Resident Coordinator. The agreement between UNCTAD and UNDP will lead to greater synergy between UNCTAD's policy-related work on trade, investment and macroeconomic analysis and UNDP's operational vision of sustainable human development as a contribution to UNDAF exercises in developing countries.

VI. HOW TO REQUEST TECHNICAL ASSISTANCE

A State member of UNCTAD wishing to obtain technical assistance from the UNCTAD secretariat should formulate a request in writing, with an indication of the nature and contents of the assistance required.

The request should be addressed to :

**Resources Management Service
UNCTAD,
Palais des Nations
CH - 1211 Geneva 10
Switzerland
Tel: +41.22. 907 5736 or +41.22. 907 5778
Fax: +41.22. 907 0043 or +41.22. 907 0057
E-mail: john.burley@unctad.org**

Alternatively, the request may be addressed to the nearest UNDP Resident Representative.

Requests for assistance should preferably be made by November of each year, so as to allow for inclusion in the UNCTAD three-year rolling plan for technical cooperation.

On receipt of the request, the UNCTAD secretariat will if necessary send a fact-finding mission to the beneficiary country in order to define all aspects of the proposed activities, including their nature, contents, funding and the anticipated time-frame within which they would take place. UNCTAD will then determine whether the activities can be covered from resources already available or whether additional resources need to be obtained. In the latter case, UNCTAD will work with the Government concerned in seeking the required funds either through UNDP or

concerned in seeking the required funds either through UNDP or through the support of donor countries or other multilateral funding agencies.