

# **CONCLUSIONS OF THE REGIONAL MEETING ON TRAINING AND RESEARCH NEEDS IN INTERNATIONAL TRADE IN LATIN AMERICA AND THE CARIBBEAN**

**UNCTAD/UNDP/CEPAL**  
**Santiago de Chile, 4-5 November 1999**

The Meeting had three main objectives (see annexes: " Objectives of the Meeting "):

- to identify research areas and to stimulate new studies in international trade in the existing institutions of the region;
- to support the formulation and the development of research and training programs for trade negotiators;
- to establish a network of institutions in Latin America and the Caribbean to enhance cooperation among them

The attached table is a summary of the more relevant suggestions and guidelines raised during the debate regarding research and training needs. The suggestions are presented from two perspectives:

(a) **Short-term needs** related with the support to Latin American and Caribbean countries' participation in WTO- and of the multilateral commercial negotiations.

(b) **Medium and long term needs** related with the formulation of economic and trade policies of Latin American and Caribbean countries.

Likewise, the participants of the Santiago Meeting recommended to include in the attached summary the recommendations formulated during the regional meeting on the "Positive Agenda " held in Boca Chica, Dominican Republic, 2-3 August 1999, since they are relevant for the preparation of negotiating positions of Latin American and Caribbean countries.

The debate stressed what the role of UNCTAD and ECLAC should focus on, in particular:

- the design of programs of research and training at the regional, subregional and national level;
- the preparation of training material related to negotiating matters;
- the preparation and development of simulation exercises;
- the presentation of projects to potential international donors;
- the dissemination of the information related to the "Positive Agenda " and to the regional and multilateral trade negotiations;
- the methodology for national, regional or subregional studies in view of the preparation of negotiating positions;
- the exchange of experiences related with research and training between the existing institutions of the region.

The role that could play ECLAC, SELA and subregional secretariats, in cooperation with UNCTAD, was emphasized particularly insofar as the analytical work on multilateral issues needs to be adapted to the priorities of Latin American and Caribbean countries and to subregional schemes. In this sense, national institutions devoted to research and training were found to be key in analyzing the link between the multilateral dimension and its implications at the national level.

Regarding the support that could be given to the preparation of projects to be submitted to international donors and organizations, the following suggestions were made:

**A) FOR THE RESEARCH CENTERS:**

- Support the identification and completion of national, regional or subregional studies related to the impact of the multilateral trade agreements and to the preparation of the negotiating positions.

**B) FOR THE TRAINING INSTITUTES:**

- Support the formulation of syllabuses for the training of trade negotiators (i.e. basic topics such as international trade, international trade law, international relations, public policy as well as more specific knowledge of multilateral trade disciplines).
- Support the identification of training techniques for trade negotiator, including applied tactics and exercises of simulation.
- Stimulate integrated and multidisciplinary approaches in the training programs.



	RESEARCH NEEDS IN INTERNATIONAL TRADE	TRAINING NEEDS REGARDING TRADE NEGOTIATORS
<p><b>A.- SHORT-TERM NEEDS:</b> support the negotiating capacity of Latin American and Caribbean countries</p>	<p><b>STUDIES ON THE IMPLEMENTATION AND IMPACT OF MULTILATERAL TRADE DISCIPLINES</b></p> <ul style="list-style-type: none"> <li>- The implementation of the multilateral trade disciplines in the countries of the region compared with the forecasts done during the Uruguay Round.</li> <li>- Impact on the agreement on subsidies on the countries of the region.</li> <li>- Impact of TRIMS</li> <li>- Evaluation of the effects of certain WTO agreements on other economic sectors (i.e.: effects of the GATS on electronic commerce; effects of the TRIPS on agriculture).</li> </ul> <p><b>SUPPORT TO THE FORMULATION OF NEGOTIATING POSITIONS AT THE MULTILATERAL LEVEL:</b></p> <ul style="list-style-type: none"> <li>- Analysis of the proposals made in the framework of the " positive agenda " from national and regional or sub-regional point of view, and implications for the formulation of negotiating positions (especially regarding tariffs, agriculture and services).</li> <li>- Analysis of the impact of the proposals made regarding the reduction of export subsidies.</li> <li>- Implications on trade of genetically modified organisms.</li> </ul> <p><b>DEVELOPMENT POLICIES AND MULTILATERAL TRADE DISCIPLINES:</b></p> <ul style="list-style-type: none"> <li>- The relationship between "active" development policies and trade negotiations.</li> <li>- The linkage between the disciplines on trade and investments and the use of "active" policies.</li> </ul>	<p><b>KNOWLEDGE OF MULTILATERAL TRADE DISCIPLINES</b></p> <ul style="list-style-type: none"> <li>- Include matters related with multilateral negotiations in the syllabuses related with international trade.</li> <li>- Teach the use and implementation of existing multilateral trade agreements (in particular for small and medium enterprises).</li> <li>- Include training on domestic legal instruments needed to comply with multilateral obligations and to enjoy multilateral rights.</li> </ul> <p><b>SUPPORT TO THE PREPARATION OF THE NEGOTIATORS AND THE PARTICIPATION IN THE WTO:</b></p> <ul style="list-style-type: none"> <li>- Dissemination of the negotiating proposals and analysis of the " positive agenda " based on national and regional interests.</li> <li>- Practical and simulation exercises inspired by WTO negotiations and multilateral trade disciplines.</li> </ul> <p><b>AWARENESS OF INDUSTRIALIZED COUNTRIES' TRADE POLICIES:</b></p> <ul style="list-style-type: none"> <li>- Comprehension of industrialized countries' international trade policies and understanding of their positions in regional and multilateral trade negotiations.</li> </ul> <p><b>PRESERVATION OF "ACTIVE" DEVELOPMENT POLICIES IN THE MULTILATERAL TRADE NEGOTIATIONS:</b></p> <ul style="list-style-type: none"> <li>- To establish and analyze instruments of "active" development policies.</li> <li>- To study the implications of the "positive lists" in multilateral trade negotiations (i.e. in electronic commerce).</li> </ul>

	<ul style="list-style-type: none"> <li>- Costs and benefits of concessions from the point of view of flexibility of development policies.</li> <li>- Effectiveness of the instruments of support to the industrial policy and capacity of the countries of the region to implement them.</li> <li>- Evaluation of the use of "positive" clauses (i.e.: <i>de minimis</i>, art. IV of the GATS)</li> </ul> <p><b>INTELLECTUAL PROPERTY AND TRANSFER OF TECHNOLOGY:</b></p> <ul style="list-style-type: none"> <li>- Implications of the "second use" of patents.</li> <li>- Protection of bio-diversity, native knowledge and folklore.</li> </ul> <p><b>POLICIES AND POSITIONS OF INDUSTRIALIZED COUNTRIES:</b></p> <ul style="list-style-type: none"> <li>- Situation and perspective of the trade policies of industrialized countries and implications on their negotiating positions.</li> <li>- Analysis of the proposals on social issues in trade agreements.</li> <li>- Follow-up of the issue of intellectual property in industrialized countries.</li> <li>- The relationship between intellectual property and subsidies in the industrialized countries' research sector.</li> </ul> <p><b>SPECIAL AND DIFFERENTIAL TREATMENT:</b></p> <ul style="list-style-type: none"> <li>- Implementation of Art.IV of the GATS in the countries of the region.</li> <li>- Evaluation of the costs and benefits of the special and differential treatment from the point of view of Latin American and Caribbean Countries.</li> </ul> <p><b>REGIONALISM AND MULTILATERALISM:</b></p> <ul style="list-style-type: none"> <li>- Inventory and analysis of the instruments developed by the intra-regional agreements regarding WTO disciplines.</li> </ul>	<ul style="list-style-type: none"> <li>- To disseminate the content of the "positive lists" of the GATS to the private sector, as well as the barriers to the commerce of services.</li> <li>- To compare experiences regarding the implementation of development policies.</li> </ul> <p><b>MULTIDISCIPLINARY TRAINING FOR "CROSS-SECTORIAL" NEGOTIATIONS:</b></p> <ul style="list-style-type: none"> <li>- Knowledge of the obstacles to market access derived from environmental requirements or technical norms.</li> <li>- Studies on the countries' positions in international economic fora that have on trade's strategies, including environment, intellectual property, monetary and financial issues and investments.</li> </ul> <p><b>BEHAVIOUR AND TRENDS OF FOREIGN INVESTMENT:</b></p> <ul style="list-style-type: none"> <li>- Understanding on how TNCs take advantage of subregional and regional integration schemes.</li> <li>- Analysis of the agreements on foreign investment and their implications for the negotiations at the regional and international levels.</li> </ul>
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	<ul style="list-style-type: none"> <li>- Analysis of the implementation of Art. VI of the GATS.</li> </ul> <p><b>COHERENCE AND RELATIONSHIP BETWEEN TRADE/MONETARY /FINANCIAL ISSUES:</b></p> <ul style="list-style-type: none"> <li>- Implications and analysis of the mechanisms used to achieve macroeconomic stabilization from the point of view of multilateral trade commitments</li> <li>- Implications of a greater coherence between the WTO and the international financial institutions, and analysis of the proposals regarding the matter.</li> </ul>	
<p><b>B.- MEDIUM AND LONG TERM NEEDS:</b></p> <p><b>ISSUES RELATED WITH MEDIUM AND LONG-TERM TRADE POLICIES AND MODELS OF DEVELOPMENT IN THE CONTEXT OF REGIONAL AND MULTILATERAL NEGOTIATIONS</b></p>	<p><b>MEDIUM AND LONG TERM POLICIES:</b></p> <ul style="list-style-type: none"> <li>- The linkage between the issue of the external debt, international trade negotiations and the " international financial architecture ".</li> <li>- The behavior of FDI in the context of unfinished processes of trade opening.</li> <li>- The strategies of transnational companies from the point of view of domestic development and trade policies.</li> <li>- The promotion and attraction of direct foreign investment in trade liberalization processes.</li> <li>- The impact of the expansion of the industrialized countries' economies on the insertion of the countries of the region in the globalization process.</li> <li>- The relationship between intellectual property and economic development, and its effects on the transfer of technology, competitiveness and competition.</li> <li>- The fragmentation of the markets generated by the interests of TNCs and their impact on the trade negotiations.</li> <li>- The consequences of the shortage and concentration of the FDI flows and implications on the trade flows.</li> <li>- The role of the private sector in the prevention and control of the impact of</li> </ul>	<p><b>GENERAL RECOMMENDATIONS FOR THE TRAINING PROGRAMS IN INTERNATIONAL TRADE</b></p> <ul style="list-style-type: none"> <li>- Include in the syllabuses the new trade theories and the issues that are being negotiated at multilateral and regional level.</li> <li>- Teach international trade from a multidisciplinary point of view.</li> <li>- Explain how to formulate and implement development policies and policies aimed at the diversification of exports.</li> <li>- Explain the relationship between trade and competition policies at the national and international level.</li> <li>- Explain the link between trade and environment and the implications for trade negotiations.</li> <li>- Stimulate the understanding of regional, sub-regional and multilateral commitments, and their implications for the formulation of negotiating strategies.</li> <li>- Establish active links between training and research activities in issues related with international trade.</li> </ul>

	<p>international financial crises.</p> <ul style="list-style-type: none"> <li>- The role of the regional financial institutions in the regulation and supervision of the financial systems.</li> <li>- Assessment of privatization and economic reforms from the point of view of competition.</li> <li>- Analysis of the behavior of the national and foreign companies regarding research and development.</li> <li>- The impact of the “maquila” on the technological capacity of the countries of the region.</li> <li>- The effect of the development of trade in services on the national productive capacity and the implications on the formulation of negotiating positions.</li> <li>- Sectorial studies of services in view of regional and multilateral trade negotiations.</li> <li>- The role of regional and subregional integration in strengthening Latin American and Caribbean countries’ participation in trade and international flows.</li> <li>- The effects of multilateral disciplines on regional integration.</li> <li>- The articulation between the political and economic agenda of regional integration.</li> <li>- Identification of the financial, banking and monetary distortions that affect intra-regional trade and investment.</li> <li>- Analysis of the social dimension of economic integration</li> </ul> <p><b>DEVELOPMENT STRATEGIES:</b></p> <ul style="list-style-type: none"> <li>- The impact of trade policy on domestic policies in a globalized economy.</li> <li>- Formulation and implementation of "active" policies in accordance with trade disciplines.</li> <li>- The implications of globalization on the productive capacity of the region and the objectives of trade policies.</li> <li>- The treatment of intellectual property’s rights as private rights protected by the</li> </ul>	
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	<p>State.</p> <ul style="list-style-type: none"> <li>- The relationship between consumers' protection and trade policy.</li> <li>- The role of foreign companies in national economies and in the formulation of development policies.</li> <li>- Financing of stabilization mechanisms to avoid fluctuations of commodities' prices.</li> </ul>	
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