

WORLD TRADE ORGANIZATION

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Committee on Trade and Development
Integrated Framework for Trade-Related
Technical Assistance

TRADE-RELATED TECHNICAL ASSISTANCE NEEDS-ASSESSMENT
AND INTEGRATED RESPONSES BY IMF, ITC, UNCTAD,
WORLD BANK AND WTO¹

GUINEA

*A previous version of this document was circulated as WT/LDC/HL/12/Add.4

¹The first part of this document, which includes the needs-assessment for trade-related technical assistance, prepared by Guinea, is contained in document WT/LDC/HL/12/Add.4 and is not reproduced in this document.

INTEGRATED RESPONSE BY IMF, ITC, UNCTAD,
UNDP, WORLD BANK AND WTO TO THE
NEEDS-ASSESSMENT OF GUINEA

Technical assistance needs identified in the questionnaire	Organization	Response
In response to question A(k): <u>Technical assistance for compliance with the WTO Agreements</u>		
Contributions to the establishment and functioning, within the MPSPIC, of a resource centre on all aspects of the WTO/Uruguay Round	WTO	The WTO will provide assistance for the functioning of a resource centre on all aspects of the multilateral trading system. Such support will consist in particular in providing the unit with equipment, including computer equipment; documentation on the multilateral trading system (1998-2000).
Equipping the centre with the necessary telematic facilities for real-time information retrieval from automatic links with the WTO and possibly with specialized databases and private servers in this field	WTO	See C(d).
Systematic supply of basic documentation for consultation and possible dissemination, which would make the resource centre a national clearing house on all aspects of multilateral trade	UNCTAD	Supply of the Trade Analysis and Information System (TRAINS). CD-ROM.
	WTO	See above response.
Training of national experts in this field, under a consolidated programme for grooming national specialists with the competence and scope to liaise with associations of businessmen and even enterprises at the different levels of the government and interministerial hierarchies	UNCTAD	TRAINFORTRADE: Review of trade training needs has been undertaken. Follow-up under discussion.*
	UNDP	UNDP plans to address part of this request under its regional programme (RAF/96/001) and its national private sector support programme.

*Financing to be requested.

Technical assistance needs identified in the questionnaire	Organization	Response
Question A(k) (cont'd):	WTO	<p>National experts will be trained in the following types of activity:</p> <ul style="list-style-type: none"> - A three-week trade policy training course will be organized for francophone least developed countries, including Guinea (1998 and 1999). - The WTO will organize a national seminar on the WTO in Guinea on the multilateral trading system, in 1998. - Specialized regional seminars will be organized for francophone least developed countries in 1998 and 1999.
<p>Drafting a training plan to publicize the content of the WTO texts and their implications for the multilateral trading system, directed at the following target groups:</p> <ul style="list-style-type: none"> (a) Senior officials in the technical ministries, including customs officials; (b) high-level staff and executives of the public and semi-public trade promotion bodies/agencies; (c) permanent staff working in the trade organizations/associations, chamber of commerce, etc.; (d) decision-makers in international trading firms and businessmen interested in investing in the export and import trade; (e) executives and decision-makers at different levels of the foreign trade support services: commercial banking, logistics, transport/transit, insurance. 	UNCTAD	See above (TRAINFORTRADE).*

*Financing to be requested.

Technical assistance needs identified in the questionnaire	Organization	Response
<p>Question A(k) (cont'd):</p> <p>[In cooperation with short-cycle (technical colleges) and long-cycle (higher education institutions (commercial and management faculties in colleges), systematic adjustment of courses to include modern syllabuses and methods designed to meet the needs of the economy and the requirements of multilateral trade procedures and rules (see point (e).]</p>		
	UNCTAD/ UNDP/ (<i>UNIDO</i>)	Under the private sector support programme now being formulated, UNDP could finance part of the training activities in connection with this request.
	UNCTAD/ UNDP	In addition, UNCTAD will finance through the regional programme RAF/96/001 some training activities (at the regional level) in which Guinean executives will be able to participate.
	WTO	See A(k) above.

Technical assistance needs identified in the questionnaire	Organization	Response
In response to question A(l): <u>Technical assistance in the specific areas of the WTO Agreements</u> ⁺		
Market access	WTO	See regional seminars-response to question A(k).
Agriculture	WTO	<i>Idem.</i>
Rules of origin	WTO	<i>Idem.</i>
TBT and SPS	WTO	<i>Idem.</i>
Trade-related investments	WTO	<i>Idem.</i>
Preshipment inspection	World Bank	SGS handles preshipment inspection in Guinea.
	WTO	<i>Idem.</i>
Government procurement	WTO	<i>Idem.</i>
Legal aspects of foreign trade	ITC	The Government will be provided with the "Juris" database on the legal aspects of foreign trade.
	WTO	The WTO will provide specific aid to enable the Government to implement the WTO Agreements and take better advantage of them (1998-2000).

⁺ All these fields show evidence of inadequacies affecting the level of competitiveness of Guinea's foreign trade, which continues to be characterized to a significant extent by methods and practices more in keeping with the trading customs of the past than with modern international marketing.

Technical assistance needs identified in the questionnaire	Organization	Response
In response to question A(m): <u>Assessment of trade analysis and negotiating capacities</u>		
As far as trade analysis is concerned, there is a real fund of skills and experience, although they remain underutilized to a considerable extent, labouring under the weight of old-fashioned routine and procedural constraints. The fact remains, however, that selective supervision in the form of high-level evaluation and consultation would be welcome in the short and medium term.	UNDP	The private sector support programme UNDP is now helping the Guinean Government to formulate should take over part of the activities connected with this need.
In both multilateral and bilateral negotiations, requiring stronger capabilities at the preparation as well as the finalization stage, the competition policy which, to our mind, is central to the entire philosophy of international trade, should be understood by all groups concerned, including decision-makers, politicians and economic operators.	UNDP	It is planned that the private sector support programme UNDP is now helping the Guinean Government to formulate will take over part of the activities connected with this need. Activities under that programme will be synchronized with those defined under the regional programme (RAF/96/001).
	World Bank	The World Bank wishes to cover these aspects in the context of the forthcoming CAS.
	WTO	In the short trade policy training courses (see A(k)), a training module will be included in the programme so as to familiarize participants with trade negotiations.

Technical assistance needs identified in the questionnaire	Organization	Response
<p>Question A(m) (cont'd):</p> <p>Since Guinea is a tropical country and, furthermore, an LDC where the interaction between trade and the environment is of major concern and an essential matter for the purposes of sustainable development:</p> <ul style="list-style-type: none"> - extraction of tropical timber, and fragile ecosystems of Guinea's rainforest; - industrial investment and promotion of an environmentally-friendly manufacturing and/or sub-contracting sector; - introduction and strengthening of interministerial and national interagency technical assistance capable of defining and monitoring the application of national and international standards and specifications, more particularly for imports. 	<p>UNDP</p>	<p>Under the Industrialization Guidelines, UNDP has already helped the Government to identify priority sectors and conduct studies to analyse competitiveness in 12 sectors, including timber, building materials, fisheries, textiles. Under the private sector support programme now being formulated, UNDP could finance additional studies if they prove necessary.</p> <p>Under the private sector support programme now being formulated, UNDP intends to enhance the capacity of the Institute of Standardization and Metrology to turn it into a genuine quality control centre.</p>

Technical assistance needs identified in the questionnaire	Organization	Response
In response to question B(g): <u>Technical assistance needs with respect to supply constraints</u>		
Elaboration of sectoral substrategies for export supplies of products in which Guinea undeniably enjoys natural advantages, (agriculture, fisheries, stockbreeding, forestry, crafts and mining)	ITC	A mission was sent in July 1997 to identify project components as part of the national SME support programme for export development, now being worked out with UNDP. The export promotion project* will include the following components: <ul style="list-style-type: none"> - Sectoral strategies for exports - product promotion and development - Streamlining and improvement of procurement techniques.
	UNDP	Under the above projects, UNDP has already being assisting the Government to elaborate sectoral strategies for agriculture, fisheries, stockbreeding, forestry, crafts and mining. Cf. GUI/92/008 Industrial Guidelines Management or Agricultural Development Policy Letter.
	World Bank	The World Bank has an agricultural exports promotion project.
Improvement of techniques for the supply of various inputs and equipment, notably by training national managers in procurement and management techniques for imported supplies	ITC	See above.
	World Bank	Technical assistance by the Japanese Government.
Research, development and extension programmes aimed at export targets	ITC	See above.

*Financing to be requested.

Technical assistance needs identified in the questionnaire	Organization	Response
In response to question B(q): <u>Technical assistance needs in the areas of trade promotion and support services</u>		
Strengthening of private sector promotion institutions	ITC	Refer to B(g).
	UNDP	Under the integrated SME assistance programme, UNDP is already helping the SME Promotion Office (OPIP). Institutional enhancement activities are also scheduled for private sector support facilities in the context of the new private sector support programme being formulated.
Trade information	ITC	A specific module is being developed with the possibility of financing by ISDB and French cooperatives (assistance to the Chamber of Commerce). Moreover, the TOPS business opportunities database for ECOWAS member countries will be made available to the Government (February 1998).
	UNCTAD	Supply of Trade Analysis and Information System (TRAINS). See also B(v) - Trade Point.
Training	UNCTAD	See A(k) - TRAINFORTRADE.
	ITC	See B(g).
	WTO	See responses A(k) and A(l).
Support for enterprises	ITC	See B(g).
Support for the country in devising an export policy strategy and in the follow-up	ITC	See B(g).
Making good two major deficiencies in regard to the institutional framework and the legal and regulatory framework:		

Technical assistance needs identified in the questionnaire	Organization	Response
<p>In response to question B(q) (cont'd):</p> <ul style="list-style-type: none"> - Institutional framework: define the role of the State, entrepreneurs and public and private institutions operating in this area, specifying each one's functions - Legal and regulatory framework: set this within the framework of the Republic of Guinea's accession to the WTO, establish the rights and duties of entrepreneurs, encourage exports, draft and publicize all relevant procedures 	ITC	See B(g).
	UNDP	The framework private sector programme will take over part of the activities relating to this need. Follow-up financing required.
<p>Help to remove major constraints, more particularly:</p> <ul style="list-style-type: none"> - Economic information - professional training for operators and officials 	ITC	See B(g) and above.
	WTO	See responses A(k), A(l) and A(m).
<p>Improvement of logistics to provide reliable and competitive support for exports</p>	ITC	Refer to B(g)
	UNCTAD	ASYCUDA being installed.*
<p>Improvement of the trade, particularly export, operations financing system, with competitive conditions and costs, in other words, comparable to those of competitors</p> <p>(Support to rationalize imported supplies as a source of competitiveness)</p>	ITC	Refer to B(g).

*Financing to be requested.

Technical assistance needs identified in the questionnaire	Organization	Response
<p>In response to question B(q) (cont'd):</p> <p>Contribution to the introduction of standardization and quality control, particularly for export firms.</p>	ITC	Refer to B(g).
<p>Development of capacity for export support and incentives, including:</p> <ul style="list-style-type: none"> - improved management of temporary (customs) admission and the introduction of drawback; - introduction of a systematic development approach to exports (OPE); - development of export diagnosis of market study capacities (OPE and CCIG); - examination of ways and means to develop credit insurance; - promotion and application of incentives. <p>(These support need will be worked after adopting the above-mentioned strategy)</p>		

Technical assistance needs identified in the questionnaire	Organization	Response
In response to question B(v): <u>Technical assistance needs with respect to market access</u>		
Market information and intelligence in terms of competition and growth	ITC	See B(g) and B(q).
Support for market penetration capacity	ITC	See B(g) and B(q).
Training of commercial attachés and agents	UNDP	Provisions have been made under the regional programme (RAF/96/001) for the training of commercial attachés of African embassies abroad.
Production of catalogues, folders, CD-ROMS and registers of enterprise	ITC	See B(q).
Use of international communications networks in the form of a WEB site to publicize Guinean products and Guinea's export potential in the various sectors	UNCTAD/ ITC	Creation of a Trade Point to be accompanied by training activities on the tools to link Guinea up with the World Trade Points Network.*

*Financing to be requested.

Technical assistance needs identified in the questionnaire	Organization	Response
<p>In response to question C(b):</p> <p><u>Summary of technical assistance needs in terms of priority</u></p> <p>(In three priority categories):</p>		
<p>Training, including training of trainers, information on trade issues in general and on all matters relating to better integration of Guinea in world trade, with more active participation in negotiations to gain the greatest advantage from the opportunities that emerge in the implementation of the WTO Agreements, by strengthening the country's economic and export base.</p>	ITC/ UNCTAD/ UNDP	Strengthening of international trade training institutions is covered by project RAF/96/001.
	UNCTAD	See A(k) - TRAINFORTRADE: Review of trade training needs. Follow-up is under way.*
	WTO	See responses to A(k), A(l) and A(m).
<p>Study of the impact of the WTO Agreements on Guinea's economy and foreign trade and identification of the requisite framework for strengthening Guinea's foreign trade environment. The laws and regulations will also need to be adapted and an appropriate institutional arrangement will need to be set up.</p>	UNCTAD	An evaluation of the impact of the WTO Agreements on Guinea's foreign trade and its overall economic situation is planned.*
	UNDP	UNDP could finance part of the cost of this study under its regional programme (RAF/96/001) on capacity building for trade.
<p>Rehabilitation and strengthening of infrastructures, more particularly in helping to enhance product competitiveness for more active participation in world trade.</p>	ITC	See B(g) and B(q).

*Financing to be requested.

Technical assistance needs identified in the questionnaire	Organization	Response
In response to question C(d): <u>Technological capacity and human resources to make use of the new information technology tools</u>		
<p>Since June 1997, Guinea has been linked with Internet through the Guinean Telecommunications Company (SOTELGUI) and the country thus has some technological and human capacity to use this communication tool</p> <p>Again, Guinea has a fairly large number of micro-computers, including some latest generation computers with CD-ROM, multimedia, etc. However, the Ministry of Trade, like many enterprises and institutions, does not have enough trained human resources in this area to utilize these new information and communication tools.</p>	UNDP	The Internet Project of the UNDP Regional Bureau for Africa (RAF/96/002 and RAF/96/001) will take over part of the activities related to this request.
<p>Accordingly, the Republic of Guinea would need assistance in training and familiarization with these tools and technologies so as to consider using them in the service of trade development and in communication and information. Such assistance could involve training (establishing a core body):</p> <ul style="list-style-type: none"> - Seminars, publicization and dissemination; - creation of an Internet site. 	World Bank/ WTO	Internet link with WCO possible in the context of the joint WB-WTO project.
	WTO	<p>The WTO will be able to provide a computer and a laser printer for the Government's focal point for multilateral trading system issues. (1998)</p> <p>The WTO will also be able to make the necessary link-up of the focal point with Internet and provide Guinea with CD-ROMs. It will also provide training in the use of computer and electronic equipment. (1998)</p>
	ITC/ UNCTAD	See B(v) - Trade Point.