

b) Establishment of a Reference Centre for use by the business community.

Under the leadership of ITC, the second Reference Centre will focus on the impact of WTO agreements on business. This unit would be set up at BET. To grant equal access for all relevant institutions to this Reference Centre, an agreement should be prepared that will indicate the conditions under which information will be made available to users.

c) Training of the managers of the Reference Centres

A training course will be organized on documentation management to help the designated Reference Centres' managers in arranging and using the documents and multimedia material. The training module will be designed and implemented by ITC.

4. Output 1.4 National training capacity in MTS issues, reinforced

a) Training of trainers in general MTS matters: the Geneva course.

An important part of the integrated programme relates to the training of trainers. The main objective of the training programme is to enhance knowledge of the rules of the multilateral trading system, and help to strengthen national training capacities, geared to assist public and private sectors to manage such matters.

From each of the eight selected countries under the Integrated Programme, six candidates will be selected for participation in the training courses, representing public and private sector, as well as qualified persons from training institutes. ITC, UNCTAD and WTO will accommodate two trainees each. The courses will be conducted in Geneva, and started in the second semester of 1997 for English-speaking trainers, followed by a course for French-speaking trainers early 1998.

Participants are required to have relevant background in international trade and the WTO multilateral trading system, a confirmed pedagogical background, relevant contacts and availability in home country to ensure dissemination of knowledge. The main tasks of trainers are to design training events, according to specific needs of target audiences, and subsequently contribute to training courses and dissemination seminars in home country.

Participants will be required to carry out pre-seminar assignments, including preparing programmes and presentations on how the training will effectively be conducted in-country, discuss constraints in domestic policy-making and issues relating to the URAs of interest to that country. Common objectives will need to be established for delivery of the information in-country and time will be reserved during the training course for participants to prepare programmes for each of their respective countries upon their return. Following completion of the programme, the trainers will be able to organize training activities jointly and to divide tasks for training to be delivered in their home country.

The seminars will be held over three weeks, with programmes of one week in each organization. A comprehensive programme will be prepared, including a module with pedagogical material, i.e. to teach the participants how to train others. Documentation and training material are currently under preparation. Participants in the training course will assist in determining the premises for training (ministries, training institutes). Trainers will be required to organize several training events per year. Refresher training courses and a feed-back system (quality control) will be foreseen.

During the course of the Project, the trainers should be available, as resource persons, to make contributions to the workshops and activities sponsored by ITC, UNCTAD and WTO. They

would also conduct their own training programmes, such as those provided by the College of Business Education, or the University of Dar Es Salaam. An appropriate framework for the future availability of these trainers will need to be agreed.

b) Specialized trainers in selected issues important for Tanzania

A number of specialized trainees will be selected from among public sector officials and private sector executives who will use the Agreements for their regular business and tasks. These professional trainers will receive specialized teaching, based on their existing proficiency in selected subsectors, relevant to the implementation of specific agreements in Tanzania. Training will be provided in the framework of subregional programmes, to be staged in the countries covered by the Integrated programme in the East Africa Region. This formula, beside the economies of scale that could be achieved, should favour exchange of experiences among professionals of neighbouring countries, namely, in the framework of the EAC organization.

The specialized training will be staged, as needed, by the executing organizations, through their regular workshop programmes or in specific subregional training events, in sectors relevant to Tanzanian interests and priorities, such as:

- WTO rules
- Market access
- Agriculture
- Textiles
- Services
- TBT, SPS, quality control and certification
- Customs valuation and PSI.
- Intellectual property, and trade marks

c) Providing academic and training institutions with teaching material

Teaching materials will be provided by WTO, ITC and UNCTAD, from existing publications and from training material, such as Trainfortrade, the Business Guide to the Uruguay Round, ITC Trade Secrets Guide, and related training material currently being developed by ITC, UNCTAD and WTO. Four complete packages (including trainers' manuals and exercise books, transparencies, etc.) will be delivered to:

- The University of Dar Es Salaam
- The College of Business Education

5. Output 1.5 Strengthened negotiating capacity to handle the built-in agenda in the various Uruguay Round Agreements

On the basis of a clear identification of issues and sectors of interest in the built-in agenda, the Project will help prepare the country for participation to international negotiations, including:

a) Forum for policy and decision makers, on MTS

A high-level one-day Workshop will be targeted to high ranking officials, involved in the shaping of economic decisions in Tanzania, at the relevant ministries, the Bank of Tanzania, and to parliamentarians and the chief executives of private sector institutions. The Workshop will include brief and well-targeted presentations by WTO, UNCTAD and ITC, according to a sequence to be synchronized. Only major issues of the MTS will be tackled with some examples and cases relevant to the Tanzanian economy.

b) Setting negotiating objectives and preparing proposals

On the basis of the recommendations stemming from the above-mentioned Workshop, issues and sectors of interest to Tanzania in the URAs will be identified, and the country representatives in international fora will be better prepared for a more effective participation in negotiations, related to structural reforms and to the multilateral trading system. Use will be made of the UNCTAD CAPAS programme in respect of preparations for negotiations on trade in services, as well as other relevant material.

6. Output 1.6 Enhanced knowledge and understanding of Uruguay Round Agreements, by public sector officials, private sector institutions, foreign trade enterprises, and the general public

In addition to the high-level Workshop, described under Output 1.5, a second series of three-day general seminars for users of the MTS will be organized during the lifetime of the project. Other specialized workshops will be locally initiated by training or private sector institutions of Tanzania, as deemed necessary. In addition to local resource persons, the inputs from ITC, UNCTAD and WTO will be limited to selected elements that are not available in the country. They would be determined on a case by case basis. If applicable, WTO would be able to send lecturers to attend the specialized workshops, bearing all expenses incurred by two professionals of the WTO staff. The local institutions initiating the events will bear the organization costs and probably arrange attendance on a fee basis.

a) Organization of two general seminars

Two workshops will be targeted to business executives, private sector institutions, public officials and technocrats, media professionals and journalists. They will be more detailed and mainly cover matters of general and shared interest. Through their coverage of the workshop, media representatives will be able better to inform the general public about the implications and advantages of Tanzania's participation in the multilateral trading system. In this framework, press briefings could be made at the Tanzania Information Service.

b) Technical and specialized workshops

Specialized workshops will be organized on the initiative of local specialized institutions (TBS, Tanzania Revenue Authority or Customs Department, Ministry of Justice, Confederation of Tanzanian Industries, Board of External Trade, Tanzania Chamber of Commerce, Industries and Agriculture, etc.). These technical workshops would be staged according to the interest of the targeted participants. Their subjects could be selected from the following:

- Customs valuation, rules of origin,
- TBT, SPS and quality management, pre-shipment inspection and quality certification,
- Agriculture,
- Textiles,
- Services
- Anti-dumping and safeguards
- Tariffs, market development, Product and market diversification,
- Intellectual property, trade marks and product development for export,
- Regional integration.

In addition to the three executing organizations of this Project, other interested institutions could be called upon, as necessary (World Customs Organization, Common Fund for Commodities.

UNIDO, WIPO, ISO, etc.). The national trainers trained under output 1.4 are to be closely associated with these activities.

D. PROJECT OUTPUTS AND ACTIVITIES RELATED TO THE SECOND OBJECTIVE

CONFORMING TO AND SEEKING MAXIMUM ADVANTAGE FROM THE MULTILATERAL TRADING SYSTEM

For the attainment of this important objective, the Project would provide different types of technical inputs to be implemented by UNCTAD, in collaboration with ITC and WTO. These activities will help the Tanzania Government and the business community in defining concrete policy measures and strategies that are necessary to draw maximum advantage from the new business opportunities.

1. Output 2.1 Improved awareness of trade policy issues, in relation to the various adjustments to the Uruguay Round Agreements

As already stated,, the Project focuses, *inter alia* through training, on building a national capacity for the knowledge and understanding of Uruguay Round Agreements and rules of the multilateral trading system. The following activities will reinforce other capacity building activities, namely in strategy formulation for the promotion of exports and an investment friendly climate. UNCTAD, in collaboration with ITC and WTO, will assist national institutions to conduct the indicated activities.

a) Assessment of the potential impact of the Uruguay Round Agreements on the Tanzanian economy and external trade

A prospective survey will be undertaken on the MTS impact on the Tanzanian economy. Data related to market access conditions for selected products and markets will be analyzed using Comtrade and national statistics. UNCTAD and ITC will jointly carry out this survey, using the ITC methodology to assess product/market potential, and the UNCTAD approach to assess the impact and trading opportunities of the new multilateral trading system, experimented in SADC. A review of import conditions in selected target markets will also be carried out.

The products on which this survey will particularly focus, are those for which supply studies have been accomplished in recent years, under ITC technical assistance to BET, or in the framework of other donor supported projects focused on different Tanzanian organizations. In addition to commodities exported by Tanzania, 13 non-traditional export product groups will particularly capture the attention, namely:

- Timber and timber products,
- Marine and marine products,
- Minerals (including gold),
- Gemstones,
- Handicrafts,
- Honey and beeswax,
- Oilseeds and pulses,
- Leather and leather products,
- Coconut, activated carbon,
- Spices,
- Horticulture,
- Instant coffee and blended tea,
- Textiles and garments.

The survey to be carried out by resource persons selected from those who would have been trained under the capacity building leg of the Project, should help Tanzanian authorities, managers and officials in assessing the real effects of the new multilateral trading system on the national

economy. It will also allow the ITC/UNCTAD/WTO seminars on URAs to acquire a more practical and country-specific orientation.

Furthermore, the survey will assess the implications of the Agreements for sectoral policies in export-oriented sectors and identify new trade opportunities to be exploited. It should identify trade policy issues related to the adaptation of Tanzanian legislation to selected Agreements, critical to the development efforts of the country. It will review the present trade policy framework, following the SWOT approach, to highlight the strengths, weaknesses, opportunities and threats in the ability of Tanzanian enterprises to compete. The survey will also outline proposals for the adoption of liberal and competition-friendly policies.

b) National Symposium on trade policy measures to improve the business environment in Tanzania.

The results of the survey to be undertaken under the previous activity will be reviewed in a national Symposium, together with a summary of the data gathered through activities thus far accomplished under Objective 3, relating to the improvement of Tanzania's export readiness. The survey on the demand for export support services, to be carried out under the UNDP/ITC Export development subprogramme (URT/97/004), will also be submitted to this Symposium.

The Symposium will review the results of the aforementioned studies and formulate recommendations to the Government and private sector, on how to adapt and best draw advantage from globalization. It will be attended by administration officials, parliamentarians, academicians and economists, as well as private sector entrepreneurs. It will focus, in addition, on policy and institutional matters, and on the specific sectors offering good potential for the development of the country's exports.

The Symposium will be held with the full participation of the national resource persons who would have been involved in the survey, and it will make recommendations for the improvement of the business climate in Tanzania. The Symposium's recommendations will also constitute the basis for the design of an agenda for future activities of the IMTC.

2. Output 2.2 Contribution to the Adjustment of laws and regulations

In order to bring the national legislation into line with the rules of the multilateral trading system, the following activities will be carried out, basically with the assistance of WTO and UNCTAD and, if need be, of the ITC.

a) Assistance in the drawing up of notifications which the country must make in connection with its participation to the WTO.

This assistance could take various forms, in particular the provision of a special handbook prepared with a view to the drawing up of the notifications required under the various Agreements; and the sending of an information mission to the various ministries involved in order to provide explanations and technical information concerning the required notifications.

b) Provision of technical advice on the implementation of the Agreements, based on examples from countries with similar profiles

c) Evaluation missions concerning any problem relating to the review or introduction of national legislation aiming at consistency with WTO rules

- d) *Field missions designed to enable the authorities to introduce national legislation, inter alia by proposing model laws that could be adapted to the specific situation of Tanzania*

3. Output 2.3 Improved awareness of the business community of how to maximize trade opportunities provided by special and differential treatment, including transitional arrangements, built-in to the relevant Uruguay Round Agreements

This output will be related to seminars/workshops and the Symposium. In this respect, the following activities will be carried out mainly by UNCTAD, with specific inputs by ITC. Concrete measures will be recommended to the Government, to expand trading opportunities in selected sectors: agriculture, textiles, etc.

- a) *Identification of concrete policy support measures and business strategies, necessary to achieve maximum exploitation of the special and differentiated treatment provisions for LDCs.*
- b) *Indication of ways and means to improve access to appropriate technology, through technology policy, compatible with the TRIPs Agreement.*
- c) *Study of the impact of the tariff structure on the competitiveness of exports and for possible harmonization at the EAC level.*

E. PROJECT OUTPUTS AND ACTIVITIES RELATED TO THE THIRD OBJECTIVE

ENHANCING TANZANIA'S EXPORT READINESS

The Project will assist Tanzania in better exploiting its comparative advantages in the subregion and in the global market. It will interact with and complement activities undertaken in the framework of the UNDP/ITC technical assistance modular project URT/97/004, to help enterprises in designing and implementing sectoral and enterprise strategies better to take advantage of market niches and opportunities. Within the scope of this third objective, the Project will support a better access by Tanzanian exporters to selected systems and tools of competitiveness, such as trade information and quality management systems, that could improve performance on international markets.

1. Output 3.1 Matrix of exchangeable goods and markets of interest to Tanzania established

In the context of market globalization, Tanzania's future trade prospects will be analyzed on the basis of the first findings of the study mentioned under Activity D.1.a. on the impact of the new MTS on Tanzania's foreign trade. The elements contained in the supply and market surveys already available or to be realized under the Export Development subprogramme, will help to construct a matrix of non-traditional exports, bearing a comparative advantage for Tanzania. This matrix will be prepared by a team coordinated by the Board of External Trade, in cooperation with the CTI, IPC, TCCIA, TANEXA and other relevant private sector institutions or research organizations. Results of an important amount of desk and field research are already available in these organizations, that will be capitalized upon.

Using these data and the findings of the product-market matrix, a thorough analysis of current and future production capacities will be undertaken, to show the potential for export-oriented activities and evaluate potential supply by product group, over the medium-term. A broad