

**SPEAKING NOTES**  
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***UN CEB Cluster on Trade and Productive Capacity Cluster***  
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**ITC approach to the work of the UN CEB Trade and Productive Capacity Cluster**

- Better define the positioning of Agencies in the TRTA market;
- Better communicate with environment engage with clients to identify needs and tailor solutions;
- Maximise cooperation and division of labour with other TRTA Agencies;
- Maximize the value provided by ITC and the UN development impact for beneficiary countries.

**ITC positioning relies on three pillars**

**1. Intelligence on Business and Trade policy**

- We provide analysis and scenarios about the impact of trade negotiations on business. We use market analysis tools (definition).
- We do that on a practical basis: by country and by economic sector, taking into account commitments and prospects at bilateral, regional and multilateral level. We do that for existing and potential trade negotiations identifying threats and opportunities for the country's industrial sectors. Let me provide an example: we want to work with Mercosur and India to conduct these scenarios about a Mercosur/India trade agreement to raise awareness and associate the business sector to the potential opportunities. The aim is to support public / private interaction so that opportunities and challenges are properly addressed on time.
- We also contribute to quantify the impact of trade negotiations on other development aspects → fiscal revenues, impact on labor, on domestic prices and overall economic stability. We do it in partnership with specialized UN Agencies, for instance, the ILO in Burkina Faso on impact scenarios of EPAs for assessing potential impact on workers and the corresponding professional training needs.

## 2. Export development strategy

- This intelligence enables ITC to provide support to the business sector and governments for the definition and implementation of national / sectoral export strategies. Again, we do that in a practical context. Our approach addresses practical opportunities and threats related to scenarios in the trade regime.
- We support countries developing and managing institutional systems to identify priorities for enhancing export performance. The objective is to strengthen the linkages between export development and socio-economic growth. From our experience, we know that it requires a strong public-private dialogue and the involvement of the business sector.

## 3. Support to the business sector adjustment

- Strategies identify actions and resources required to enable smooth business adjustment. In this context, ITC provides technical assistance to reinforce existing supply side capacities or develop new ones. Our targets are business services suppliers and the enterprises themselves.
- Our technical assistance covers actions to support the management of enterprises, of production systems, and most importantly of marketing capabilities. At the end of the game we want enterprises to export more and to export better.
- Our support to enterprises is channeled through partnerships with key trade support organizations. We trained them and reinforce their managerial capacities. They take care of final delivery of TRTA to enterprises.

## **Enhancing a coherent and integrated UN approach**

### 1. Putting trade on the development agenda

- Coherence means that the UN Development System must recognize the central role of trade in economic and social development. We want to combine the weight of our Agencies to put trade at its centre of the UN Development System.
- The Cluster's joint training course (with UN Staff College) for UN Resident Coordinators is a good example of how joint work can be useful for development.

## 2. Efforts should be prioritized to those who need it the most

- The common final objective of our Agencies is sustainable development and the achievement of the MDGs. We are public sector organizations that work for the public good.
- ITC places sustainable development at the centre of its exports development efforts. Our focus is to support poor communities to obtain clear and demonstrable effects that exports can contribute to poverty reduction. The same with gender issues and environmental concerns.

## 3. The need for joint programming

- Through the work of the Cluster, we are getting increased transparency about the positioning of each of the Agencies. We increasingly can identify complementarities.
- ITC presence in beneficiary countries is limited. Whatever the quality of our delivery, our impact is limited if we stand alone. We are focusing on upstream high value activities. We need the cooperation with other Agencies to ensure economies of scale. This applies to all domains of specialization. We advocate for further work being concentrated on enhancing a system for joint programming of TRTA at country level.