

Curriculum vitae

1. Family name: Hellyer
2. First names: Mark
3. Date of birth: 21/04/1969
4. Nationality: British
5. Education:

Institution	Degree(s) or Diploma(s) obtained:
October 1987 to June 1990, Kingston University, London UK	BA (hons) 1 st Class Economics
October 1995 to date, Reading University	PhD International Trade and Competitiveness (incomplete)

6. **Language skills:** Indicate competence on a scale of 1 to 5 (1 - excellent; 5 - basic)

Language	Reading	Speaking	Writing
English	1	1	1
Russian	5	5	5
Gujarati	-	4	-

7. **Membership of professional bodies:** Development Studies Association; International Consulting Economists Association; Royal Economic Society; The Royal Institute of International Affairs (Chatham House); Wilton Park International Association.
8. **Other skills:** MS Word, PowerPoint, Outlook, Excel, SPSS and Microfit
9. **Years of Experience:** 22 years
10. **Present Position:** **Director, CTA Economic & Export Analysts Ltd (2008 to date)**
 Independent Consultant (1998-2008)
 Special Adviser to Government of South Africa on Trade Negotiations (1996-8 Part Time Position)
 Director, EcoTourism Ltd (Subsidiary of CTA Economic & Export Analysts Ltd) (1995-98)
 Trade Economist CTA Economic & Export Analyst Ltd (1991-1997)
 Telecoms Market Analyst AM Ltd, London (1990)
 Research Assistant on Transport Investment, Kingston University (1988-89)

11. Key qualifications:

- Over 22 years experience in trade policy, private sector development, trade negotiations, export competitiveness and trade impact studies in over 50 developing countries in Africa, Asia, Latin America, Caribbean, Central Europe and CIS.
- Extensive practical trade negotiation experience and understanding of the processes involved having: been part of the Ghana Delegation to the Doha Ministerial; negotiated with CARICOM Secretariat on behalf of the Government of Montserrat; been part of the Bhutan Delegation in SAPTA negotiations; part of the South African Delegation in EU-South Africa FTA negotiations and participated in technical groups in the WTO Accession process of Moldova, Armenia, Ukraine and Tonga and supported negotiations of NTB removal at Stability Pact Meetings.
- An accomplished trade economist, expert in the preparation of negotiation papers including the use of quantitative analysis and economic models such as formal position papers for negotiations in Mauritius, Montserrat, Ghana, Kenya, Uganda and Tanzania, as well as a major economic model for the Caribbean countries during the banana disputes of the early 1990s. In addition, prepared a series of negotiation briefs for the European Commission in support of EU WTO GPA negotiations and Re-negotiation of the trade provisions of Lomé IV.
- Experienced trade negotiation trainer having: prepared and trained Ghanaian delegates for the WTO Ministerial in Doha and subsequent technical negotiations; trained Bhutanese negotiators for SAPTA and bi-lateral trade negotiations; prepared Montserrat and DFID negotiators for regional trade negotiations, trained Maldives officials in WTO Negotiations, Ukrainian Negotiators in FTA Negotiations and; trained Ukrainian, Moldovan and Armenian negotiators for WTO negotiations.
- Extensive experience in developing trade policy within governments, including consultation across government and private sector stakeholders including preparation and drafting trade policies in Ghana, Bhutan and Maldives (mainstreaming DTIS findings into 5 year Plan) and developing trade policy papers proposing policy reforms in Latvia, Armenia and Moldova.
- Experienced in the identification of trade and private sector constraints (including business enabling and regulatory environment, supply side, market and trade regime constraints) and the development of appropriate trade policies including the preparation of trade policy papers in Moldova, Maldives, Bhutan, Latvia, Armenia and Ghana. He has also been involved in institutional development aspects of implementing a cohesive trade policy across government Ministries, departments, institutions and business development services providers in Maldives, Ghana, Ukraine and Bhutan to ensure an effective and coordinated policy approach that is well researched, analysed and consulted (with all government and non-government stakeholders).
- Has supported export value chain analysis, competitiveness and marketing on both a sector and enterprise basis in a wide range of sectors and countries including processed fruit from Armenia, rubber products from Sri Lanka, processed food and beverages from Zimbabwe, electronics, software, fresh meat, clothing and furniture from Lithuania and education, medical tourism, wellness, BPO, professions and ICT in Ghana, Jamaica, Antigua, Trinidad and Grenada. In addition, provided export marketing advice to UK companies in construction, defence manufacturing, environmental consulting and satellite positioning equipment.

12. Professional experience

Dates	Location	Beneficiary	Position	Description
Oct 12 – Dec 12	UK	DFID, Trade Policy Unit	Team Leader	Design of the Trade and Global Value Chains Initiative: Project scoping and design work for the pilot phase for a new DFID project aimed at enhancing the poverty reduction impact of global companies' engagement with their suppliers in countries. The initiative followed up on the results of the Capturing the Gains (CtG) programme regarding linkages between economic and social upgrading. In particular it analysed value chains in two sectors - horticulture in South Africa, Kenya and apparel in Bangladesh.
Jul 12 – Oct 12	Brussels	European Commission Quality Unit	Team leader	European Commission Staff Trade Training Programme: Delivery of Training programme to European Commission staff on design and management of trade related assistance projects. Thematic topics include market access regimes, trade policy mainstreaming, global value chain development, business enabling environment and quality infrastructure. In addition development of e-training modules on basic trade topics were piloted (SPS, TBT, Trade facilitation).
Apr 12 – June 12	Ghana	Private Sector Development Board (Financed by DANIDA)	Team Leader	Development of a Roadmap for Implementation of the Private Sector Development Strategy: Evaluation and revisions of proposed programmes for export development, business enabling environment, access to finance and B2B linkages. Preparation of an implementation plan, annual workplan and budget for PSDS II.
Jan 12 - Mar 12	Bhutan	European Commission	Team Leader	Design of an Export Diversification Project: project identification mission to determine support required for exporters of products (horticulture, handicrafts and processed wood) and services (ICT, education and tourism).
Jan 12 - Mar 12	Ghana	Private Sector Development Board (Financed by DANIDA)	Team Leader	Design of an Export Development Project: analysis of the constraints to exporting in Ghana; preparation of options for programme design; consultation with stakeholder groups; preparation of detailed project documents and logframe.
Nov 11- Oct 12	Grenada and Trinidad	Coalition of Service Industry Associations (financed by the Commonwealth Secretariat)	Team Leader	Strengthening the Competitiveness of Services in Grenada and Trinidad & Tobago: Trinidad & Tobago: Development of sector strategies for Trinidad (Film and entertainment, ICT, Education, tourism, medical, architectural). Grenada: Support to strengthening the Coalition of services and its member associations
Sep 08 - Mar 12	Ukraine	Ministry of Economy (Financed by the UK Strategic Programme Fund)	Lead Adviser	Support to Ukraine-EU Deep and Comprehensive Free Trade Agreement Negotiations (DCFTA): Provision of specialist technical assistance and advice to the Ukrainian negotiating team during Negotiations with the EU: In response to questions from the negotiating team, research and preparation of impartial advice on the meaning, consequences and implications for Ukraine of adopting specific components and; in response to discussions with the EU on areas where Ukrainian negotiators are blocking discussions, work with Ukrainian stakeholders to explain and assess the implications in the areas of concern; Development of implementation strategies for key sectors (Rules of Origin, Public Procurement, Technical Regulations, SPS and Intellectual Property) which will specify the political, legal and institutional actions required to both comply and maximise the benefits of the FTA, once signed; Facilitating deeper understanding and dialogue amongst state and non-state actors on the implications and impact of an FTA between the EU in the areas through: Preparation of briefing papers for GoU: analysing the impact on Ukraine of negotiations in key areas (for example; tariffs, services, IP, GI, Investment etc) to act as stimulus to informed debate and discussion in Ukraine on EU FTA issues; Facilitation and management of Stakeholder dialogue meetings: dialogue with participants to ensure their commitment and understanding of the process; organisation and management of meetings; presentation of papers (as stimulus) in controlled discussion groups ; encourage open debate; facilitate the preparation of position papers articulating interests and developing national consensus; Establish and develop a formal system of public diplomacy for systematic consultation and awareness.

Dates	Location	Beneficiary	Position	Description
Jan 2009 – Dec 2011	Worldwide (including workshops in Brussels(4), Ghana, Jordan, Kenya, Malaysia, Mexico and Zambia)	European Commission Quality Unit	Team leader	European Commission Staff Trade Training Programme: The design and delivery of a training programme on Trade Related Assistance (TRA) and Private Sector Development (PSD) for EC staff, both at Headquarters and in Delegations in third countries, to enable the EC to improve quantity, quality and effectiveness of its external assistance in the field of TRA and PSD. Including basic concepts and recent developments in Trade Related Assistance and Private Sector Development, and the integration of cross-cutting issues such as environment, gender and social / human rights; EC trade strategy in different regions; Approach, definitions and future challenges of WTO Aid for Trade and the "Joint EU Strategy on Aid for Trade"; Means and tools to address private sector development and Aid for Trade issues at the different stages of the project cycle: trade needs assessments and Enhanced Integrated Framework, their relevance for mainstreaming trade issues at country and regional level, Aid Effectiveness principles and implementation modalities (sector-wide approach, budget support, donor funding / division of labour); Analysis of the preparatory process of projects and programmes and indicators to be used to measure results, impact and effectiveness of the interventions in TRA and PSD.
Jan –Jul 2011	Jamaica	Jamaica Trade & Invest (JAMPRO) (financed by the Commonwealth Secretariat)	Team Leader	Development of a Health and Wellness Tourism Strategy: Diagnostic review of existing medical and wellness spa facilities and capabilities in Jamaica, the business enabling environment and global market potential. Stakeholder consultation process to assess and prioritise the sub-sectors for development in Jamaica. Development of a national roadmap to develop and promote health and wellness tourism in Jamaica, including allied industries throughout the value chain.
Apr 2010- Jun 2011	Ghana	Ghana Export Promotion Council (Financed by the IFC)	Team Leader	Development of Export Training Modules for the Ghana Export School: Review of existing training and comparison with reputable international courses, survey of needs of existing exporters; development of advanced export training courses for existing exporters; preparation of learning materials and speaker notes; Training of trainers.
Apr – Oct 2009	Antigua & Barbuda	Ministry of Finance (financed by the Commonwealth Secretariat)	Lead Expert	Development of a Trade Diversification Strategy: Research and development of a trade diversification strategy for Antigua & Barbuda. Included background research, assessment of export potential in more than 10 sectors, analysis of trade enabling environment, analysis of the institutional framework for trade, organisation and delivery of a validation workshop, definition of implementation modalities, preparation of terms of reference for the National Trade Policy Committee and the Trade Committee of the National Economic and Social Council.
2008	Ukraine	Ministry of Economy (Financed by UK Global Opportunity Fund)	Economist	EU-Ukraine Free Trade Agreement Scoping Study: Analysis and options for scope of a FTA agreement with the EU including a review of other agreements concluded by the EU including stability pact, EPAs and other FTA's to determine the coverage in terms of trade and tariffs, NTBs and other issues and examination of the current EU-Ukraine agreements (including PCA and ENP) to determine additional requirements which will be needed.
2008	Ghana	Ghana Export Promotion Council (financed by the Commonwealth Secretariat)	Team Leader	Enhancing Ghana's Exports of Professional Services: Survey of Ghana's professional services sectors and preparation of a national export strategy for professional services and manual for companies on selling professional services to foreign clients.
2007-2008	Maldives, Sri Lanka	Ministry of Trade and Economic Development (financed by European Commission)	WTO Integrated Framework Facilitator	Support to Trade Policy Coordination and Implementation: Mainstreaming of the trade policy (and IF recommendations) into national policy through the National Development Plan and establishment of a high level trade policy coordination committee. Support and advise to policy implementation, identification of WTO Integrated Framework projects, definition of project concept and TORs, identification of appropriate donors and support with supervision of projects.
2005-2006	Maldives	Ministry of Trade and Economic Development (financed by European Commission)	Trade Adviser	Support to Maldives International Trade Policy: Development of a National Trade Policy based on elaborating the Trade and Investment Chapter of the 7 th National Development Plan and incorporating all recommendations from the IF DTIS study. Facilitated stakeholder consultations, drafted the policy document and developed implementation structures. Also provided specific advice to MEDT on current trade negotiations such as SAFTA, WTO DDA and EU trade relation after Graduation from LDC status
2005-2007	Ukraine	Ministry of Economy (financed by UK DFID)	WTO Compliance Expert	Component Leader – WTO Transparency Obligations and Awareness Raising: Paper on transparency obligations and rights of WTO members; Institutional options to address transparency after accession; establishment of a WTO Centre to address transparency and awareness raising; preparation of operations manual of training of Centre staff; definition of communication strategy with MDAs; definition of awareness raising strategy and preparation of promotional materials and webpage.

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2005	Maldives	Government of Maldives (financed by European Commission)	Team Leader	Trade Needs Assessment: Assessment of trade policy needs including recommendations on strategies and options for graduation from LDC status and design of priority projects for EU funding in the medium term.
2005	Serbia	Stability Pact (financed by European Commission)	Lead Adviser	Support in the identification, negotiation and elimination of non-tariff barriers amongst the countries of the Stability Pact in the Western Balkans: Research in each country of the Western Balkans to identify non-tariff barriers within the network of free trade areas; preparation of negotiation briefs and; participation in Stability Pact Trade Committee meetings to aid negotiations.
2004 (Full time long term Expert)	Ghana	Ministry of Trade, Industry and President's Special Initiatives (financed by UK DFID)	Adviser to the Minister	Development of a national trade policy: Definition of the scope of a proposed trade policy for Ghana through a stakeholder Round Table; Research and compilation of existing trade related research and analysis in Ghana; Preparation of a comprehensive Trade Policy Options paper providing a menu of policies to address the identified policy issues and trade constraints in Ghana; wide consultation including conference and stakeholder group discussions to select policies; drafting of the trade policy text; definition of trade policy action programme.
2003	Belgium	UK DFID	TRTA Evaluator	Review of DFID's Trade Secretariat Programme for the Stability Pact: assessment of the impact of DFID'S support to the secretariat of the Stability Pact Trade Liberalisation and Facilitation Working Group; impact of DFID'S support to the working group (phases 1 & 2) and recommendations for future needs and structure.
2003	UK	DG Trade (EU)	Trade Economist	Analysis of the EU trade preferences on the Western Balkans: measuring the impact of the 2000 tariff and trade concessions on export potential from Western Balkans and linkages and effects on the wider economy as input to the European Council's review of the Autonomous Trade Preferences of 2000.
2003	UK	Programme of Advisory and Support Services Rural Livelihoods (financed by UK DFID)	Lead Adviser on Trade	PASS adviser on trade and poverty, rural livelihoods and food security – providing DFID with advice on issues such as: on-going advice, project conception, design, supervision and evaluation on the following programmes: Identification of the issues and linkages between poverty, livelihoods and trade; Analysis of the Commodities value chain (cocoa, coffee and tea) and the impact on poor producers; Assessment of the influence of DFID in international standards setting (SPS and CODEX) and promotion of developing country interests to minimise adverse effects on poor producers; Development of an early warning system of EU legislation to alert DFID advisers of new and proposed legislation which affects developing countries; Analysis of the linkages between trade reforms, livelihoods and Food Security; Identification of issues for developing countries Agriculture of the current negotiations and developments in international Trade: WTO, EPA, EBA, EU enlargement and regional integration
2003	Montserrat (with missions to Barbados, St Lucia, St Kitts, Guyana And Antigua)	Office of the First Minister (financed by UK DFID)	Chief Negotiator	Terms of Accession to the Caribbean Single Market and Economy on the Economic Development of Montserrat: the implications for Montserrat, especially its economy and status as a dependant Overseas Territory; assessment of the administrative burden to the Government of Montserrat, the institutional development required and legal capacity requirements. Led negotiations at the Tripartite negotiations with Government of Montserrat, CARICOM and HMG.
2001-2003 (Full time long term Expert)	Ghana (with visits to Geneva, Brussels and Doha)	Ministry of Trade and Industry, Ghana (financed by UK DFID)	Team Leader/Lead Adviser	Ghana Trade Policy Project: Management of the DFID trade programme involving institutional reform of trade policy formulation process; preparation and support for trade negotiations at WTO, EPA and ECOWAS; negotiation strategy training; participation in negotiations such as the WTO Doha Ministerial. Development of a national Trade policy in line with the PRSP, development of institutional structure and capacity for implementation and elaboration of the policy into a set of projects. Establishment of and liaison with a donor coordination committee on trade and mobilisation of resources to fund implementation.
2001	UK	UK DFID	Trade Economist	Study on the Effects of Particular CAP Regimes on Developing Countries: Economic and econometric analysis on the effects of the EU Common Agricultural Policy (domestic support, export subsidies and tariffs/levies) on the agricultural export potential of least development countries as part of the UK contribution to the review of the CAP.

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2001	UK	DFID and DTI	Study Team Leader and Lead Trade Economist	Study on the Impact of a Ukraine EU Free Trade Agreement on EU Industry and Agriculture: Inform the UK Government's position in considering these issues with other Member States and the European Commission; assess possible trade policy interests with respect to access to the European markets, paying particular attention to possibilities of asymmetric liberalisation; identify possible sectoral sensitivities of EU, EFTA and CEFTA states relevant to Ukraine; identify compatibility of any enhanced access with other international agreements and WTO rules.
2001	Bosnia Herzegovina	Bosnian Foreign Investment Promotion Agency (financed by European Commission)	Institutional Development Expert	Establishment of a Foreign Investment Supervisory Body in Bosnia Herzegovina: Assessment of the institutional structure requirements; Analysis of the goals and objectives of the Foreign Investment Promotion Agency (FIPA); Presentation of options for the establishment of a foreign investment supervisory body of FIPA and investment policy provider; Development of Guidelines for the operation of the body; Discussion and establishment of the body.
2000-2001	Armenia, Dubai, Hungary	Armenian Policy and Legal Advice Centre (financed by European Commission)	International Competitiveness Economist	Assessment of the Competitiveness of the Armenian Food Processing Value Chain: Assessment of the demand potential for fresh and processed fruit and vegetables in EU (especially UK) and Middle East (especially Dubai); Detailed evaluation of the production processes, marketing, finance and other factors determining competitiveness in Canneries; Assessment of the trade policies in each country and their effect on competitiveness; Recommendations for government policies and design of programmes to improve competitiveness.
2000	UK, Moldova, Ukraine	Ministry of Economy (financed by UK DFID)	Study Team Leader and Lead Trade Economist	Implications of EU'S Policy Options for the Development of Relations Between EU and Ukraine and EU and Moldova: Advise DFID on UK position at the EU on developing economic relations with Moldova and Ukraine following EU enlargement ; study the consequences of enlargement and the consequent changes in tariff structures for patterns of trade between (i) Moldova and Ukraine, (ii) the existing EU, (iii) the CEEC candidate countries, and (iv) Russia; and then to consider what would be the most appropriate policy options for future EU relations with Moldova and Ukraine for pro-poor economic development in these countries.
2000	Moldova	Ministry of Economy (financed by European Commission)	Trade Policy Adviser	Advise on Accession of Moldova in to the WTO and Preparation of Trade Policy Paper: Assessment of current progress in WTO Accession; Evaluation of the institutional capacity of the government in negotiating WTO Accession; Identification of the remaining steps for Accession; Needs assessment of the Government and; Definition and Coordination of technical assistance to assist with negotiation in Accession; Study of the constraints to exporting in Moldova; Examine existing policies in Moldova; Discussion of policy aims and objectives with government; Drafting an outline policy concept along WTO compatible lines.
2000	Armenia	Armenian Policy and Legal Advice Centre (financed by European Commission)	Trade Policy Adviser	Recommendations for International Trade Policies for the Government of Armenia Complying with WTO Rules and EU Partnership Agreements: Study of the constraints to exporting in Armenia (general and by major export sector); Comparative study of other countries' policies in the region comparing successful export countries with non-successful; Examine existing policies in Armenia (create a de-facto existing policy); Discussion of policy aims and objectives with government of Armenia given experiences of others and constraints; Drafting an outline policy concept along WTO compatible lines (Objectives, Geographic and sectoral focus, International agreements, Import regime, Export Regime, Export Incentives and other policies such as FDI).
2000	Yemen	Ministry of Trade and Industry (financed by European Commission)	Team Leader	Design of A WTO Support Project: Team leader to assess the capacity needs to support the WTO Accession process and development of financing proposals for a 5 m euro project.
1999-2000	Lithuania	Lithuanian Development Agency (financed by European Commission)	Export Marketing Adviser	Lithuania Export Promotion Project: Provision of export marketing assistance to 30 Lithuanian enterprises to develop new export markets, improve export sales and marketing skills, introduce quality systems awareness and provide market information. Sectors included clothing, software, agri-processing, veneer furniture, oak components and flooring, milk powder, confectionary, wine and spirits, food packaging and printing and smart card/utility metering equipment. Marketing activities included working with existing clients such as M&S, IKEA and Aldi to renegotiate existing contracts, as well as own brand promotion and development.

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1999	Brussels	ACP Secretariat (financed by European Commission)	Trade Economist	Preparation of Negotiation Strategy for the ACP to Improve Agricultural Export Diversification within the EU-ACP Free Trade Agreements: Assessment of the current constraints limiting export diversification in ACP States; Examination of the margin of preference enjoyed on current exports and impact on market share; Identification of products where duties and tariffs remain; Assessment of the impact of liberalisation on ACP exports using partial equilibrium models; Development of possible negotiating positions to maintain margin of preferences and improve market access in the post Lomé trade regime with the EU.
1999	Latvia	Latvian Development Agency (financed by European Commission)	Trade Policy Adviser	National Trade Policy Advice to the Government of Latvia: Review of the current policies and regulations impacting on trade development; Assessment of the constraints faced by core industries in the wood processing, food and beverage, fish, clothing, mechanical engineering and chemicals sector; Review of institutional support in Latvia such as finance, export credit and export promotion; Sectoral and National recommendations for trade policies to promote export diversification, new market development and export expansion.
1999	Cameroon	Ministry of Commerce (financed by the Commonwealth Secretariat)	Trade Policy Adviser	Adaptation of Cameroon's Industrial and Trade Policies to Facilitate its Integration into the Global Trading System and Specifically its WTO Commitments: Review of current trade, industrial and investment policies and regulations; Evaluation of the impact of these policies on Cameroon's trade and investment; Assessment of the services to support export and investment promotion and standards; Examination of the impact of WTO commitments on the economy; Presentation of Workshop on Findings; Recommendations for the adoption of new policies to rapidly comply with WTO Commitments and embrace global integration.
1998-99 (Full time long term Expert)	Bhutan with missions to Thailand, Nepal, Indonesia, Malaysia, Sri Lanka, Hong Kong and Laos	Ministry of Trade and Industry (financed by European Commission)	Project Director and Trade Policy Advisor	Bhutan Trade Policy Project: Drafting the Bhutan Foreign Trade Policy (including policy reviews of Sri Lanka and Laos and major inputs); Advice and Trade Policy Analysis with Negotiations of SAPTA and SAFTA and economic integration potential; WTO and bi-lateral Trade Agreements including training of Ministry officials. Assistance in other policy developments including Industry and FDI policy and provision of advice on WTO Accession. Established the Bhutan Export Promotion Centre developing trade information systems; preparation of Exporters Directory; Training of Exporters; Study of the Market for Horticultural and Processed Food Products in Thailand, Hong Kong, Singapore, Malaysia, Indonesia and Sri Lanka; Study of the EU market for handmade paper and; Support in the participation of Bhutan at International exhibitions.
1996-98 (part time)	South Africa	Office of the President (financed by Government of South Africa)	Special Trade Adviser	Providing advice and guidance on the negotiations for the EU-South Africa Free Trade and Associated Agreements: Giving advice on content of agreements and implications for South Africa, negotiation positions and interests of EU and member states and assessment of South African negotiator's performance.
1996-98	UK	EcoTourism Ltd (Grant from European Commission):		Developing East European Heritage Trails in Slovenia, Slovakia and Bulgaria: Design and management of project to map out tourist routes through selected countries highlighting accommodation and heritage sites along pre designed routes.
1998	Mauritius	Ministry of Economic Planning, Mauritius (financed by Government of Mauritius)	Trade Economist	Trade Policy Advice to the Government of Mauritius regarding Post Lomé Negotiations, : Update of the Partial Equilibrium Model of EU-Mauritius Trade; Evaluation of Numerous Scenarios in light of EU Proposals; Preparation of Negotiation Briefs and Advice regarding Future Negotiations.
1998	Kenya, Tanzania and Uganda	ACP Secretariat (financed by European Commission)	Trade Economist	ACP-EU trade model of Impact of the Free Trade Option of the Post Lomé Regime on Kenya, Tanzania and Uganda: Development of partial equilibrium models to determine the affect on trade patterns between Kenya, Tanzania and Uganda and the EU; Assessment of the impact on tariff revenue, Government Budget, ACP exports to EU; Consumption and GDP.
1997-98	Sri Lanka	Ministry of Industrial Development (financed by the Commonwealth Secretariat)	Export Marketing Adviser	Export Marketing Assistance to Four Sri Lankan Rubber Products Manufacturers: Training of rubber industry regarding the export marketing process; selection and assistance to four manufacturers regarding internal export capacity audits, export market research, marketing strategy development, preparation of marketing materials, training of marketing personnel and development of marketing systems to improve implementation.

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1997	Mauritius	Ministry of Economic Planning, Mauritius (financed by Government of Mauritius)	Trade Economist	Assessment of the Impact of the Free Trade Option of the Post Lomé Regime on Mauritius, Ministry of Economic Planning, Mauritius: In-depth discussion and analysis of the future options for the post Lomé trade regime; Creation of partial equilibrium models to determine the affect on trade patterns between Mauritius and both the EU and ACP States; Assessment of the impact on tariff revenue and Government Budget; Assessment on local industry, economic growth and employment; Impact on other trade commitments such as SADC, COMESA and WTO; Advice and recommendations regarding the negotiation of the Post Lomé regime and Mauritius's position.
1997	Pakistan	European Commission	Trade Adviser	Anti Dumping Training in Pakistan, European Commission: Organisation and promotion of two seminars in Pakistan; Presentation on the EU rules and regulations on anti-dumping; Evaluation of the Seminar; Preparation of report on Proceedings.
1997	Malawi, South Africa	Ministry of Trade and Industry (financed by European Commission)	Trade Economist	Assessment of the Impact of the Proposed European Union/South African Free Trade Agreement on Malawi's Trade and Investment: Analysis of the likely options for a European Union/South African free trade agreement and development of scenarios; Identification of competing products in Malawi which could potentially be affected by the agreement; Development of partial equilibrium models to assess the changes in EU-SA trade patterns; Scenario evaluation to assess the potential affects on Malawi's trade and investment; Assessment of the relative competitiveness of Malawi's industry to determine the impact on Malawi; Development of a Government Position on the Agreement; Recommendations to improve Malawi's competitiveness in EU and South African markets to minimise the affects of increased EU-SA trade.
1995-7	UK	EcoTourism Ltd (financed by the EBRD)	Project Manager	Development of Tourism Village in Albania: Management of project to reverse the impact of migration from rural villages through renovation of village houses for tourist accommodation, development of tourist facilities and attractions and promotion and marketing of Albanian villages as a specialist tourist destination.
1992-7	UK	Coal Research Establishment	Export Marketing Adviser	Preparation of an Export Marketing Strategy: Assessment of current activities and strengths and weaknesses of the company; Market research on the world-wide market for energy and environmental consultancy sectors; Development of a Marketing strategy; Provision of Marketing Support Services.
1996	UK	Korean Management Association	Export Marketing Adviser	Organisation of an Inward Investment Mission from Korea in the UK, France and Germany: Identification of European companies interested in investing in the Korean telecommunications sector; Organisation of a series of seminars and study missions in Europe; Participation in the inward investment mission from Korea; Follow up with investment and other cooperation agreements.
1996	UK	European Commission	Trade Economist	Research and Preparation of a Guide to Improving Competitiveness in the African, Caribbean and Pacific States using the Provisions of the Lomé Convention: Evaluation of the trade and private sector provisions of the Lomé Convention; Analysis of the development constraints faced by private sector entrepreneurs in ACP States; Extensive discussions with European Commission Officials regarding the instruments, mechanisms and tools of the Lomé Convention; Technical writing for the guide on how the private sector in the ACP can utilise the provisions.
1996	Malawi	Ministry of Trade and Industry (financed by European Commission)	Trade Economist	Assessment of the Private Sector Export Capacity and Constraints in Malawi, including Preparation of Recommendations for its Development, for the European Commission: Survey of the private sector in Malawi, its structure, size, sectoral composition and provision of ancillary services; Examination of the government's policies in relation to private sector and trade development; Analysis of the constraints to private sector development in Malawi; its strengths, weaknesses, opportunities and threats; Preparation of an action programme to assist with private sector and trade development aimed at overcoming the constraints identified.
1996	UK	US Department of Commerce	Export Marketing Adviser	Research and Design of an Export Marketing Strategy for Entry into the South Korean Textiles and Clothing Markets: Desk research into the South Korean textile and clothing market, its size, structure and organisation and future trends; Evaluation of the key players in the market; Analysis of the available distribution channels and potential for market penetration for US imports; Preparation of an outline marketing strategy.

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1995-96	UK	Ministry of Finance (financed by the Commonwealth Secretariat)	Trade Policy Adviser	Assistance to the Government of Tonga in its Accession to the World Trade Organisation: Preparation of Tonga's Memorandum of Accession detailing its foreign trade regime, conforming to WTO guidelines. This involved an analysis of the existing legal trade framework and trade structure; Drafting of responses to queries raised by the WTO Working Party; Assistance in bi-lateral negotiations with other WTO member states; Quantitative and qualitative assessment of the benefits and other effects of Tonga's membership of the WTO
1995-6	Argentina, Brazil, Chile, India, Mexico and South Africa	European Commission, DGXV	Trade Negotiation Adviser	An Analysis of the Public Procurement Regime and Regulations, Barriers to Foreign Participation and Preparation of Negotiation Briefs for the GATT/GPA Agreement in Argentina, Brazil, Chile, India, Mexico and South Africa: Evaluation of the WTO General Procurement Agreement, its rules, conditions and mechanisms; Analysis of the priorities and interest amongst European industry in participating in public contracts; Assessment of the market size for public tenders (including direct contracts, concessions, BOT, BOOT and BOLT) in the airports, electricity, oil and gas, ports, railway, road, telecommunications, urban transport and water sectors, as well as central and regional government in each country; Investigation into the prevailing rules and regulations regarding foreign participation, transparency, local preferences, standards, qualification, tendering, award criteria, bid challenge procedures and dispute settlement; Analysis of the benefits to EU companies of the inclusion of each contracting authority in the GPA and preparation of negotiation briefs for EU negotiators.
1995-6	Poland	European Commission	Project Evaluator	Evaluation of the EU Funded Export Development Project (EXPROM) in Poland: Comparison of the needs of Poland with the aims, design and preparation of the project; Assessment of the project's efficiency, including the institutions involved, their capacity and the capacity of the staff, the understanding of Phare procedures and modes of communication between the beneficiaries, project, government and European Commission; Evaluation of the project's effectiveness and the use of funds by beneficiary companies and trade related institutions (Packaging Institute, Design School and Chamber of Commerce); Measurement of the impact of the Project on Poland and its trade; List of recommendations for the future implementation of trade programmes in Poland.
1995	UK	Rohm & Hass	Investment Analyst	Assessment of the Comparative Cost Components of Potential European Sites for the Establishment of a Chemical Manufacturing Facility: Identification of the major investment criteria for the construction and operation of a major chemical plant; Research into the comparative advantages and costs of a number of potential sites in Europe; Assessment and selection of a short-list providing evidence of the cost implications of siting the facility in each including, labour costs and productivity, access to raw materials and supply, proximity to market place, tax and business regulations, incentives and grants available, cost of land and capital; Presentation to the client.
1995	Latvia, Hungary, Poland and Czech Republic	European Commission	Project Evaluator	Evaluation of the Phare Multi-Country Trade Development Programme for Central and Eastern Europe and Recommendations for Future Implementation: Examination of the trade and investment needs of the countries of central and eastern Europe; Comparison of the needs with the content of the MCTDP programme; Assessment of the measures and actions undertaken to date; Recommendations regarding the re-orientation of the programme, new measures and implementation of future actions.
1995	Slovakia	European Commission	Workshop Facilitator	Phare Multi-Country Trade Development Programme - Workshop on Trade Policy, Finance and Market Information Requirements in Central and Eastern Europe held in Bratislava: Design and development of the workshop programme; Identification and recruitment of keynote speakers; Identification of government decision-makers in central and eastern Europe; Organisation of the workshop; Presentation and chairman of a trade and investment workshop; Preparation and distribution of Workshop Proceedings.
1995	UK	Bechtel Ltd	Investment Analyst	Research, Identification and Short-listing of Suitable Investment Locations for a Proposed US\$ 250 m Acrylate Plant in Europe: Research into comparative costs, availability of finance, local skills, available infrastructure, access to markets and proximity to raw materials of major industrial development sites in Europe; Short-listing of sites which meet a minimum criteria; Recommendations to client.

Dates	Location	Beneficiary	Position	Description
1995	UK	Computer Devices (Hastings) Ltd	Export Market Analyst	Global Market Survey and Five Year Forecasts for Strategic Reconnaissance Management Systems, including Prospects and Trends Towards Commercial Off-The-Shelf (COTS) versus Military Off-The-Shelf (MOTS): Assessment of the export potential of the strategic reconnaissance management systems produced by the UK market leader; Investigation of the current and future global market for Strategic and Tactical Reconnaissance systems; Analysis of future customer requirements for off the shelf systems as opposed to customised systems; Recommendations and definition of an export marketing plan.
1995	South Africa	British Defence Manufacturers Association and UK Department of Trade and Industry	Export Market Analyst	Assessment of the Market Potential in South Africa and Preparation of an Export Marketing Strategy for UK Defence and Security Equipment Manufacturers: Assessment of the export potential of twenty UK manufacturer of defence and security products including aircraft, missiles, unmanned vehicles, arms and munitions, protective clothing, gyroscopic searchlights, vehicles, airport security systems, X-ray equipment, robotic bomb disposable equipment, hand-cuffs, truncheons and uniforms; Identification of the key purchasers of each product in South Africa and an analysis of the current and future market potential, including specific future projects; Assessment of the current rules and regulations in South Africa regarding defence and security procurement and tariffs and taxes applied to imports; Evaluation of the existing competitors both within and outside South Africa and identification of potential partners in South Africa; Definition of an export marketing strategy for each company
1994-5	Ghana, Ethiopia, Swaziland Uganda Dominica, Ghana, Zambia	European Commission and respective Export Boards in Each Country	Export Marketing Adviser	Support To Participation of Selected ACP States in Participation in International Trade Fairs and Exhibitions: <u>Country level support in Ghana (1994 and 1995), Ethiopia, Swaziland and Uganda</u> to survey of the traditional and non-traditional export sector; Detailed examination of the prevailing trade policies followed, including the international agreements which each country belongs to and the impact on its trade; Assessment of the tariff and non-tariff barriers to trade; Identification of key opportunities for export development; Undertaking an export marketing training. <u>Technical Assistance to exhibitors from Dominica, Ghana and Zambia at the International Food Exhibition, London and Interzum (Germany)</u> including briefing of participants prior to the Exhibition; Assistance with customs clearance of goods; Assistance with the setting up of each stand, the display of products, distribution of literature and provision of samples; Tracking and monitoring enquiries from potential customers, marketing of the stand and invitations to key customers; Assistance with negotiations; Evaluation of performance after the exhibition.
1995	Tanzania	European Commission	Project Evaluator	An Evaluation of Commercial Activities and Profitability of Micro-enterprises in Mufindi District: Evaluation of profitability of seven micro enterprises in Tanzania established and co-financed by a Belgian NGO and the European Commission; Analysis of the future plans and market potential of each company in the dairy, seed farm, furniture production, freight and brick and tile sectors; Assessment of the institutional aspects of the project and financial disbursement; Preparation of business development plans for the seven enterprises; Recommendations for future project funding
1995	UK	US Department of Commerce	Anti dumping Economist	Investigation into India Dumping of Garlic in US Markets: Survey of the production, distribution and marketing of garlic in India; Investigation of the input costs in India, including labour, land and any subsidies given; Analysis of published domestic and export prices.
1995	UK	US Department of Commerce	Anti dumping Economist	Anti-Dumping Investigation of Steel Wire Exports from Italy: Analysis of monthly trade flows from Italy to the US; Price Comparisons of domestic prices, FOB and CIF prices
1994	Botswana	European Commission	Trade Project Design Expert	Preliminary Study for a Trade Development Project in Botswana: Survey of the SME and non-traditional export sectors in Botswana; Assessment of the institutions supporting trade in Botswana including the trade and investment promotion organisations and the chamber of commerce; Analysis of the constraints to export development; Design of a trade development project for Botswana.
1994	UK	US Department of Commerce	Anti dumping Economist	Price Analysis of Domestic and Export of Marble in India: Investigation of the price structure and product specifications in India; Comparison of domestic prices in India with export prices in the US to assess whether dumping exists in the US market, taking into account transport costs.

Dates	Location	Beneficiary	Position	Description
1994	UK, Belgium	European Commission	Trade Economist	Policy Review of the Private Sector's Role in Trade under the Lomé Convention (the EU Trade and Aid Agreement with 70 African, Caribbean and Pacific States): Statistical analysis of ACP trade performance since the first Lomé Convention; Review of the provisions of the Lomé Convention relating to enterprise and trade development; Analysis of the problems faced by ACP companies in developing trade and where the Convention could be used to address these problems; Policy recommendations for changes in the Convention to address the problems of private sector traders; Design of outline programmes to promote trade development within the framework of the Lomé Convention
1994	Pakistan	European Commission	Market Access Adviser	Single European Market Workshops in Karachi and Lahore, Pakistan: Desk and field research to assess the sectors which Pakistan has the best potential for exporting to the Single Market; Preparation of the Workshop Programme on How the EU works; Its Institutions; Market Information; European Standards and; sectoral overviews of the European markets for food, leather goods, sportswear, software and energy engineering products; Manning a Single Market Help-desk to answer specific technical questions on market entry to the European Union; Chairman and rapporteur in the interactive workshop on leather products; Production and distribution of a workshop proceedings report.
1994	UK	US Department of Commerce	Anti dumping Economist	Investigation into Indian and Kenyan Dumping of Honey for Manufacturing in US Markets: Investigation of the production costs in each of the market for grades of honey used by the manufacturing industry; Analysis of the price subsidies given in each market; Survey of domestic prices; Assessment of the transport and packaging costs in each market.
1994	UK	ACP Secretariat (financed by European Commission)	Trade Economist	Evaluation of the Impact on ACP-EU Trade of the Possible Enlargement of the European Union to include Sweden, Austria, Finland and Norway and Countries from Central and Eastern Europe: Statistical analysis of the current trade between ACP States and the potential members of the enlarged European Union; Assessment of the barriers to trade currently faced by ACP States in each market; Evaluation of the positive and negative affects of enlargement on ACP trade with the EU: new larger tariff free market and more competition in the European market; Quantification of the effects using the Finger-Kreinin method of measuring export similarity, and measures of trade creation and diversion resulting from enlargement; Recommendation for remedial action against the threats to ACP trade from enlargement and strategies to maximise the benefits of the enlarged market.
1994	Madagascar, Seychelles, Mauritania, Senegal, Côte d'Ivoire, UK, Poland and Hungary	ACP Secretariat (financed by European Commission)	Trade Economist	Analysis of the Factors Affecting ACP Competitiveness throughout the Fish and Fish Products Value Chain in the European Union, EFTA and Eastern Europe: Statistical analysis of the growth in exports of ACP fish and processed fish products in EU markets; Assessment of the future demand potential for ACP products in UK, Poland, and Hungary; Detailed evaluation of the production processes, marketing, finance and other factors determining competitiveness in Madagascar, Seychelles, Mauritania, Senegal and Côte d'Ivoire; Assessment of the fisheries and trade policies in each country and their effect on competitiveness; Evaluation of the ability of ACP companies to comply with EU Health and Safety regulations on hygiene in the fisheries sector; Recommendations and design of projects and programmes to improve competitiveness.
1994	St Lucia, Dominica, St Kitts and St Vincent	Embassy of OECS, Brussels	Trade Economist	Analysis of the Implications of the Organisation of a Common European Banana Market in Support of the GATT Panel Defence: Update of the model of ACP - EU trade in bananas; Evaluation of the impact of the Common Organisation of the Single European Banana Market on Caribbean banana export volumes and prices.
1994	UK	GEC Marconi	Market Analyst	Market Strategy to Obtain Research and Development Funding for Speech and Information Systems in Defence and Civil Applications: Assessment of the activities and future plans of GEC Marconi; Analysis of the available research and development programmes sponsored by the European Commission; Strategy for GEC Marconi to apply for EU funding.

Dates	Location	Beneficiary	Position	Description
1993-4	Mauritius, Zimbabwe	European Commission	Trade Economist	Analysis of ACP Trade Performance and Policy Recommendations for Changes in the Lomé Trade Provisions at the Mid-Term Review of Lomé IV: a detailed review of the ACP States trade performance under each Convention including a statistical analysis of the absolute growth/decline in the volume and value of ACP exports; changes in ACP shares of EU markets; and the change in structure of ACP-EU trade; a comprehensive review of the trade provisions of the Convention, the margins of preference offered (compared with other competing developing countries under the GSP and others facing conventional duties); creation of general equilibrium trade models on total and product specific to evaluate and isolate the determinants of successful ACP exports (analysing elasticities of demand and supply) and the trade diversion and trade creation effects of the provisions; country case studies (involving field research) in three relatively successful ACP states: Mauritius, Côte d'Ivoire and Zimbabwe, to examine the policy, institutional and industrial factors which contributed to this success and the extent to which it could be replicated in other ACP states; analysis and series of recommendations to alter the trade provisions in improve the ACP's position in EU markets.
1993-4	UK	Wandsworth Borough Council	Market Analyst	Preparation of a Feasibility Study for a Model for an Integrated Environmental Planning and Management System for Urban Lake Tourist Attractions: Preparation of a feasibility study to be used to attract co-financing; Successful application for a 1 million ecu grant from the European Commission under the LIFE Programme; Management of the Project.
1992-4	UK	Trafalgar House Construction	Export Marketing Adviser	Preparation of an Export Marketing Strategy: Assessment of current marketing activities and potential of the Group; Market research on the world-wide market for construction projects across a number of sectors; Development of a Marketing strategy; Provision of Marketing Support Services.
1993	Zimbabwe, UK, Germany	ZimTrade (financed by European Commission)	Market Analyst	European Market Strategy for Zimbabwe Processed Food Products: Assessment of the export potential of the Zimbabwe processed food industry; Analysis of the German and UK markets for selected Zimbabwe products: canned fruit, fruit concentrates, beer and wine, canned beef products and organic herbs and spices; Evaluation of the value chain of Zimbabwe products in each market; Design of marketing strategies for viable export products in each market.
1993	Ethiopia	European Commission	Trade Project Design Expert	Survey of the Private Sector in Ethiopia and Design of a Small Enterprise Development Project: Survey of the SME sector in Ethiopia, its structure, size, sectoral composition and provision of ancillary services; Examination of the government's policies in relation to private sector and trade development; Analysis of the constraints to private sector development; Design of credit system to support SME development; Preparation of an action programme to assist with private sector.
1993	UK	Clark Whitehill	Market Analyst	Survey of the UK Market for Fresh and Frozen Fish: Analysis of the UK retail market for fresh and frozen fish market by type of outlet; Estimation of future growth in the market; Assessment of the changes in relative importance of each type of retail outlet and future trends; Preparation of evidence for Insurance Court Case.
1992-3:	UK	ACP Secretariat (financed by European Commission)	Trade Economist	Design of a 20 MECU Trade Development Project and Preparation of Financing Proposals: Assessment of ACP-EU trade under the Lomé Conventions; identification of the tariff and non-tariff barriers to trade in ACP states through field research in 12 ACP states; analysis of the constraints in each country and the ACP as a whole; recommendations of actions and projects aimed at overcoming the constraints; design of a pilot project under Annex XX of the Lomé Convention to address trade development across the ACP.
1992-3	UK	Government of Gibraltar	Trade Rules Analyst	Technical Support on the General System of Preferences and Access to the Single European Market: On-going advice on the eligibility of planned investments to take advantage of the status of Gibraltar in the EU's General System of Preferences; Examination of the Rules of Origin to specify the process necessary to comply with the rules; Investments examined include Clothing finishing from Hong Kong, Floppy disks from China, Herbal Remedies from China, Beverages from South Africa, Coffee from South Africa and Steel Rods from South Africa.
1992	UK	EETC (Caribbean)	Trade Economist	Analysis of the Implications for Caribbean Rum Exports of the Enlargement of the European Union: Assessment of current EU imports from the Caribbean compared with the prospective new members, Estimation of the EU imports of rum from the new members after enlargement (and any fall in imports of Caribbean rum); Analysis of the Lomé Rum Protocol to assess the mechanism and assurance of supply provided for in the Convention.

Dates	Location	Beneficiary	Position	Description
1992	UK	Commonwealth Secretariat	Trade Economist	Preparation of a Guide to Commonwealth Developing Country Exports to the EC: Analysis of the differing preferential trade regimes applicable to Commonwealth developing countries: Lomé trade preferences, General System of Preferences and LDDC GSP; Research on particular products which face particular standards; Assessment of the conditions and certificates required under each regime to qualify for preferential access.
1992	UK	Ministry of Trade and Industry (financed by European Commission)	Trade Economist	Assessment of the Impact of ECOWAS (Regional Free Trade Association) Trade Liberalisation Programme on Trade in West Africa and Recommendations to Improve the Compensation Scheme: quantitative analysis of regional trade in ECOWAS; identification of the barriers to regional trade in each country; quantitative analysis of the potential impact of tariff reductions on each country in the region; evaluation and redesign of the mechanisms to compensate against tariff reduction.
1992	UK	INMARSAT	Market Analyst	Survey of the Potential for Satellite Positioning Equipment in Global Transport Markets (Long Distance Commercial Vehicles): Survey of the number of vehicles in 23 countries in Asia, Africa, Europe and Latin America; Analysis of the potential use of global positioning equipment in the long distance freight, long distance bus, fresh produce and dangerous chemical transport sectors; Forecast growth in the markets over ten years.
1992	UK	EcoTourism Ltd (financed by European Commission)	Market Analyst	Pre-feasibility Study for a Tourism and Hotel Development in Tanzania: Survey of the market potential for Tanzania as a tourism destination by comparisons with Kenya; Assessment of the potential tourism products available and demanded in Tanzania; Costing of the planned hotel developments in Tanzania; Calculation of the cash flow based on estimated market and operating costs; Calculation of the return on investment.
1991-2	St Lucia, Dominica, St Kitts and St Vincent	Caribbean Banana Exporters Association	Trade Economist	Development of a Trade Model of EU Banana Imports and Scenario Evaluations of Proposed Changes in the Regime Including a Free Market, Tariff, Quota and Quota-levy Systems: Creation and maintenance of a model of ACP - EU trade in bananas; The evaluation of the impact on the volume and price of the numerous suggested tariff/quota regimes (using calibration simulation techniques); Analysis of the compatibility of the regime with GATT/WTO rules.
1991	UK	Caribbean Banana Exporters Association	Trade Economist	Statistical Analysis of World Banana Trade and Value Chain: Statistical analysis of the available data on banana production, trade, consumption and prices; Analysis of trade flows to identify producer-market linkages and dependencies; Comparison of prices of different producers to assess competitiveness; Comparison of price margins throughout the distributor chain in different markets to identify monopoly/oligopoly profits; Presentation of analysis in tabular and graphic forms for use by the client in publicity and international negotiations.
1991	UK	Sato Kogyo Co.	Trade Rules Analyst	Report on the European Rules on Public Procurement as part of a Major Japanese Construction Company's Pre-Investment Study: Research on the rules and regulations governing all public works, supplies and service contracts and all utility (public and private) contracts in Europe; Analysis of the laws and its implementation and the thresholds over which these rules apply in each sector and type of contract, tender procedures, qualification criteria, award criteria, publicity requirements and time limits; Assessment of the implications and opportunities for participation in such contracts.
1991	UK	Gibraltar Investment Authority (financed by the Commonwealth Secretariat)	Trade and Investment Economist	Assessment of the Trade Development and Investment Potential for Gibraltar and Design of Marketing Strategies: Assessment of the comparative advantages of Gibraltar as an investment location including its costs, facilities and special relations with the EC; Selection of products and sectors for which Gibraltar offers a suitable and advantageous location; Investigation into the regional markets for the selected products: Electronic manufacturing, medical disposables, textiles and clothing, food processing/packaging, warehousing services, financial services, direct mailing and cosmetic packaging; Identification of potential investors from Europe, USA and Japan; Design of a detailed investment promotion programme to market Gibraltar as an investment location.
1991	Ireland	Woolwich Europe Plc	Export Market Analyst	Assessment of the Irish Mortgage Market: Review of the current status of the Irish mortgage market including its size in terms of value, current rates and growth potential; Assessment of the principal actors in the market, their position and future plans; Analysis of the economic relation between the Irish and UK financial sector; Recommendations regarding the Woolwich's plans to enter the market.

Dates	Location	Beneficiary	Position	Description
1991	UK	European Commission	Economist	Needs Assessment And Design of an SME Credit Scheme for Rural Areas in Zimbabwe Targeted Towards those Enterprises Excluded from the Formal Banking Sector: Survey of the level of economic activity outside the traditional banking sector in Zimbabwe; Assessment of the finance needs of women and rural entrepreneurs who are excluded from traditional credit; Evaluation of existing financial institutions in Zimbabwe and their ability to meet the needs of those currently excluded; Design of a mechanism to fund a revolving credit scheme to meet the needs.
1991	UK	Redal Omni	Anti dumping Economist	Price Analysis of the German Rubber Level Crossing Export Market in an Anti-Dumping Case: Investigation of the price structure and product specifications of a German competitor; Comparison of prices of rubber level crossings in the UK, USA and Czech Republic to assess whether the competitor was dumping in the US market, taking into account transport costs
1991	UK	AT&T	Anti dumping Economist	Competitor Analysis of the UK market for telephone equipment in a Third Country Anti-Dumping Case: Research into the production within the UK and the imports of a major Japanese manufacturer to determine the extent to which exports to the US originate in the UK; Assessment of the UK production capacity and the ability to increase production; Examination of the production processes employed at the UK plant; Comparison of local and export prices to determine if an anti-dumping action would prove successful
1990	London, UK	CMA Ltd	Market Analyst	Research and analysis of markets for telecommunications products including the market opportunities for Band 3 Radio throughout the World (client AT&T).

13. Other:

Publications:

“Unlocking Services Exports Growth: Trinidad and Tobago’s Hidden Potential” (2012) Quarterly Journal Trinidad and Tobago Coalition of Services Industries (TTCSI)
“Selling to the EU: Benefits to Ukrainian Business of the Deep and Comprehensive FTA with the EU” (2012) UK Foreign and Commonwealth Office
“The Ukraine EU FTA: What’s it all about? A Basic Guide Explaining the Ukraine EU Free Trade Agreement” (2009) UK Foreign and Commonwealth Office
“Making Enquiries to WTO Member Countries: How to find information on trade laws and regulations of foreign countries” (2009) Ukraine WTO Information Centre, Author with Michael Johnson
“How to monitor and check notifications of trade measures introduced by foreign countries” (2007) Ukraine WTO Information Centre, Author with Michael Johnson
“Handling Trade Disputes between World Trade Organisation (WTO) Member Countries: How to initiate WTO dispute proceedings and monitor the progress of disputes between other WTO members” (2007), Ukraine WTO Information Centre, Author with Michael Johnson
“Manual on fulfilling Transparency Obligations to the WTO” (2007) Ukraine WTO Information Centre, Author with Michael Johnson
“Winning Foreign Contracts: A Guide to Exporting Professional Services in Ghana” (2007) Commonwealth Secretariat
“The Development of an International Trade Policy for the Republic of Armenia” (2000) Armenian-European Policy and Legal Advice Centre
“Commonwealth Guide to Trading with the Single European Market” (1993) Commonwealth Secretariat; Author with Carol Cosgrove and Irene de Leon
“Eurogrants: A detailed Guide to European Commission Grants and Contracts”. (1993) Economist Intelligence Unit; Author with Carol Cosgrove
“Trade from Aid: A detailed guide to Winning EC funded Contracts” (1992) Business International; Author with Carol Cosgrove
“Western European Market for Water and Waste Water Chemicals” (1990) Frost & Sullivan, Ghost Author

Participation in Government Trade Negotiations:

Trade Negotiator representing Ukraine at EU DG Trade negotiations on tariffs (final session) (2011)
Trade Negotiator/Delegate representing Ukraine at WTO on export subsidies (2008)
Trade Negotiator representing Maldives at WTO GATS bi-lateral Negotiations (2006)
Trade Negotiator representing Maldives at EU on Graduation from LDC Status under the GSP (2005)
Chief Trade Negotiator representing Montserrat at Summit on Accession to the Caribbean Single Market and Economy (CSME) (2003)
Trade Negotiator representing Stability Pact Secretariat at Western Balkans Summit for Removal of Non-Tariff Barriers (2003)
Trade Negotiator representing Ghana at EU-ACP EPA (FTA) Negotiations (2001-2002)
Trade Negotiator representing Ghana at ECOWAS at Regional FTA Negotiations (2001-2002)
Trade Negotiator/Delegate representing Ghana at WTO Ministerial Conference in Doha (2001)
Trade Negotiator representing Ghana at Africa Group Meeting to Agree Common Position at WTO Ministerial (2001)
Trade Negotiator representing Bhutan at SAFTA Negotiations in Sri Lanka (1998)
Trade Negotiator representing Bhutan at Bhutan-Bangladesh FTA Negotiations (1998)

Trade Negotiator representing Bhutan at Bhutan-India FTA Negotiations (1998)

Conference Papers:

“Role of Government in Trade in Services Development”, UNCTAD XIII Conference Services Forum (2012)
“Status of the EU Ukraine DCFTA Negotiations and Benefits to Business”, European Business Association Conference, Kharkov and Dnipropetrovsk (2010)
“Mainstreaming DTIS into National Trade Policy”, WTO EIF Validation Workshop in Maldives (2005)
“Impact of Joining the Caribbean Single Market and Economy on Montserrat,” CARICOM-Montserrat Trade Summit (2003)
“Importance of Trade Negotiations for Ghana’s Economic Development”, DFID National Trade Debate (2002)
“Impact of the WTO Agreements on Cameroon’s Trade and Investment”, Commonwealth Secretariat Globalisation Conference (1999)

Delivery of Training Courses:

Effective Design, Management, Monitoring and Evaluation of Trade and Private Sector Development Projects, series of 5 day courses delivered to staff of EU Delegations: Brussels (2009, 2010, 2011, 2012); Ghana (2009), Zambia (2009), Mexico (2010), Jordan (2011), Kenya (2011)
Training of Trainers on the Quality Export Marketing Management System for Enterprises, Ghana Export School (2011)
WTO Trade Negotiations Training for Maldives’s Government Officials, Maldives (2008)
Complying with Transparency Obligations of the WTO (Making notifications and responding to enquiries), Ukraine (2007)
Trade Negotiations Training for Government Officials, Ghana (2001-2003)
Better Trade Fair Participation, Bhutan (2000)
Export Marketing Training for Exporters (series of 1 day courses), Lithuania (1999-2000)
Trade Negotiation Training for Government Officials, Bhutan (1998-1999)
Export Marketing Training for Exporters (series of 1 day courses), Bhutan (1998)
Export Marketing Training for Exporters (series of 1 day courses), Sri Lanka (1997)
EU Anti-dumping – How it works, Pakistan (1997)
Better Trade Fair Participation, Ghana (1995 and 1996)
Better Trade Fair Participation, Uganda (1995)

Delivery of Seminars:

Opportunities for Trade in Services in Trinidad and Tobago (2012)
Valorising Niche Exports, Stakeholder Consultations, Bhutan (2012)
Presentation of Export Diversification Options for Ghana, series of 5 seminars (2012)
Presentation of Strategies for Developing the Wellness Sector, Jamaica (2011)
Overview of DCFTA Negotiations, Ukraine (briefing of UK regional Embassies) (2011)
Issues and Problems faced by the Government of Ukraine in DCFTA Negotiations, FCO Seminar (2010)
Presentation of Constraints to development of services exports from Ghana, Ghana (2008)
Presentation of a Proposed Trade Policy, Ghana Government (2004)
Recommended Changes to Latvia’s Trade Policy, Latvian Development agency Seminar (1999)
Presentation of Scenarios on the Impact of an FTA with EU, Government Seminar (1997)
Impact of the Proposed European Union/South African Free Trade Agreement on Malawi’s Trade and Investment, Ministry of Trade Seminar (1997)
Workshop on Trade Policy, Finance and Market Information Requirements in Central and Eastern Europe, Slovakia (1995)
Export Development Strategy, Corporate Seminar (1994)
Impact of trade liberalisation on Caribbean Banana Trade, UK Ministry of Food and Agriculture (1992)
Caribbean Banana Value Chain – Findings, Caribbean Banana Exporters Association (1991)

Country Experience:

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|------------------------|--------------------|---------------|---------------|
| 1. Antigua and Barbuda | 9. Botswana | 17. Egypt | 25. India |
| 2. Argentina | 10. Brazil | 18. France | 26. Indonesia |
| 3. Armenia | 11. Cameroon | 19. Germany | 27. Ireland |
| 4. Austria | 12. Canary Islands | 20. Ghana | 28. Italy |
| 5. Barbados | 13. Chile | 21. Grenada | 29. Jamaica |
| 6. Belgium | 14. Cote d'Ivoire | 22. Guyana | 30. Jordan |
| 7. Bhutan | 15. Cyprus | 23. Hong Kong | 31. Kenya |
| 8. Bosnia Herzegovina | 16. Czech Republic | 24. Hungary | 32. Laos PDR |

33. Latvia
34. Lithuania
35. Luxembourg
36. Madagascar
37. Malawi
38. Malaysia
39. Maldives
40. Mauritania
41. Mauritius
42. Mexico
43. Moldova

44. Monaco
45. Montserrat
46. Nepal
47. Netherlands
48. Pakistan
49. Poland
50. Qatar
51. Reunion
52. Senegal
53. Serbia
54. Seychelles

55. Singapore
56. Slovakia
57. South Africa
58. Sri Lanka
59. St Kitts and Nevis
60. St Lucia
61. St Vincent and the Grenadines
62. Sweden
63. Switzerland
64. Tanzania
65. Thailand

66. Trinidad and Tobago
67. TRNC
68. Tunisia
69. UAE
70. Uganda
71. UK
72. Ukraine
73. USA
74. Yemen
75. Zambia
76. Zimbabwe