

## QUESTION:

How Important is  
Services Trade  
to Developing  
Countries?



**ANSWER:**  
Very important

## QUESTION:

How Well Can  
Developing Countries  
Negotiate without  
Services Trade  
Statistics?



**ANSWER:**  
Not very well

**ISTIA**

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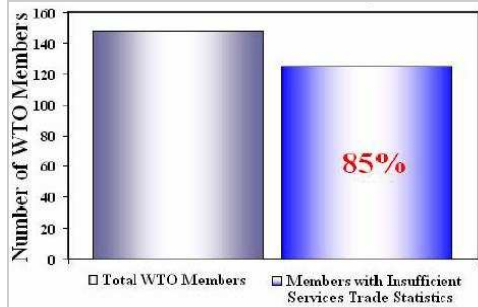
Website: <http://www.servicetrade.org>



# FOR DEVELOPING COUNTRY OFFICIALS

If you are a developing country official, you don't need to be told that you need this kind of data, or be advised of the *lacunae*. Rather, you need advice on **how to solve the problem**. We'd like to work with you to help you to find a solution unique to your national government needs.

Your government is the entity most capable of collecting comprehensive trade-in-services, FDI or other globalization data. What we'd like to do is **help you to achieve this capacity**. Training can be provided on the basics of new data frameworks, such that objectives and benefits are clear.



# QUESTION: Can anything be done?

## ISTIA Finds Solutions

To developing country & LDC capacity-building challenges in the areas of trade-in-services, foreign direct investment (FDI) and, FDI affiliate trade and other globalization statistics needs, such as negotiator & policymaker training, or a program to improve statistical collection through application of international standards and expert best practices.

# ANSWER: ISTIA says YES

# FOR DONORS

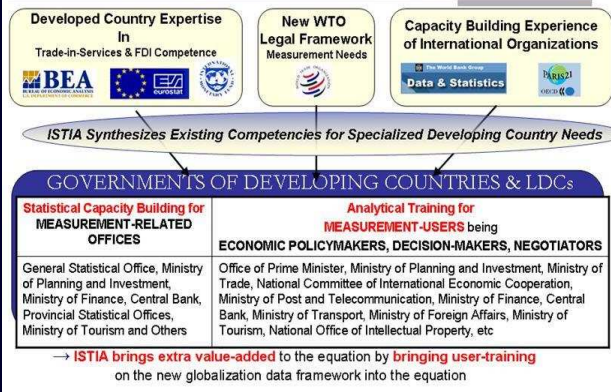
If you seek to assist developing countries in an area where a great need is evident, and a strong impact is possible, please consider **services trade statistics capacity building** as a constructive and under-addressed area of capacity building, which will provide a visible *return on investment*.

Developing countries have asked for **services trade statistics capacity building** in over 75 official and WTO and GATT meetings.

Prior to ISTIA, the mandate for such work was not owned by any of the international organizations. Far from being a duplication, this work is a **long-awaited response to an unmet need** of almost every developing country or LDC, particularly those which are WTO Members.

SERVICES TRADE INFORMATION WHAT IS CURRENTLY AVAILABLE?				
SOURCE	MODE 1 Cross-border supply	MODE 2 Consumption abroad	MODE 3 Cross-border supply FDI affiliate trade	MODE 4 Movement of Natural Persons
IMF	YES <small>but several discrepancies for developing countries in very poor</small>	NO	YES but FDI does not disaggregate services from goods & several discrepancies per	NO
OECD	YES <small>but only for OECD</small>	NO	YES <small>but only for OECD</small>	NO
UNCTAD	YES but SPARSE - based on IMF data and national sources	NO	YES <small>but SPARSE</small>	NO
ISTIA <small>Trade in Services Capacity Building</small>	YES <small>cross-border services trade statistics</small>	YES <small>COMPREHENSIVE FDI affiliate trade statistics &amp; Financial and operating data of FDI enterprises</small>	YES <small>cross-border services trade statistics</small>	YES

## ISTIA CAPACITY BUILDING Builds a Bridge for Developing Countries



To read more about ISTIA large and small-scale capacity building solutions for developing countries requiring assistance in the collection, publication and policymaking use of:

- Trade-in-services statistics
- Foreign direct investment (FDI) statistics
- Globalization statistics
- UN Millennium Goal Statistics (under Goal 8)

Please visit the **ISTIA website at:**

<http://www.servicetrade.org>

INTERNATIONAL AGENCY	STATISTICAL MANDATE	SERVICES STATISTICAL CAPACITY BUILDING?
WORLD BANK <small>Technical Assistance Group</small>	Statistical capacity building, but no mandate or funding for services data	NO
WORLD BANK <small>Development Data Group</small>	Poverty data, Millennium data, International Comparability data	NO
UNITED NATIONS <small>Statistical Directorate, various</small>	Trade-in-Goods Data (COMTRADE)	NO
UNITED NATIONS <small>UNCTAD, BIRBEVA</small>	Foreign Direct Investment (FDI) data	NO
IMF	Balance of Payments & National Accounts Data, Technical Assistance and Capacity-building for Balance-of-Payments data only: no FATS or services	NO
WTO	Use of UN-SD COMTRADE Data for analytical work, Statistics on GATS Legal Commitments	NO
OECD	National Member Data on Services and Foreign Affiliate FATS; Production of Inter-Agency Manual on Statistics for Trade in Services (MSITS)	No long-term capacity building programme. Has given about 4 one-day classes in past year.

Please contact ISTIA for more information about our strategies for assisting developing countries and LDCs.

ISTIA is a non-profit agency, founded as an international non-profit WTO capacity building agency, under Swiss law. ISTIA partners with: the OECD, UNDP the Global Development Network & other international organizations.

If your Government is interested in such assistance, please contact ISTIA so that we can discuss the design of an appropriate capacity building package and funding strategy.