**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
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.

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.

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.

ISTIA Finds Solutions

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.servicestrade.org