

**Development Policy Analysis Division, DESA/Economic Cooperation and  
Integration Division, UNECE  
International Conference  
2- 4 April 2008, Geneva**  
**“Strengthening integration of the economies in transition into the world  
economy through economic diversification”**

***Round table 4. Export promotion policies for the economies in transition and the  
role of the UN system***

*Participants in the panel:*

**Jose Palacin**, *Economic Affairs Officer, Economic Cooperation and Integration Division (UNECE) – moderator*

**Sergey Afontsev**, *Institute for World Economy and International Relations (The Russian Federation)*

**Henry Jackelen**, *United Nations Resident Coordinator and UNDP Resident Representative in Bulgaria*

**Mamuka Tsikhelashvili**, *Deputy Director, International Economic, Cultural and Humanitarian Relations Department, Ministry of Foreign Affairs (Georgia)*

The *objective* of this round-table is to discuss the experience of specific activities undertaken both at the domestic and at the international level to facilitate exports from the economies in transition.

The following *main questions/issues* will be the focus of the discussion.

- What are the most recent policies which the countries are implementing to explicitly promote exports?
- Specific programmes and other activities undertaken by the UN agencies to facilitate exports from economies in transition and ways to improve their efficiency

The participants are expected to address specific features of the export promotion activities, such as allocating funds for marketing of the production at the international level, undertaking efforts to find business partners abroad, establishing links with distributors and retail sector, as well as finding prospective investors. In addition, programs focusing on providing a legal assistance in negotiating the commercial arrangements and signing formal agreements and providing trade education for the companies entering export market without a prior experience.

Also, the discussion should consider the institutions and regulatory measures to promote exports, such as through the creation of export-supporting institutions, including export-import banks and export insurance agencies, if the existing banking system does not provide sufficient credits to exporting industries.

The following *additional issues* could be addressed in this panel while discussing the main questions (depending on the country’s experience and policy challenges):

- The policy environment for export promotion, such as the interest rate policy of central banks;
- Use of ICT, web and e-commerce for export promotion;

- Programs to promote exports of state-owned enterprises and small businesses, which are in a comparative disadvantage position in terms of their participation in the international distribution network.

*Structure* of the panel discussion:

- the moderator introduces the topic and objectives of the roundtable; the panelist and asks the main questions and the additional issues which could be addressed depending on the country's experience and policy needs (10 minutes)
- each panelist provides country experience and policy discussion on the two questions (10 minutes per participant)
- the moderator takes questions from the audience (5 minutes)
- the panelists answer to those questions (10 minutes)
- the moderator should ask the following wrap up question:

Given the policy and institutional reforms (agreed upon here) that are viewed as important for promoting diversification, especially those that require regional or global participation, are these initiatives already in the Monterrey Consensus Financing for Development document, or if not what you consider as necessary to be added to the Doha Review document so that the issues raised here would be properly addressed?

*Expected outcome* of the discussion: based on the evaluation of the country experiences and suggestions made by the participants, a list of recommendations should be proposed on the activities undertaken by the UN agencies to facilitate exports from transition economies.