### B.1) ABOUT YOU

| Q1: COUNTRY / CUSTOMS TERRITORY | Respondent skipped this question |
| Q2: INTERNATIONAL ORGANIZATION | United Nations Economic Commission for Europe |
| Q3: YOUR CONTACT DETAILS | 
Name: Virginia Cram-Martos  
Position: Director  
Ministry/Organization: Economic Cooperation and Trade Division  
Email Address: virginia.cram-martos@unece.org |
| Q4: CONSULTATION (Other ministries/agencies consulted in preparing this questionnaire reply): | Respondent skipped this question |

### C.2) YOUR AID-FOR-TRADE STRATEGY

**Q5: Do you have an Aid-for-Trade strategy?**  
Yes

**Q6: Has your strategy changed since 2012?**  
No

**Q7: Why has your strategy changed? (Please choose no more than 5 options)**  
Respondent skipped this question

**Q8: Additional information.**  
Respondent skipped this question
Q9: How has your Aid-for-Trade spending changed since 2012?  
No change

Q10: Additional information.  
UNECE is not a funding agency. Its Aid for Trade programme is funded at project level by member states’ extra-budgetary contributions and by the UN regular budget at the level of policy discussions in the Committee on Trade.

Q11: How do you expect your Aid-for-Trade spending to change in the next 5 years?  
No change

Q12: Additional information.  
Respondent skipped this question

Q13: Can you provide detailed information on past or planned future Aid-for-Trade spending? (You may tick more than 1 box)  
Respondent skipped this question

Q14: Additional information.  
Respondent skipped this question

Q15: What information about other donors’ Aid-for-Trade would you find helpful in planning your own assistance? (You may tick more than 1 box)  
Point of contact for each region/country/sector, Links to current global strategy, Links to current regional strategy, Links to current national strategy, Links to current sectoral strategy, Links to project list/additional information

Q16: How has your Aid for Trade facilitation spending changed since 2012?  
No change

Q17: Additional information.  
UNECE’s spending is based on the availability of extra-budgetary funding and it fluctuates from one year to another.

Q18: How do you expect your Aid for Trade facilitation spending to change in the next 5 years?  
No change
PAGE 11: C.2) YOUR AID-FOR-TRADE STRATEGY

Q20: Looking ahead, what changes do you expect to your Aid-for-Trade strategy in the next 5 years? (You may tick more than 1 box)

- New priorities of development partners,
- More focus on private sector development,
- More focus on trade facilitation,
- Specific focus on implementation of the WTO Trade Facilitation Agreement
- Alignment with the post-2015 development agenda
- More focus on regional integration

PAGE 13: D.1) TRADE COSTS

Q22: How important are trade costs for the economic integration and development of developing countries and LDCs?

Very important

Q23: Additional information.

There is ample evidence from a series of studies, including some very recent ones, that explicitly prove the impact of trade costs on development, including economic integration.

Q24: For MERCHANDISE GOODS: What are the most important sources of trade costs for the export of merchandise goods from developing countries? (You may tick more than one box)

- Border procedures (trade facilitation),
- Non-tariff Measures (including standards),
- Transport infrastructure, Access to trade finance

Q25: Additional information.

According to UNECE's series of studies on regulatory and procedural barriers to trade have shown that non-tariff measures, such as standardization (standards, standardization policy, use of national, regional and internationally agreed standards) and regulatory issues are a significant source of barriers to trade.

The methodology used and the studies available can be found at UNECE's website at http://www.unece.org/tradewelcome/studies-on-procedural-and-regulatory-barriers-to-trade.html
Q26: For SERVICES: What are the most important sources of trade costs for the export of services from developing countries? (You may tick more than 1 box)

Respondent skipped this question

Q27: Additional information.

Respondent skipped this question

Q28: Does your Aid-for-Trade strategy specifically address the issue of trade costs?

Yes

Q29: Where in your Aid-for-Trade strategy is the issue of trade costs addressed? (You may tick more than 1 box)

Specific thematic programming,
Specific in-country projects

Q30: Additional information.

UNECE's series of studies on regulatory and procedural barriers to trade look, among others, into the cost of trade both in terms of time spent on procedures and their financial implications.

Q31: How is the issue of trade costs reflected in your Aid for Trade programming? (You may tick more than 1 box)

Research programmes,
In-country projects and programmes,
Regional projects and programmes

Q32: Additional information.

When a study on regulatory and procedural barriers to trade has been completed, UNECE supports the respective Government's efforts to address the recommendations made by providing assistance in developing Aid for Trade projects and identifying financing for such projects.

UNECE also supports the regional Aid for Trade programme of the United Nations Special Programme for the Economies of Central Asia (SPECA).

Q33: In which regions do you provide Aid-for-Trade support to reduce trade costs? (You may tick more than 1 box)

Central Asia and Eastern Europe,
Other (please specify) South-Eastern Europe
Q34: Provide web links to programmes you wish to showcase:
http://www.unece.org/tradewelcome/areas-of-work/specatradehtml.html
http://tfig.unece.org/

Q35: What difficulties, if any, do you expect partner countries to face in securing support to implement the Trade Facilitation Agreement, when adopted? (You may tick more than 1 box)

- Accessing the necessary expertise,
- Ensuring Trade Facilitation Agreement implementation is a priority in national development planning documents,
- Integrating Trade Facilitation Agreement implementation into on-going programmes,
- Accessing regional programmes,
- Accessing global programmes

Q36: Additional information.
UNECE supports its member States e.g. through its "Trade Facilitation Implementation Guide", which is an online tool that provides detailed information about all aspects of trade facilitation throughout the Buy - Ship - Pay process.

The Guide can be found at http://tfig.unece.org/

Q37: How do you envisage programming Trade Facilitation Agreement implementation support, when adopted? (You may tick more than 1 box)

- Trade Facilitation Agreement Implementation support is already being programmed,
- As part of on-going national programmes offering support for Trade Facilitation Agreement implementation,
- As part of on-going regional programmes offering support for Trade Facilitation Agreement implementation,
- As part of national aid programming dialogues,
- As part of regional aid programming dialogues

Q38: Additional information. Respondent skipped this question
### Q39: What difficulties, if any, do you expect to face in programming support for Trade Facilitation Agreement implementation, when adopted, as part of your Aid-for-Trade activities? (You may tick more than 1 box)

- Lack of prioritization of Trade Facilitation Agreement implementation in national development planning documents
- National coordination and demonstration of political will for Trade Facilitation Agreement reform
- Ensuring coherence with past programmes
- Integrating Trade Facilitation Agreement implementation into on-going programmes

### Q40: Additional information.

**Respondent skipped this question**

### Q41: Which disciplines of the Trade Facilitation Agreement do you think will prove the hardest for developing countries to implement and where Aid-for-Trade support should be focused? (You may tick more than 1 box)

- Publication and availability of information
- Other measures to enhance impartiality, non-discrimination and transparency
- Disciplines on fees, Border agency cooperation
- Formalities connected with importation, exportation and transit
- Customs cooperation

### Q42: Additional information.

**Respondent skipped this question**

### Q43: Will the Trade Facilitation Agreement, when adopted, benefit other development programmes that you operate?

Yes

### Q44: Please specify the other programmes that Trade Facilitation Agreement implementation would benefit when adopted: (You may tick more than 1 box)

- Reducing costs and delays associated with procurement by in-country programmes
- Positive spin-offs on governance programmes
## DONOR QUESTIONNAIRE

**Q45: Additional information.**  
*Respondent skipped this question*

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### PAGE 22: F.1) REDUCING TRADE COSTS

**Q46: Do you track trade costs as part of your Aid-for-Trade programmes?**  
No

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### PAGE 23: F.1) REDUCING TRADE COSTS

<table>
<thead>
<tr>
<th>Q47: How do you track trade costs? (You may tick more than 1 box)</th>
<th>Respondent skipped this question</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q48: Additional information.</td>
<td>Respondent skipped this question</td>
</tr>
<tr>
<td>Q49: What data sources do you use? (You may tick more than 1 box)</td>
<td>Respondent skipped this question</td>
</tr>
<tr>
<td>Q50: Additional information.</td>
<td>Respondent skipped this question</td>
</tr>
<tr>
<td>Q51: How do you validate the results? (You may tick more than 1 box)</td>
<td>Respondent skipped this question</td>
</tr>
<tr>
<td>Q52: Additional information.</td>
<td>Respondent skipped this question</td>
</tr>
</tbody>
</table>

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### PAGE 24: F.1) REDUCING TRADE COSTS

**Q53: What immediate outputs have you observed from actions taken to reduce trade costs? (You may tick more than 1 box.)**

- Updated customs legislation,
- Greater transparency,
- Improved cooperation between border agencies,
- Certification and testing capacity (e.g. laboratory facilities),
- New conformity assessment procedures and processes

**Q54: Additional information.**  
*Respondent skipped this question*
Q55: What outcomes have you observed from actions taken to reduce trade costs? (Please choose no more than 5 options)
- Reduction in border clearance times

Q56: Additional information.
- Respondent skipped this question

Q57: What impacts have you observed from actions taken to reduce trade costs? (Please choose no more than 5 options)
- Higher revenues for exporters
- Higher revenues for importers
- Entry into new value chain
- Increase in foreign direct investment

Q58: Additional information.
- Respondent skipped this question

Q59: Which types of actions have achieved the most positive results in reducing trade costs for goods and services? (Please choose no more than 7 options)
- Customs reform
- Other border agency reforms
- Support for compliance with Non-Tariff Measures

Q60: Additional information.
- Respondent skipped this question

Q61: What have been the key success factors in reducing trade costs? (Please choose no more than 5 options)
- Alignment of donor support with national priorities
- Sustained engagement of development partners
- Sustained political engagement and commitment by national authorities

Q62: Additional information.
- Respondent skipped this question

Q63: Is private sector development an Aid-for-Trade priority of your agency?
- No

Q64: Additional information.
- Respondent skipped this question
Q65: What approaches do you use to promote private sector development? (You may tick more than 1 box)
Respondent skipped this question

Q66: Additional information.
Respondent skipped this question

Q67: What is the focus of your private sector development programme? You may tick more than 1 box.
Respondent skipped this question

Q68: Additional information.
Respondent skipped this question

Q69: Is the private sector in your own country/customs territory involved in your programme?
Respondent skipped this question

Q70: Additional information.
Respondent skipped this question

Q71: How is your national private sector engaged? (You may tick more than 1 box)
Respondent skipped this question

Q72: Additional information.
Respondent skipped this question

Q73: Do you offer support to your own private sector to invest in developing countries?
Respondent skipped this question

Q74: Additional information.
Respondent skipped this question

Q75: Additional information.
Respondent skipped this question
| Q75: How do you offer support? (You may tick more than 1 box) | Respondent skipped this question |
| Q76: Additional information. | Respondent skipped this question |

**PAGE 32: G.1) PRIVATE SECTOR DEVELOPMENT AND YOUR AID FOR TRADE STRATEGY**

| Q77: How do you measure the results of your private sector’s involvement? (You may tick more than 1 box) | Respondent skipped this question |
| Q78: Additional information. | Respondent skipped this question |

**PAGE 33: G.1) PRIVATE SECTOR DEVELOPMENT AND YOUR AID FOR TRADE STRATEGY**

| Q79: Are there examples of private sector development that you would like to showcase? | Respondent skipped this question |

**PAGE 34: G.1) PRIVATE SECTOR DEVELOPMENT AND YOUR AID FOR TRADE STRATEGY**

| Q80: Please provide details of relevant programme/project evaluations you would like to showcase (include weblinks where appropriate). You may also wish to elaborate by submitting information in a case story format. Details on how to submit a case story can be found at the end of this questionnaire. | Respondent skipped this question |

**PAGE 36: H.1) CONTRIBUTION OF AID FOR TRADE TO INCLUSIVE, SUSTAINABLE GROWTH**

<p>| Q81: What contribution can reducing trade costs make to inclusive, sustainable growth? (Please choose no more than 7 options) | Increase in exports, Rise in employment, Entry into new value chains, Moving up value chains, Diversification in export markets, Diversification in export products, Reduction in poverty |</p>
<table>
<thead>
<tr>
<th>Question</th>
<th>Answer</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q82: Additional information.</td>
<td>Respondent skipped this question</td>
</tr>
<tr>
<td>Q83: What impact has the Aid-for-Trade Initiative had since its launch in 2005? (You may tick more than 1 box)</td>
<td>Increase in resources available for trade development, More attention to trade issues in development, More priority given by national authorities to trade issues in national development planning, More priority given by donors to trade issues in national development planning</td>
</tr>
<tr>
<td>Q84: Additional information.</td>
<td>Respondent skipped this question</td>
</tr>
<tr>
<td>Q85: What potential future contribution could the Aid-for-Trade Initiative make to the post-2015 development agenda? (You may tick more than 1 box)</td>
<td>Contribution of financing for development, Contribution to improving the business and regulatory environment, Engaging the private sector in development issues</td>
</tr>
<tr>
<td>Q86: Additional information.</td>
<td>Respondent skipped this question</td>
</tr>
<tr>
<td>Q87: What potential future contribution could the Enhanced Integrated Framework for LDCs make to the post-2015 development agenda? (Please choose no more than 5 options)</td>
<td>Mainstreaming of trade issues in national policy, Coherence in trade and development policy, Catalyst for Aid-for-Trade flows</td>
</tr>
<tr>
<td>Q88: Additional information.</td>
<td>Respondent skipped this question</td>
</tr>
<tr>
<td>Q89: How could the Aid-for-Trade Initiative be improved?</td>
<td>- more coordinated global and regional activities between the Global Reviews - easier and larger access to Aid for Trade data of donors, partner organizations and beneficiary countries online</td>
</tr>
</tbody>
</table>
Q90: Additional information on "Reducing trade costs and inclusive, sustainable growth". If there is anything you would like to add on the topic of "Reducing trade costs for inclusive, sustainable growth", which you feel has not been covered in this questionnaire, please use this box.

Respondent skipped this question