

# PARTNER COUNTRY QUESTIONNAIRE ON AID FOR TRADE

- We advise you to read the Explanatory Notes starting on page 10 before answering the questionnaire.
- When completed, this form should be returned by 20 February 2009 via e-mail to [aft.monitoring@oecd.org](mailto:aft.monitoring@oecd.org) and [aft.monitoring@wto.org](mailto:aft.monitoring@wto.org).
- The questionnaire can be downloaded from the OECD website at <http://www.oecd.org/dac/trade/aft> or from the WTO Members' website at <http://members.wto.org/members/>.
- All the boxes in this form are expandable.

## 1 IS YOUR TRADE STRATEGY MAINSTREAMED?

**Q1.1** Does your country have a national development plan or strategy?

- Yes  No

If YES, does this development plan include trade as a lever for growth and poverty reduction? (*please tick the most accurate description below*)

- Trade is a key priority and the plan includes well developed trade-related priorities and implementation actions (*please attach*).
- Trade is mentioned but the plan does not include operational objectives and action plans.
- No.
- Other, please describe: [ ..... ]

If your Government does NOT have an articulated national development plan or strategy, or if trade is not strongly present in it, are there other separate strategies/plans addressing trade-related objectives? (*feel free to tick more than one box*)

- Government priority areas are not systematically subject to a documented strategy.
- In the annual government budget.
- In various sectoral strategies (e.g. one per relevant ministry, or per sector). Please describe and attach: [ .... ]

- In one single trade development/competitiveness strategy document encompassing all trade-related priorities across different government departments (*please attach*).
- Other, please describe: [ ..... ]

**For Least-Developed Countries participating in the Enhanced Integrated Framework (EIF), former Integrated Framework (IF):**

**Do the Diagnostic Trade Integration Study (DTIS) and Action Matrix reflect your Government trade strategy? (please tick the most accurate description below)**

- The DTIS and accompanying action matrix reflect well my country's trade-related needs and my Government's priorities.
- The DTIS and accompanying action matrix partly reflect my Government's analysis of trade needs and priority areas.
- The DTIS and accompanying action matrix are not (or are no longer) a good indication of my country's trade-related needs and priorities.
- The DTIS and accompanying action matrix are not currently a good indication of my country's trade-related needs/priorities, but they are in the process of being updated.
- Other, please describe: [ ..... ]

**Q1.2 What are your Government's priority areas of intervention to improve your country's capacity to benefit from trade expansion and integration into the world economy?**  
*(Below are listed the most common areas grouped according to broad aid category – please rank the top 3 priority areas among the 12 listed)*

<b>Trade Policy and Regulations</b>	<u>1</u> Trade Policy Analysis, Negotiation and Implementation	<b>Economic Infrastructure</b>	<u>2</u> Network infrastructure (power, water, telecom)
	___ WTO Accession costs		___ Other transport
	___ Trade Facilitation		___ Cross-border Infrastructure
<b>Building Productive Capacity</b>	___ Competitiveness	<b>Other</b>	___ Adjustment costs
	___ Value Chains		<u>3</u> Regional Integration
	___ Export Diversification		___ Other, please describe: [ ..... ]

**Q1.3 Does your Government have an operational strategy (with action plans, timelines and budgets) for its priority areas?**

Priority 1: [ ..... ]  Yes  Being formulated  No

[If Yes or Being formulated, please describe Diagnostic Trade Integrated Study (DTIS) Administrative Matrix and PRSP II ]

Priority 2: [ ..... ]  Yes  Being formulated  No

[If Yes or Being formulated, please describe ..... ]

Priority 3: [ ..... ]  Yes  Being formulated  No

[If Yes or Being formulated, please describe ..... ]

**Q1.4 Are the financing needs of these trade-related priorities included in your national dialogue with donors?**

Yes  No  Not sure

**If YES, which structures do you use to discuss the financing needs of your trade-related priorities with your donors? (feel free to tick more than one box)**

PRSP/CAS  Bilateral dialogues  Regional-wide dialogues  Other, please describe: [ ..... ]

**Please describe the type of dialogue or alternative method, its level, its frequency, and its specificity to trade matters:**

[ ..... ]

**If NO, do you have plans to include trade-related priorities in your dialogue with donors in the next two to three years?**

Yes  No  Not sure

- End of Section 1 -

Please feel free to provide additional information about your trade strategy [ ..... ]

## 2 HOW IS YOUR TRADE STRATEGY FINANCED?

**Q2.1 Does the attached CRS<sup>1</sup> profile accurately quantify the Aid for Trade you received in 2006 and 2007?**

Yes       No       Not sure/ NA

**If NO, please provide details of the Aid for Trade you received in 2006 and 2007.**

*[Please describe with figures, and include any activities that may fall under 'other trade-related needs']*

[ ..... ]

- End of Section 2 -

**Please feel free to provide any additional information on aid-for-trade flows [ ..... ]**

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<sup>1</sup> The CRS profile summarises the commitments and disbursements reported by donors to the OECD Creditor Reporting System on the aid categories most closely associated with Aid for Trade as defined by the WTO Task Force, specifically support for trade policy and regulations, trade development, trade-related infrastructure, building productive capacity and trade-related adjustment (available from 2008 only).

### 3 HOW DO YOU IMPLEMENT YOUR TRADE STRATEGY?

#### Ownership

#### Q3.1 Who is responsible for overseeing and coordinating the implementation of your trade strategies including activities funded by ODA?

- A national committee is responsible for coordination and implementation.
- The Trade Department has a coordinating role but implementation is overseen by each relevant department separately.
- The national aid agency has the main coordinating role but implementation is overseen by each relevant department separately.
- There is no central coordination department. Each relevant department is separately responsible for implementation.
- Other, please describe: [ ..... ]

**If you have (or are in the process of establishing) a national committee, please describe its main functions, its membership (e.g. ministries, private sector), frequency of its meetings and to whom the committee reports. [Please describe and exemplify below.]**

[ Committee on Mainstreaming Trade and Trade Related Matters (MATTICOM) when formed. Reports to the Minister of Trade, Industry and Employment. Membership and quarterly meetings. ]

#### Q3.2 Do you engage in dialogue with the private sector and other key domestic stakeholders about the formulation and implementation of your trade strategy?

- Nearly always     Regularly     Rarely     Not sure/ NA

**If you do, please describe your main stakeholders and the focus and frequency of your dialogue. [Please describe and exemplify below.]**

[ Gambia Chamber of Commerce and Industry (GCCCI) and Civil Society meet quarterly. ]

*For Least-Developed Countries participating in the Enhanced Integrated Framework (EIF):*

#### Q3.3 Is your EIF focal point and committee responsible for overseeing and coordinating all your trade agenda?

- Yes     No     Not sure/ NA

**If no, please describe the different arrangements:**

[ The Ministry of Trade, Industry and Employment; MATTRICOM and other Public Agencies whose work impacts on Trade. ]

**Working with external partners: harmonisation and alignment**

**Q3.4 In your Aid for Trade programs, how often do donors co-ordinate and align through:**

	Regularly	Sometimes	Rarely or Never	Not Sure
Joint needs assessments	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Co-financing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Sector-wide approaches	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Joint Implementation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Joint Monitoring and Evaluation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other, please describe: [ ..... ]	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**Monitoring and evaluation**

**Q3.5 Do you monitor or evaluate your donor supported trade-related programmes?**

Nearly always       Regularly       Rarely or Never       Not Sure

**If you monitor and evaluate your donor supported trade-related programmes, do you use:**

	Regularly	Sometimes	Rarely or Never	Not Sure
Donors' monitoring and evaluation results	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Joint monitoring and evaluation arrangements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Own monitoring and evaluation arrangements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Own monitoring but joint/donor evaluation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**If you use nearly always or frequently your own monitoring and/or evaluation arrangements, can you please provide examples of your methodology and results? [Please describe and exemplify below.]**

[ ..... ]

### Mutual Accountability

**Q3.6 Have you established mechanisms/procedures to discuss with the relevant donors the outcome and impact of your trade-related programmes?**

Yes  No  Not sure/ NA

**If yes, please can you describe and exemplify them?**

[ In the periodic reports submitted by programme coordinators. Periodic missions. ]

### Priorities for improvement

**Q3.7 What are your government's priorities to improve the implementation and effectiveness of the aid for trade it receives? Please rank the top three in order of importance.**

- |   |                                     |
|---|-------------------------------------|
| Greater say in the design of aid for trade interventions:                   | <input checked="" type="checkbox"/> |
| Stronger donor focus on capacity development:                               | <input checked="" type="checkbox"/> |
| Better predictability of aid for trade funding:                             | <input checked="" type="checkbox"/> |
| More extensive use of Budget Support<br>(or Trade Sectoral Wide Approaches) | <input type="checkbox"/>            |
| More regular joint-donor implementation actions                             | <input type="checkbox"/>            |
| More harmonised reporting requirements                                      | <input type="checkbox"/>            |
| More frequent joint donor-partner implementation efforts                    | <input type="checkbox"/>            |
| More systematic use of joint donor-partner monitoring<br>and evaluation     | <input type="checkbox"/>            |
| Other, please describe: [ ..... ]   | <input type="checkbox"/>            |

**Please, describe in detail the improvements needed in your top priority area**

- [ 1 Greater say in the design for aid for trade interventions: Increased participation in the forum where such decisions are taken;  
2 Better predictability of aid for trade funding: Relevant details on Aid for Trade to be disseminated to all relevant Public Sector Agencies. Funding information to be available in over short to medium term;  
3 Stronger donor focus on capacity development: It needs assessment could be done in order to identify the most urgent and critical areas to focus capacity building. ]

### Sharing Knowledge

**Q3.8** Please identify and rank three areas of interventions (see Question 1.2 for a list of examples) where aid for trade has been most effective at raising trade capacity in your country.  
*(Please explain your choice)*

Area 1 [ ..... ]

Area 2 [ ..... ]

Area 3 [ ..... ]

**Q3.9** Are there any particular examples of your aid-for-trade processes, programmes or projects that have obtained good results that you think could contribute to the development of good practices?  
*[If so, please describe them below and attach any relevant documents.]*

[ ..... ]

- End of Section 3 -

Please feel free to provide additional information on the implementation of your donor supported trade-related programmes and projects, *i.e.* aid for trade. [ ..... ]

## 4 ADDRESSING TRADE CAPACITY CONSTRAINTS AT THE REGIONAL LEVEL

**Q4.1 Do your trade strategies specifically address regional trade capacity challenges?**

Yes  No  Not sure/ NA

If YES, please describe them:

[ ..... ]

**Q4.2 Do you participate in regional dialogues, programmes or activities aimed at promoting regional integration?**

Yes  No  Not sure/ NA

If YES, can you tell us in how many of these you participate in and describe the most important ones to you? *[Please describe below.]*

[ Negotiations on the Common External Tariff and ECOWAS Trade Liberalisation Scheme (ELTLS) in ECOWAS meetings on EPAs. ]

**Q4.3 Do you know if these regional dialogues, programs, and/or institutions receive aid for trade?**

Yes, they do  No, they don't  I don't know/ NA

If YES, are you an active participant in the regional dialogues, programs and/or institutions?

Yes  No  Not sure/ NA

**Q4.4 Do you participate in or benefit from aid-for-trade programmes implemented at the regional level?**

Yes  No  Not sure/ NA

If YES, please describe the main benefits. *[Please describe and quantify whenever possible.]*

[ ..... ]

- End of Section 4 -

Please feel free to provide any additional information concerning the regional dimension of your trade strategies: [ ..... ]

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-- Thank you --

## EXPLANATORY NOTES

### **WHO SHOULD RESPOND TO THE QUESTIONNAIRE?**

The self-assessment report (including answers to this questionnaire) should represent a whole-government view, and not solely a trade ministry perspective. Thus, substantial cross-ministerial cooperation and coordination is likely to be required. In some countries, officials from the Trade Ministry are best placed to coordinate the different inputs from Finance, Agriculture, Transport, Cooperation ministries, *etc.*

In many countries, particularly LDCs participating in the Enhanced Integrated Framework (EIF) process, there are already national processes to discuss and consult on trade policy and integration strategies. These committees might provide a good forum to discuss the response to the questionnaire. In EIF countries, the focal point is already responsible for coordinating the Diagnostic Trade Integration Studies and implementation of the Action Matrix. Remember that the function of the self-assessments is to report to the Global Review the outcome of national processes that address aid dedicated to increasing trade capacity. We would encourage you to use the results of other monitoring and reporting requirements as much as possible.

Because of this diversity, despite our best efforts to send this information to the right people in your country, we are bound to have made mistakes along the way. If you are not the right person, we would be extremely grateful if you could pass on this questionnaire to the best person in your country to coordinate the response.

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### **WHEN IS IT DUE?**

The Questionnaire can be downloaded from the OECD website at <http://www.oecd.org/dac/trade/aft> or from the WTO Members' website at <http://members.wto.org/members/> where the background Note and Glossary is also available. You should send your response to [aft.monitoring@oecd.org](mailto:aft.monitoring@oecd.org) and [aft.monitoring@wto.org](mailto:aft.monitoring@wto.org) by **20 February 2009**. This will ensure that your response is included in the next [OECD-WTO Aid-for-Trade at a Glance](#) report and is widely available for others to read and be discussed at the next Global Review on Aid for Trade<sup>2</sup>.

If you do not meet the deadline, your response won't be included in the analysis of the joint OECD-WTO report to be presented and discussed at the Global Aid-for-Trade review.

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### **WHO CAN HELP ME?**

On the following page, we have included a list of organizations that have indicated their willingness to provide in-country technical support **upon request**. This list should not in any way stop you from seeking help from other organisations. On the contrary, our aim is only to ensure that you have access to at least one source of in-country technical support. If your country is not listed, and you need assistance, please feel free to contact the WTO staff at [aft.monitoring@wto.org](mailto:aft.monitoring@wto.org) or OECD staff at [aft.monitoring@oecd.org](mailto:aft.monitoring@oecd.org) who will do their best to help you or find alternative arrangements.

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<sup>2</sup> See [http://www.wto.org/english/tratop\\_e/devel\\_e/a4t\\_e/global\\_review\\_e.htm](http://www.wto.org/english/tratop_e/devel_e/a4t_e/global_review_e.htm) for information on the 2007 Global Review held in Geneva at the WTO on 19-20 November 2007.

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## AFRICA

**UNDP country offices:** Ethiopia, Djibouti, Lesotho, Liberia, Mali, Mozambique, Namibia, Sierra Leone, Tunisia, Uganda, Zambia

**World Bank country offices:** Angola, Benin, Burkina Faso, Burundi, Cameroon, Central African Republic, Chad, Congo (Dem. Rep.), Congo (Rep.), Côte d'Ivoire, Eritrea, Ethiopia, Gabon, Gambia, Ghana, Guinea, Guinea-Bissau, Kenya, Lesotho, Liberia, Madagascar, Malawi, Mali, Mauritania, Mauritius, Mozambique, Niger, Nigeria, Rwanda, Senegal, Sierra Leone, South Africa, Sudan, Tanzania, Togo, Uganda, Zambia, Zimbabwe

**African Development Bank:** Botswana, Cape Verde, Comoros, São Tomé and Príncipe, Seychelles, Swaziland

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## AMERICAS

**UNDP country offices :** Ecuador, Paraguay

**World Bank country offices:** Ecuador, Bolivia, Brazil, Colombia, Dominican Republic, El Salvador, Guatemala, Guyana, Haiti, Honduras, Jamaica, Mexico, Nicaragua, Panama, Paraguay, Peru, Uruguay, Venezuela

**Inter-American Development Bank:** Antigua and Barbuda, Argentina, Barbados, Belize, Bolivia, Chile, Colombia, Costa Rica, Dominican Republic, Ecuador, El Salvador, Grenada, Guatemala, Guyana, Haiti, Honduras, Jamaica, Nicaragua, Panama, Paraguay, Peru, St. Kitts and Nevis, St. Lucia, St. Vincent and the Grenadines, Suriname, Trinidad and Tobago, Uruguay.

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## EURASIA & PACIFIC

**UNDP country offices:**

**Europe and Central Asia**

Albania, Azerbaijan, Georgia, Kazakhstan, Kirghizstan, Mongolia, Moldova, Tajikistan, Turkmenistan, Uzbekistan

**South and East Asia & Pacific**

Bhutan, Cook Islands, Federated States of Micronesia, Fiji, Kiribati, Maldives, Malaysia, Nauru, Niue, Palau, Papua New Guinea, Republic of Marshall Islands, Samoa, Solomon Islands, Sri Lanka, Tonga, Tuvalu, Vanuatu

**World Bank country offices:**

**Europe and Central Asia**

Albania, Armenia, Azerbaijan, Belarus, Bosnia and Herzegovina, Croatia, Georgia, Kazakhstan, Kyrgyz Republic, Macedonia FYR, Moldova, Montenegro, Serbia, Tajikistan, Turkey, Turkmenistan, Ukraine, Uzbekistan

**South and East Asia & Pacific**

Afghanistan, Bangladesh, Cambodia, China, India, Indonesia, Lao PDR, Mongolia, Nepal, Pakistan, Papua New Guinea, Philippines, Sri Lanka, Thailand, Timor-Leste, Vietnam

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## Middle East & North Africa

**World Bank country offices :** Algeria, Iran (Islamic Rep.), Iraq, Lebanon, Morocco, Tunisia, Yemen (Rep.)

**African Development Bank:** Egypt, Libya

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## The Questionnaire Step by Step

### 1 STRATEGY

*The objective of the first section is to establish whether your government has an operational strategy to build your country's trade capacity, and whether this strategy is integrated (e.g. mainstreamed) in your national development strategy and included in your dialogue with donors. As explained in the accompanying background note, Aid for Trade is not a new type of ODA but covers a whole range of activities that are designed to help countries improve their trade capacity and pre-date the WTO Initiative. In many countries, trade strategies are undistinguishable from general competitiveness strategies, particularly those focused on the globalization of national economies.*

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**Question 1.1** addresses the issue of mainstreaming. Additional resources on aid for trade will only materialize if partner countries prioritize trade capacity in their national development strategies (such as Poverty Reduction Strategy Papers (PRSPs) and Country Assistance Strategies (CAS)) and articulate these demands in their dialogue with donors. The question should also help you to signal to donors and other interested parties where to find documentation on your strategy, allowing for the fact that different countries use very different mechanisms to draft and communicate their development plans. Responses should also show whether partner countries are finding the aid for trade concept useful for developing coherent trade strategies that encompass a full range of different activities (from infrastructure building to trade policy training), or whether they prefer developing strategies specific to the sector, type of activity or funding source.

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**Question 1.2** presents a list of possible priorities in the area of trade promotion and trade integration. The objective of this question is to elicit information on your trade related priorities that are mainstreamed in your national strategies. It lists a variety of activities that fall under the scope of the aid for trade initiative. Countries with unlisted priorities should make full use of the 'other' priorities category.

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**Question 1.3** asks if operational strategies to address the identified priorities have been formulated and how well developed they are. This can also help your government to assess whether existing strategies and plans are still relevant or have been overtaken by events.

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**Question 1.4** asks how you discuss with your donors the funding needs of your trade related priorities. Although the questions can be answered in tick-box form, it would be very useful if you could describe in some detail how you approach trade in your dialogue with donors so that the process of matching demand and supply for aid for trade can be monitored as recommended by the WTO Task Force.

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## 2 VOLUME

**Question 2.1** solicits information about Aid for Trade financial flows received. It refers to the attached CRS profile, which details ODA received in the Aid for Trade proxy categories during 2006 and 2007 and asks whether you can separate aid received to address trade-related challenges from other activities included in the proxy categories, and identify 'other-trade-related needs'. This should help to better assess the magnitude of aid for trade at a local level, as indicated by the WTO Task Force suggestion that aid should be considered Aid for Trade only if designed to address trade-related challenges identified in national development strategies. That said, we do not expect the majority of partner countries to have in place the necessary systems to identify aid for trade precisely. Donors were asked a very similar question in 2007, only two - the US and the World Bank - had systems in place allowing them to provide closer estimates of Aid for Trade commitments than those provided by the CRS database.

## 3 IMPLEMENTATION

*The objective of this section is to assess and encourage progress in the application of aid effectiveness principles on aid for trade. We do not want to duplicate the monitoring exercise of the Paris Declaration, but to ensure that the progress made in applying the aid effectiveness principles is benefiting trade as much as other sectors. Further information on these matters, particularly from countries participating in the monitoring of the Paris Declaration/Accra Agenda for Action would be most welcome.*

**Questions 3.1 & 3.2** focus on the type of institutional approaches used to coordinate the implementation of aid for trade strategies, and associated with enhanced country ownership. Please, elaborate if possible when responding to these questions. It is a good opportunity to promote peer learning among different group of developing countries which might be facing similar capacity constraints and challenges.

**Question 3.3** is again dedicated to EIF/IF countries and aims at assessing whether the EIF institutional process works for the whole Aid for Trade agenda or whether it needs to be complemented by other processes.

**Question 3.4** is aimed at assessing progress on whether donors are using your Government strategy to deliver their support. It lists the most common tools donors used to align more closely with your government's objective, but please feel free to define other tools that your Government is using and explain the challenges you face when using them. We hope that this could encourage a debate at both global and country level about how to foster their use and improve alignment.

**Question 3.5** asks about your Government's monitoring and evaluation systems for Aid for Trade. We are aware that many developing countries won't have set up independent monitoring and evaluation processes for externally financed programmes, and that joint evaluations with donors are not very common. At the same time, progress in this area is essential to foster mutual accountability and to increase aid effectiveness. We hope the question will encourage you to take stock of the situation in your country, and that your answer will help us to identify the most common forms of monitoring and evaluation systems in recipient countries and encourage progress in this area. So, please feel free to expand your response to include the challenges your government encounters or has encountered in establishing monitoring and evaluation systems.

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**Question 3.6** aims at assessing progress in establishing mutual accountability processes in the area of aid for trade. Mutual accountability refers to donors and developing countries providing timely, transparent and comprehensive information in order to jointly assess development results. Examples of mutual accountability processes include the joint establishment of programme objectives, timelines, and results indicators in cooperation with donors.

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**Question 3.7** aims at identifying the main priorities for improving the implementation of aid for trade. It lists some of the most common areas where partner countries are seeking faster progress in the implementation of the aid effectiveness principles. Many of these issues, such as the predictability of funding, are being addressed in other fora such as the High Level Forum on Aid Effectiveness held in Accra and are included in the monitoring of the Paris Declaration. In order to avoid duplication and dilution of key messages, it is important to focus this answer on the issues most important for the effectiveness of aid for trade programmes and not aid in general.

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**Question 3.8** asks which areas of intervention have been most successful at raising trade capacity and/or improving the competitiveness of your country. The objective of this question is to elicit a qualitative assessment of which type of interventions - or if relevant which donor agencies - tend to be most successful and why. This assessment could then be deepened and complemented by quantitative studies and contribute to the development of best practices.

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**Question 3.9** asks you to share a concrete example of good practice. Good examples of aid for trade projects and programmes exist in many countries, from institutional processes which are particularly successful at engaging with the private sector, to regional initiatives, infrastructure projects or trade facilitation reforms. This body of experience could be extremely helpful to other developing countries facing similar challenges. If you have a good example in your country that you think might be useful to others, please explain the objectives of the programme or project, its main characteristics, why it worked well, and provide a list of additional materials and/or contacts for those interested in further information.

## 4 REGIONAL DIMENSION

*The final section of the questionnaire addresses the regional dimension of Aid for Trade. The objective of these questions is to assess progress made in addressing trade-related regional challenges that are impinging on countries' trade capacity.*

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**Question 4.1** is about your government's assessment of the need to address regional trade challenges to improve your country's trade capacity. For most countries, these needs are part of their regional integration strategies, but for some landlocked economies, regional trade challenges are so critical that they determine both their integration into regional and into world markets.

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**Questions 4.2 to 4.4** attempt to determine whether or not demand for regional aid for trade at the country level is being effectively expressed in regional dialogues and results in the implementation of multi-country programmes or national programmes with a regional scope.

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