

Development Centre Studies

Trading Competitively

TRADE CAPACITY BUILDING
IN SUB-SAHARAN AFRICA

by

Federico Bonaglia and Kiichiro Fukasaku

OECD

DEVELOPMENT CENTRE OF THE ORGANISATION
FOR ECONOMIC CO-OPERATION AND DEVELOPMENT

Table of Contents

Acknowledgements.....	4
Preface.....	9
List of Abbreviations.....	11
Executive Summary.....	13
Introduction.....	21
<i>Chapter 1</i> Building Trade Capacity in an African Context.....	27
<i>Chapter 2</i> Africa's Export Performance Reconsidered.....	37
<i>Chapter 3</i> Looking Inside the Export Mechanism.....	51
<i>Chapter 4</i> The Role of Trade Support Services: Evidence from Case Studies.....	67
<i>Chapter 5</i> The Mauritian Experience.....	89
<i>Chapter 6</i> Conclusions and Policy Implications.....	113
<i>Appendix A</i> Trade Reform and Supply Response under Structural Adjustment.....	121
<i>Appendix B</i> Structure of Exports.....	147
<i>Appendix C</i> Background Information on ITC, IDS and EEPRI Surveys.....	163
Bibliography.....	171

Text Tables

<i>Table 0.1.</i> Main Exports of Six African Countries, 1998.....	21
<i>Table 2.1.</i> Shares of Six African Countries in SSA exports.....	39
<i>Table 2.2.</i> Main Export Destinations of Six African Countries.....	40
<i>Table 2.3.</i> Principal Export Markets within SSA: Six African Countries.....	41
<i>Table 2.4.</i> High-income OECD Countries' Imports from 14 Selected Resource-rich Countries.....	42
<i>Table 3.1.</i> Ranking of Bottlenecks to International Business Development as Perceived by Enterprises and Business Associations in the Five Countries.....	58

<i>Table 3.2.</i>	Ranking of Bottlenecks to International Business Development as Perceived by Kenyan Firms.....	59
<i>Table 4.1.</i>	Summary Results on the Use of Trade-related Services ' by Surveyed Firms — Kenya.....	73
<i>Table 4.2.</i>	Summary Results on the Use of Trade-related Services by Surveyed Firms — Ethiopia.....	75
<i>Table 5.1.</i>	International comparison of GDP per capita.....	90

Text Figures

<i>Figure 1.1.</i>	Trade Capacity Building in an African Context.....	30
<i>Figure 2.1.</i>	Africa's Marginalisation in World Trade.....	37
<i>Figure 2.2.</i>	Commodity Structure of Exports: Six African Countries, 1961-2000....	44
<i>Figure 2.3.,</i>	Commodity Structure of Exports: Four ASEAN Countries, 1961-2000...	45
<i>Figure 2.4.</i>	Commodity Structure of Exports: Latin America, 1961-2000.....	46
<i>Figure 3.1..</i>	Looking Inside the Export Mechanism.....	54
<i>Figure 3.2.</i>	Bottlenecks to International Business Development, as Seen by Business Associations and Enterprises.....	57
<i>Figure 5.1.</i>	Imports of High-income OECD Countries from Mauritius, 1970-2000.....	90
<i>Figure 5.2.</i>	Economic Policy in Mauritius: 1960-2000.....	94
<i>Figure 5.3.</i>	Governing the Policy-making Cycle.....	96

Text Boxes

<i>Box 1.1.</i>	Global TCB Initiatives: The Integrated Framework.....	30
<i>Box 1.2.</i>	Africa's TCB Initiatives: The Joint Integrated Technical Assistance Programme.....	31
<i>Box 3.1.</i>	Factors Affecting a Country's Export Mechanism.....	53
<i>Box 3.2.</i>	Trade Finance in Ethiopia, Mozambique and Uganda.....	61
<i>Box 3.3.</i>	Telecommunications Infrastructure in Six African Countries.....	62
<i>Box 3.4.</i>	Obstacles to International Business Development: An Ethiopian Experience.....	63
<i>Box 4.1.</i>	Organisations Handling Kenya's Primary Exports.....	69
<i>Box 4.2.</i>	Organisations Handling Ethiopia's Primary Exports.....	70
<i>Box 4.3.</i>	Export Firm Profile: Kenya Nut Co. Ltd.....	74
<i>Box 4.4.</i>	Export Firm Profile: Genuine Leather Products.....	77
<i>Box 4.5.</i>	Public Support to Trade: What Went Wrong?.....	80
<i>Box 5.1.</i>	Trade Support Services in Mauritius: Public Institutions.....	100