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PGTF/00042896

12 July 2005

Dear Mr. Zhou,

**Report On The Training Programme For The Staff Of
African Member Countries Chambers Cairo, April 14 – 17, 2005**

We are pleased to forward letter No. 73-B/TPS/2582 dated 7 July 2005 of Islamic Chamber of Commerce and Industry Karachi Pakistan along with the subject report for your reference and record.

Thank you and best regards.

Yours sincerely,

Haoliang Xu
Resident Representative a.i.

Mr. Yiping Zhou
Director
Special Unit for South-South Cooperation
UNDP, New York



No. 73-B/TPS/2582

Karachi, July 07, 2005

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Dear Sir,

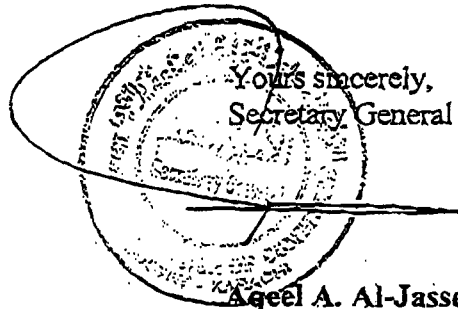
SUB: REPORT ON THE TRAINING PROGRAMME FOR THE
STAFF OF AFRICAN MEMBER COUNTRIES CHAMBERS
CAIRO, ARAB REPUBLIC OF EGYPT, APRIL 14-17, 2005

We are pleased to enclose herewith a copy of the Report on the Training Programme for the staff of African Member Countries Chambers held on April 14-17, 2005 in Cairo, Arab Republic of Egypt, for your kind information. The said Training Programme was organized by Islamic Chamber of Commerce & Industry (ICCI) in cooperation with the Egyptian Fund for Technical Cooperation with Africa (EFTCA), the Perez-Guerrero Trust Fund (PGTF) / United Nations Development Programme (UNDP) and the Federation of Egyptian Chambers of Commerce (FEDCOC).

We once again thank UNDP for the generous financial support extended towards organization of this Training Programme.

With best regards,

Yours sincerely,
Secretary General



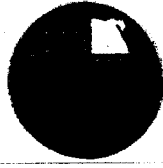
Aqeel A. Al-Jassem

Encl. Report of the Training Programme.
being sent by Email

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PGTF/UNDP



EFTCA



FEDCOC



ICCI

***REPORT ON THE
TRAINING PROGRAMME
FOR THE STAFF OF AFRICAN
COUNTRIES MEMBER CHAMBERS***

**CAIRO, ARAB REPUBLIC OF EGYPT
MAY 14-17, 2005**

REPORT ON THE
TRAINING PROGRAMME FOR THE STAFF
OF AFRICAN COUNTRIES MEMBER CHAMBERS
CAIRO, ARAB REPUBLIC OF EGYPT, MAY 14-17, 2005

Preamble:

The representatives of African Countries Member Chambers expressed the desire for strengthening their private sectors. In this connection, they also informed ICCI that their chambers intended to expand their activities in the field of trade and investment promotion and holding national as well as international exhibitions. Development of databases related to investment opportunities and export / import requirements were also regarded highly necessary for trade expansion.

However, they possessed a small professional staff. This necessitated training requirements for their staff. Islamic Chamber, which had already been engaged in training programmes of private enterprises and staff of its Member Chambers, welcomed the idea of extending training facilities to African Countries Member Chambers personnel.

Pursuing this objective, Islamic Chamber of Commerce & Industry (ICCI) in cooperation with the Egyptian Fund for Technical Cooperation with Africa (EFTCA), the Perez-Guerrero Trust Fund (PGTF) / United Nations Development Programme (UNDP) and the Federation of Egyptian Chambers of Commerce (FEDCOC) organized a Training Programme for the Staff of African Countries Member Chambers in Cairo, Arab Republic of Egypt on May 14-17, 2005. The Training Programme was attended by 22 delegates, representing 12 OIC African Member Countries. The list of participants is attached as an annex.

The said Training Programme was held under the cooperation agreement signed between Islamic Chamber of Commerce & Industry and the Egyptian Fund for Technical Cooperation with Africa at Cairo, Arab Republic of Egypt in May 2001 for developing technical capabilities of personnel of African Countries Member Chambers.

Objectives:

The basic objectives were to sharpen the trainees' skills in the following areas:

- I. Raising capability and skills up-gradation of personnel of Member Chambers regarding general functions of National Chambers and development of computerized Trade Information System.
- II. Organization of National and International Exhibitions (general and specialized) and participation in Industrial Trade Fairs.
- III. Impact of WTO Agreements on the African continent.

- IV. Awareness of services and facilities provided by Islamic Corporation for the Development of the Private Sector (ICD) and Islamic Corporation for the Insurance of Investment and Export Credit (ICIEC) of IDB Group to the African Member Countries.

Themes:

The main themes of the Training programme included the following:

- I. Changes in the international trading scenario and their impacts on the African economies.
- II. Creation of effective services to business community for enhancing chambers activities and resources.
- III. Export and market development.
- IV. Trade and investment information.
- V. Export support services; and
- VI. Other relevant matters pertaining to export guarantee schemes for trade and investment.

Inaugural Session:

The Training Programme was inaugurated by H.E. Ambassador Afaf Elmazariky, Secretary General of Egyptian Fund for Technical Cooperation with Africa on Saturday, May 14, 2005 at 10:00 a.m. at the Institute of African Research and Studies, Cairo University. The inaugural Session was addressed by the following:

- Prof. Dr. Elsayed Flefil, Dean, Institute of African Research & Studies, Cairo University.
- Dr. Abdul Sattar Eshrah, Advisor, Federation of Egyptian Chambers of Commerce (FEDCOC)
- Message of H.E. Aqeel A. Al-Jassem, Secretary General of Islamic Chamber of Commerce and Industry delivered by Mr. Syed Nasir Ali Mriza, Manager Industrial Investment, ICCI.
- H.E. Ambassador Afaf Elmazariky, Secretary General of Egyptian Fund for Technical Cooperation with Africa

Working Sessions:

During the four-day training programme, eight Working Sessions were held and thirteen lectures on the following subjects were delivered by the Experts and Resource persons, in addition to 11 Country Papers presented by the honorable participants, followed by Question / Answer, exchange of views, comments and general discussions:

1. ***African Economic Community and their role in the Development of the African Continent : NEPAD, COMESA, SADAC, Arab Maghreb Union, SAHARA, East African Community (EGAD)*** by (i) H.E. Ambassador Ebrahim Ali Hassan, Advisor to H.E. Husni Mubarak, President of the Republic of Egypt and Assistant to H.E. Minister of Foreign Affairs; and (ii) Prof. Dr. Mahmoud Abu Al-A'inain, Political Science Department, Cairo University.
2. ***Egyptian Role in Africa*** by Ambassador Afaf Elmazariky, Secretary General of Egyptian Fund for Technical Cooperation with Africa
3. ***Cooperation and Integration among OIC Countries for the Development of Private Sector*** by (i) Mr. Syed Nasir Ali Mirza, Manager Industrial Investment, Islamic Chamber of Commerce and Industry; (ii) Mr. Lutfi Zairi, Islamic Corporation for the Development of Private Sector (ICD); and (iii) Mr. Lutfi Zairi, Financial Institutions Relations Officer, Marketing Department, the Islamic Corporation for Insurance of Investment and Export Credit (ICEIC).
4. ***International Exhibition (General and Specialized) and Export Promotion Centers: Their Role in Promotion and activation of Trade in general and Exports in particular*** by (i) Ms. Olfat M. Soliman, Head, Foreign Fairs Central Administration, General Organization for International Exhibitions & Fairs (GOIEF); and (ii) Mr. Ahmed El-Dib, General Manager, Information & Decision Support Center, General Organization for International Exhibitions & Fairs (GOIEF).
5. ***World Trade Organization (WTO) Agreements and its branches (GATTS, TRIPS, etc.) and their impacts on the African continent*** by Dr. Waleed El Nozahy, Head of the WTO Department, Ministry of Foreign Trade, Egypt.
6. ***Guarantees for Exports, Investments and Banking Facilities*** by (i) Dr. Omar A. El Shenawi, General Manager, Export Credit Guarantee Company of Egypt (ECGE); and (ii) Dr. Abdul Sattar Eshrah, Advisor, Federation of Egyptian Chambers of Commerce (FEDCOC)
7. ***E-commerce initiatives in OIC Countries*** by Dr. Raafat Radwan, CEO, Adult Education Authority (AEA), Egypt
8. ***Management, Systems, Enhancement of Resources, Regulations and Development of Chambers of Commerce*** by Dr. Abdul Sattar Eshrah, Advisor, Federation of Egyptian Chambers of Commerce (FEDCOC)
9. ***Country Papers*** by the participants.

The learning schedule was designed to provide the trainees a coherent and logical link to the understanding of the concepts of human and skills development. The trainees articulated their expectations from the Training Programme. These ranged from gaining clarity about how to supply necessary information about investment and trade opportunities, exhibitions and trade fairs and how to develop information databases for the benefit of investors and business community at large. In addition, they acquired alternative perspectives regarding development and honing skills and capability and their catalytic role to develop private sector in contributing to economic activities in general and trade in particular. Resource persons, while discussing various issues and services, related to chambers activities and performances, also provided inputs on training skills.

Observations by participants included:

- (i) ICCI's initiative in organizing the Training Programme focused on acquiring of new skills and knowledge for chamber's staffs to increase service efficiencies was relevant, important and timely.
- (ii) Successful trade promotion strengthens national export-oriented industrial development, enhances the ability of indigenous exporters to compete internationally and increases "tradability" of goods, stimulates international trade, increases foreign exchange earnings from exports and vitalizes the domestic economy.
- (iii) Adoption of effective activities and provision of services by the Chambers related to World Trade Organization (WTO) rules, disciplines and agreements were imperative for Member African Countries to become internationally competitive.
- (iv) Transfer of knowledge and skills in the effective and efficient management of Chamber of Commerce & Industry will ultimately result in strengthening and activating the export-oriented business community.
- (v) A coordinated tripartite approach and increased cooperation between ICCI, African Member Countries National Chamber of Commerce & Industry and the private sector in export development, promotion, and the networking of trade practitioners would be an important step and milestone for creating effective trade promotion measures.
- (vi) ICCI's initiative in creating a suitable environment for African Member Countries Chamber to discuss various common constraints and to exchange knowledge and experiences was important and valuable.

For follow-up activities:

- (i) Participating trainees from African Member Countries Chambers should replicate this training programme in their home countries for the training in modern techniques of extending services to the personnel of local chambers of commerce and business associations.
- (ii) The National Chamber of Commerce & Industry should assist the business community and in particular small and medium enterprises and they should be supported by both the Government and the private sector.
- (iii) Specific training needs to be identified for imparting training on country-specific case studies and electronic commerce and related issues.
- (iv) A coordinated approach might be developed by strengthening partnerships for closer co-operation amongst government agencies, chambers of commerce and business associations.
- (v) Networking amongst trainers and trainees in the participating countries, dissemination of information and sharing of country experiences.

- (vi) Dissemination and exchange of information on relevant trade promotion matters including linking or establishing a website of African Member Countries National Chamber of Commerce & Industry.
- (vii) ICCI in collaboration with IDB and other international organizations should facilitate and organize national level training programmes in the key areas.

Outcomes of the Training Programme:

At the conclusion of the Training Programme, the participants gained an improved understanding of:

- * Changes in the international trading environment and their impacts on African economies.
- * The role and functions of Chambers of Commerce & Industry.
- * Trade promotion programmes, including organization of domestic and international (general and specialized) exhibitions and trade fairs.
- * Providing trade support services to the business community, including dissemination of trade and investment information.

Conclusions and Recommendations:

The evaluation by the participants to the training programme was completed before the concluding session, in which each participant filled-in the prescribed questionnaire. The response of the participants provided information about the benefits of the training programme.

The participants agreed that the training programme was very instrumental. The training course was both useful and provided a comprehensive guide for extending effective services to the business community. They would serve as a practical training tool on up-to-date trade promotion techniques and methods for chambers professionals, with specific reference to product development, export marketing and trade information services. They also recognized the importance of the development of modern services, through capacity building and skills development, to stimulate national economic development, integration into multilateral trading systems and increase access to global markets.

Closing Session:

In the Concluding Session the Report of the Training Programme was presented by the Rapporteur from Islamic Chamber of Commerce and Industry Mr. Syed Nasir Ali Mirza and adopted.

The Concluding Remarks were made by Prof. Dr. Elsayed Flefil, Dean, Institute of African Research & Studies, Cairo University; Dr. Abdul Sattar Eshrah, Advisor, Federation of

Egyptian Chambers of Commerce (FEDCOC); Mr. Syed Nasir Ali Mriza, Manager Industrial Investment, ICCI and H.E. Ambassador Afaf Elmazariky, Secretary General of Egyptian Fund for Technical Cooperation with Africa.

H.E. Ambassador Afaf Elmazariky, Secretary General of Egyptian Fund for Technical Cooperation with Africa thanked all the participants for their active participation in the Training Programme and wished them a safe journey back home. She also thanked Dr. Abdul Sattar Eshrah and Islamic Chamber of Commerce and Industry for their untiring efforts in organizing this important Training Programme. She expressed her complete satisfaction in the successful conclusion of the Training Programme and assured Islamic Chamber of Commerce and Industry of her full cooperation in organizing such future initiatives under the cooperation agreement signed between the two Institutions.

Thereafter, Certificates were distributed among the participants.

Visit to Alexandria Chamber of Commerce:

The participants visited Alexandria Chamber of Commerce on May 17, 2005. They were received by the officials of the Chamber. The Secretary General, Mr. Mostafa Abd El Aziz explained the profile, activities and operations of the Chamber.

Alexandria Chamber of Commerce has played a very significant role in the beautification of the historical city of Alexandria, which has resulted in bringing about a change in the outlook of the city and thereby attracting foreign investment. This remarkable experiment could be replicated by other member chambers in African Countries for providing better services to their business communities and cities for establishing business partnerships and joint ventures.

The Secretary General of the Islamic Chamber of Commerce and Industry, H.E. Aqeel Ahmad Al-Jassem also delivered a telephonic speech on the occasion. He thanked Mr. Mostafa Abd El Aziz for welcoming the participants. He also thanked EFTCA and FEDCOC for their full support and cooperation in holding this Training Programme and thanked all the participants for attending it. He requested the participants to form an e-mail group and to continue their contacts with the ICCI and to provide any information or observations they have, with regard to the conduct of this programme, so that the ICCI may benefit from it in the future.

Later they were shown the facilities of the Chamber's Community Centre for Information Technology. In this way, the participants became substantially familiarized by the functions of the Alexandria Chamber.

Thereafter, the participants took a tour of Bibliotheca Alexandria Library. The guide briefed them about the background on this ancient library. They visited antiquities museum, manuscript museum and the library complex. The main goal of Bibliotheca Alexandria is dedicated to recapture the spirit of the ancient library.

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