INTERNATIONAL TRADE CENTRE
CENTRE INTERNATIONAL DU COMMERCE

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FOR THE FOURTH CONSECUTIVE YEAR, ITALY, IN CO-OPERATION WITH THE INTERNATIONAL TRADE CENTRE UNCTAD/GATT, OFFERS DEVELOPING COUNTRY NOMINEES A COURSE IN EXPORT PROMOTION AND BANKING

IRI - The Institute for Industrial Reconstruction, Rome, has announced that for the fourth consecutive year, it will provide to nominees of developing countries, through the UNCTAD/GATT International Trade Centre, a seven-month training programme in export promotion. The programme lays special emphasis on the banking aspects of export.

The IRI training programme will run from 14 October 1968 to 16 May 1969. This 1968/69 course is provided exclusively for candidates from Latin American countries. They should be already working at the middle management level in central banks, commercial banks, economic and trade ministries, export promotion institutions and companies specialized in the promotion of exports. They should have experience not only in export promotion but also in the banking and financial aspects of export activities. They should speak either Spanish or Portuguese; and a knowledge of Italian would be an additional advantage, since the course is conducted in this language. A period of instruction in Italian will, however, precede the programme of export promotion training. The Italian offer includes payment of all transport and maintenance costs in the context of the training programme, as well as of all educational facilities provided for the trainees.

The training programme will comprise a period of about three months in Milan at the Head Office of the Banca Commerciale Italiana. Here will be studied the fundamental aspects of international trade. Special attention will be given to tariff and customs regulations; origin of goods; valuation of merchandise for customs handling; restrictions on quantity; licensing; financing of exports; credit and insurance; system of international payments; rôle and functions of commercial banks in international trade; and bilateral and multilateral trade and tariff agreements.

One month will be spent working in one of the IRI group's industrial companies handling significant export business. Here the organizational structure and working methods of the company will be studied as well market analysis; quality and quantity control; international fairs; publicity; and contractual techniques. In the third section of the training programme, participants will have the opportunity to work closely with public financial institutes and bodies specialized in the field of foreign trade.

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Candidacies addressed to the International Trade Centre UNCTAD/GATT, on behalf of their nominees, will be welcomed from central and commercial banks; governmental bodies in charge of foreign commerce; and companies specialized in the promotion of exports, in Latin America.

IRI is a financial organization set up by the Italian public authorities which controls more than 100 companies employing about 300,000 persons. It operates an extensive programme of approximately 100 training fellowships for nominees of developing countries in fifteen specialized fields, mostly technical, including the export one announced herein.

The International Trade Centre UNCTAD/GATT assists the developing countries in the promotion of their exports, operates for them a market information service, a trade promotion advisory service, a training programme and a publications programme. This latter comprises trade promotion handbooks for the developing country exporters and the quarterly trade promotion journal, the International Trade FORUM.

The Centre is the channel through which many developed country governments, foundations, and export agencies make available export promotion training, informal courses, seminars and trade study tours, to developing country nominees. These training provisions, along with the Centre's own programme, are providing in 1968 a total of about 300 export promotion training fellowships.