Dear Sir,

New Training Courses for Candidates from Developing Countries in Finland, Norway, Italy

This circular provides information on two new courses of training programmes available for candidates from developing countries as well as a supplementary offer from the IRI in Italy. Applications should be addressed to the International Trade Centre of GATT; the IRI one calls for cabling interest first (See III below).

I. Finnish Fellowships for Trade Promotion:

The Finnish Government, through the International Trade Centre, is prepared to grant two fellowships in the field of trade promotion to candidates from developing countries. These fellowships will be granted for a period of up to six months.

Candidates for this course must be fluent in English. They must have an adequate background in trade promotion work; and the minimum educational requirements are either an undergraduate level or a diploma from a commercial school.

The terms offered by the Finnish Government include all travel costs. In all other respects, United Nations Technical Assistance Fellowship terms will apply.

II. Training Course under the aegis of the Norwegian Agency for International Development.

The Norwegian Agency for International Development, with the cooperation of the Export Council of Norway, is prepared to consider recruiting through the International Trade Centre three to five
nominees from the developing countries as fellows for individual programming and on-the-job training. Provided the fellows would come for as long as one full year, roundtrip travel expenses and maintenance would also be covered.

Applications should be forwarded immediately, but it may not be possible to place successful candidates until 1968.

N.B. A Centre form that can be used to apply for either the Finnish or Norwegian courses is attached. This form may be duplicated freely by the receiving parties.

III. Italian (IRI) Training Programme

October 1967 - May 1968

IRI - The Institute for Industrial Reconstruction, in Rome, is prepared to accept a few more trainees from developing countries who apply through the GATT International Trade Centre, for its training programme dealing with modern techniques of international trade and the promotion of exports, with special emphasis on financial aspects (see GATT Circular INT(67)120 11th May 1967).

Special attention is drawn to the fact that the programme, which will last for eight months, will be conducted in Italian. Eligible candidates who are not qualified in Italian are given intensive training in that language, including the latest audio-visual methods, before taking up the course.

Insofar as the course is primarily related to the financial aspects of exporting, candidates are sought from national banks, development banks, government and non-governmental bodies concerned with export financing.

Inasmuch as the original deadline for receiving applications was the end of June, candidates who wish to take advantage of this supplementary offer should cable the "GATT Geneva" of their interest, and then airmail the special IRI application form attached with all required enclosures. This form may also be freely duplicated by recipients.

Yours faithfully,

H.L. Jacobson
Director of the Centre

Enclosure: Two Centre Forms
(for Finnish or Norwegian course)
One IRI Form