

# **Better Regulations and Better Negotiations as Tools for Trade: Where Aid for Trade Can and Cannot Help**

Sheila Page

Overseas Development Institute

# The path to compliance from policy

- conforming to legal (and customary) standards and rules in trade (including, but not only, tariffs, preferences, SPS, TBT, etc.);
- establishing the institutions to enforce and set the rules;
- improving the application of rules (trade facilitation, information, etc.);
- negotiating changes in rules affecting trade;
- identifying and prioritising the changes in rules likely to help each developing country's trade.

# Deciding where and what to negotiate

- Negotiations to be supported:
  - *WTO*
  - *Regional*
  - *Developed-developing country*
  - *Third party*
  - *Environmental.*
- Is the support to the right issues?
- Problems with trade policy support

# Weaknesses in donor policy

- Too little assistance to understand and to meet donor countries' own trading rules.
- Too little assistance to enter donor markets.
- Too few projects in non-agricultural goods and in services.
- Badly distributed support for negotiations:
  - Too much for Doha
  - No coordination of support for regional
  - No support for countries outside regions

- Too little care on conflicts of interest
- Too little attention to donors' own trade rules and policies