

**AGENDA**  
**Workshop: Indicators of Foreign Trade and Trade Policy**  
**La Paz – 9 to december 12, 2013**

Instructors:

- José Durán Lima, CEPAL, ECLAC, Division of International Trade and Integration
- Sebastián Castresana, CEPAL, ECLAC, Division of International Trade and Integration

**Monday, december 9**

**08:15 Opening**

**08:30 - Workshop Presentation and introduction to library materials and CD**

**09:15 - Module 1: Basic statistical analysis. Maquila and Tariff Protection**

- Proportions and weights
- Index numbers and deflation
- Backward projection and growth rate
- Exchange
- Linkages between trade and production (assembly, free zones, etc.)
- Tariff protection: MFN Tariff, Effective Tariff Equivalents Tariff ad valorem and peaks tariff
- Effective protection

**11:00 - Module 2: Classifications of International Trade and analytical uses. Database of International Trade**

- International Classifications: SA, SITC, ISIC, GCE, CUODE, among others
- How to choose the appropriate classification for the ongoing investigation
- The importance of the level of aggregation
- Contingent use of various specific classifications

- Structure analysis
- Minimum variables database
- National databases versus international databases
- Explication of Databases

**13:30 - Modulo 3: Indicators of Commercial Propulsion**

- Unit Value Indices, the importance of deflation
- Terms of Trade
- Revealed Comparative Advantages
- Balassa Index

**15:30 - Module 4: Indicators of Commercial Propulsion**

- Practice indicators in excel
- Revealed Comparative Advantage. Balassa Index
- Cases: Bolivia vs CAN member

CAN vs MERCOSUR

Bolivia vs Brasil

**17:00 - Closure**

**DAY 2: TUESDAY 10 DECEMBER**

**09:00 - Module 5: Indicators of Commercial Propulsion**

- Herfindahl-Hirschman Index
- Index Commercial Environment (or Economic)
- Indicators of Trade Openness
- Intra Trade Indicators
- Potential Trade Index

**11:00 - Module 6 Indicators of Commercial Propulsion**

- Practice Indicators in Excel

**13:30 - Module 7 Indicators of Commercial Propulsion**

- export baskets
- Similarity Index
- Krugman Index
- Grubel-Lloyd Index
- Index Trade Overlap

**15:30 - Module 8 Indicators of Commercial Propulsion**

- Practice Indicators in Excel

**17:00 - Closure**

**WEDNESDAY 11 DECEMBER**

**09:00 - Module 9 Micro, Small and Medium Enterprises (MSMEs)**

- Approach to MSMEs
- Statistics
- Definition
- Classification
- Determinants of size

**11:00 - Module 10 Micro, Small and Medium Enterprises (MSMEs)**

- The advantages of MSMEs
- Economic integration
- Joint export
- Threats and opportunities

**13:30 - Module 11 Micro, Small and Medium Enterprises (MSMEs)**

- Analysis of key indicators
- Market concentration and Products
- Retain export
- Entry and exit rates

### **15:30 Module 12 Doing Business Indicators**

- Main dimensions
- Indicators Doing Business
- Shuttle Cost Analysis
- Analysis Logistic Performance Index
- Case study

### **17:00 - Closure**

## **Thursday, December 12**

### **09:00 - Module 13 Balance of payments**

- Structure and usefulness of the Balance of Payments
- Trade in Goods and Services
- Difficulties in services statistics
- The experience of the Bureau of Economic Analysis U.S.

### **11:00 - Module 14 Balance of payments**

- Current Account: Balance, Components, Relative Position
- Account Goods and Services: Purchasing Power of Exports, Effect of Relationship Exchange Rates, Trade in Services in GDP, Insurance Services Account
- Account Services: Participation in the World, and Competitiveness of Services
- Commercial Capital and Financial Account
- Contribution of Migrants
- Public External Debt: Solvency and liquidity

### **13:30 - Module 15 Workshop Integrator**

- Introduction to the dynamics of the workshop
- Start of activities

**15:30 - Module 16 Workshop Integrator**

- Completion Workshop
- Course Evaluation

**16:30 - Closing and delivery of Diplomas**