

THE TRADE POLICY ANALYST

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- Minister of Small Business, Export Promotion and International Trade leads, at the federal level
 - Main role largely coordination:
 - Within the trade portfolio
 - Within GAC:
 - Foreign Affairs (Trade policy is foreign policy)
 - International Development (Trade policy is development policy)
 - Within the federal government (Trade policy is domestic economic and social policy)
 - With the provinces and territories (Trade policy is federal-provincial relations)



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- Know their interests too
 - Make a plan ... then get ready to change it
 - When it's over, it's not over ... implementation
 - At home
 - In the other country
 - Communications is part of the strategy from start to finish

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- "Who are we talking about?" - one size doesn't fit all
 - The trade policy view of
 - The Dutch model: *A W Id*
 - Aid Relationship
 - Transitional Relationship
 - Trade Relationship
 - List of target countries and policy instruments for each type of relationship

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- Emerging countries must align their level of international commitments to those of advanced economies.
- Advanced economies must take into account their own historical responsibilities for the remaining unfairness in trade rules (and the practical difficulties countries face), emerging countries deserve long transition periods to converge towards them.
- For the poorer countries, the focus is on the level of commitments they accept and more how to help them build the capacity to be active members of the international community ... how to get the benefit out of trade.

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