

IMPLEMENTED BY



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INSTITUTE**

IN COLLABORATION WITH



กระทรวงพาณิชย์
Ministry of Commerce

WITH SUPPORT OF
THE LANCANG-MEKONG COOPERATION SPECIAL FUND

Training Course on
**Enhancing Trade Competitiveness
for Goods and Services:
*Issues and Strategies in Post-Pandemic World***

August 3 to 20, 2020 (online)
Mekong Institute, Khon Kaen, Thailand

TRAINING COMPLETION REPORT



Acknowledgements

We would like to express our utmost appreciation to all the 22 participants from the Lancang-Mekong countries, i.e. Cambodia, P.R. China, Lao PDR, Myanmar, and Thailand for participating in Modular Training Course on “*Enhancing Trade Competitiveness for Goods and Services: Issues and Strategies in the Post-Pandemic World*”. The participants engaged in the activities of the training course, which included live contact sessions, live group presentations, self-paced learning and group discussions, and evaluations/examination. Such active engagement of the participants contributed to making the training an immense success.

The e-training program could not be accomplished without the generous support from the Lancang–Mekong Cooperation Special Fund (LMCSF).

Further, we would also like to thank all internal and external resource persons for sharing knowledge, lessons learned and best practices with all participants during the training course drawing from their technical expertise.

Lastly, our appreciation goes to the project team of Trade and Investment Facilitation (TIF) Department and all colleagues of Mekong Institute (MI) for their support and assistance in ensuring the successful completion of the training course.

Trade and Investment Facilitation (TIF) Department
Mekong Institute (MI)
Khon Kaen, Thailand
September 2020

Executive Summary

Mekong Institute (MI) organized a three-week training course on '*Enhancing Trade Competitiveness for Goods and Services: Issues and Strategies in the Post-Pandemic World*' on August 3 – 20, 2020 via Zoom Cloud Meeting.

The broad aim of the training was to deepen knowledge on linkages between post-pandemic recovery and rebuilding of economies, trade competitiveness, and cross-border trade in the LM countries. Specifically, the training aimed to (i) advance knowledge on the linkage between post-pandemic recovery, trade competitiveness, including of SMEs, and cross-border trade in goods and services in the LM countries; (ii) inform business strategies to enhance firm-level competitiveness for trade in goods and services in a post-pandemic situation, including of SMEs, in the LM countries; (iii) contribute to building of and/or improvement in infrastructure, facilities, goods and services related to cross-border trade to tackle cross-border emergencies such as a health pandemic; (iv) contribute to enhancement of cross-border hard and soft connectivity in the LM countries to facilitate trade competitiveness; and (v) promote usage of ICT in cross-border infrastructure and facilities to maximize benefits from cross-border trade in goods and services.

22 senior- and mid-level participants representing ministries of commerce/trade, economy and industry, companies, industry associations, academic, and research institutions from the Lancang-Mekong countries, i.e. Cambodia, P.R. China, Lao PDR, Myanmar, and Thailand participated in the online training course.

The training contents included interrelated modules on (i) competitiveness concepts; (ii) trade in goods and services in post-pandemic world; (iii) cross-border trade, competitiveness and pandemic; (iv) cross-border connectivity, competitiveness and pandemic; and (v) action plan (AP) development. The training course was comprised of 12 days of online learning and activities including live contact sessions, live group presentations, self-paced learning and group discussions, evaluations/examination, and certificates of completion with star ratings.

APs - an integral part of the training course - were developed by the participants as activities to implement in their respective countries. Accordingly, the participants from different countries drew up plans for organizing national workshops, localized trainings, and promotion of firms and business matching in an international import-export exhibition event to be organized in Shanghai within three months following the training. A team from MI Trade and Investment Facilitation (TIF) Department will provide necessary technical guidance to the participants during the period of action plan implementation. Upon the successful completion of APIs, selected participants from each country will be invited to take part in a Synthesis and Evaluation (S&E) Workshop to report on lessons learned, best practices, challenges and recommendations drawn from the APIs. The S&E Workshop is scheduled to be held in early December 2020 or January 2021. It will be organized as an onsite meeting at MI Residential Training Center, Khon Kaen, Thailand, if travel restrictions are relaxed. Else it will be organized as an online training.

To assess the effectiveness of the training program, different evaluation methods including pre & post evaluations, daily feedback, and after-event evaluation were employed. The results of pre and post self-assessments of participants' competency revealed participants' knowledge and understanding of the subjects covered in the training were enhanced after the training. The results of after-event evaluation indicated that the training mostly met its objectives, with an overall average rating of 4.46 out of 5. As for program contents, participants reported the training sessions

were relevant to their work and enhanced their knowledge and skills. Further, the participants provided the feedback they were very satisfied with the overall arrangements and organization throughout the training (average rating: 4.41) and they enjoyed the training atmosphere very much and learnt a lot from the resource persons and co-participants.

Acronyms

AANZFTA	ASEAN – Australia – New Zealand Free Trade Agreement
ACCSQ	ASEAN Consultative Committee on Standards and Quality
ADB	Asian Development Bank
ADC	Agriculture Development and Commercialization Department
AMS	ASEAN Member States
AP	Action Plan
APEC SCSC	Asia Pacific Sub-Committee on Standards and Conformance
ASEAN	Association of Southeast Asia Nations
CA	Conformity Assessment
CABs	Conformity Assessment Bodies
CAC	Codex Alimentarius Commission
CBEZs	Cross-Border Economic Zones
CCC	Cambodia Chamber of Commerce
CEN/CENEL	European Committee for Standardization (CEN), the European Committee for Electrotechnical Standardization
CLM	Cambodia, Lao PDR, Myanmar
DOC	Department of Commerce
DoSM	Department of Standards and Metrology of Lao PDR
E-commerce	Commercial transactions conducted electronically on the Internet
EEI-LMS	Economy and Environment Institute of Lower Mekong Sub-Region
E-training	Electronic/online training
EU	European Union
EZs	Economic Zones
FAO	Food and Agriculture Organization
FDA	Food & Drug Administration
FDD	Food and Drug Division
GACC	General Administration of Customs of China
GDCE	General Department of Customs and Excise
GDP	Gross Domestic Product
GMS	Greater Mekong Subregion
HS	Harmonized System
IAF	International Accreditation Forum
ICT	Information and Communications Technology
ILAC	International Laboratory Accreditation Cooperation
IQNet	International Certification Network
ISC	Institute of Standards Cambodia
ISO/IEC	Organization for Standardization (ISO) and the International Electrotechnical Commission (IEC)
LM	Lancang-Mekong
LMCSF	Lancang–Mekong Cooperation Special Fund
MI	Mekong Institute
MOC	Ministry of Commerce

MOFCOM	Ministry of Commerce, People's Republic of China
MPI	Ministry of Planning and Investment
NGO	Non-Governmental Organization
NQI	Strong National Quality Infrastructure
NSBs	National Standard Bodies
NTL	National Tariff Lines
NTM	Non-Tariff Measures
OPOD	Old Product Old Destination
OSS	One-stop Service Center
PPEs	Personal Protective Equipment
RCA	Revealed Comparative Advantage
S&E	Synthesis and Evaluation
SCM	Supply Chain Management
SEZ	Special Economic Zone
SMEs	Small and Medium-Sized Enterprises
SPS	Sanitary and Phytosanitary Measures
SSI	Single Stop Inspection
SWI	Single Window Inspection
TBT	Technical Barriers to Trade
TIF	Trade and Investment Facilitation Department
TISI	Thailand Industrial Standards Institute
UK	United Kingdom
UN COMTRADE	United Nations International Trade Statistics Database
UNCTAD	United Nations Conference on Trade and Development
UNESCAP	United Nations Economic and Social Commission for Asia and the Pacific
UNIDO	United Nations Industrial Development Organization
VAT	Value Added Tax
WTO	World Trade Organization

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1. Introduction

1.1. Project on “Upgrading Border Facilitation for Trade and Logistics Development”

The project on “Upgrading Border Facilitation: Trade and Logistics Development” is being implemented by Mekong Institute (MI) in collaboration with the Ministry of Commerce, the Royal Government of Thailand and funded by the Lancang-Mekong Cooperation Special Fund (LMCSF). The aims of the project are to 1) promote trade along border trade zones which link the Lancang-Mekong countries; 2) facilitate cross-border trade by increasing the capacity for commerce and reducing the costs faced by traders within the Lancang-Mekong countries; and 3) enhance connectivity and improve competitiveness across international border through improvements in infrastructure focused on facilitating cross-border and investment is designed to support policy and structural reforms.

1.2. Modular Training on “Enhancing Trade Competitiveness for Goods and Services: Issues and Strategies in Post-Pandemic World”

As part of the above-mentioned project, MI organized Training Course on “*Enhancing Trade Competitiveness for Goods and Services: Issues and Strategies in Post-Pandemic World*” on August 3-20, 2020 using online training methods and tools.

The online training course will be followed by three months of action plan implementation by training participants in respective countries followed by a Synthesis and Evaluation workshop organized at MI’s Residential Training Centre, in Khon Kaen, Thailand. The multi-week training program will follow MI’s modular training cycle.

2. Program Objectives and Outcomes

2.1. Objectives

The specific objectives of the training program were to:

- Advance knowledge on the linkage between post-pandemic recovery, trade competitiveness, including of SMEs, and cross-border trade in goods and services in the LM countries;
- Inform business strategies to enhance firm-level competitiveness for trade in goods and services in a post-pandemic situation, including of SMEs, in the LM countries;
- Contribute to building of and/or improvement in infrastructure, facilities, goods and services related to cross-border trade to tackle cross-border emergencies such as a health pandemic;
- Contribute to enhancement of cross-border hard and soft connectivity in the LM countries to facilitate trade competitiveness; and
- Promote usage of ICT in cross-border infrastructure and facilities to maximize benefits from cross-border trade in goods and services.

2.2. Expected Outcomes

The expected outcomes of the training program are contribution to

- Enhancement of trade competitiveness, including of SMEs, in trade in goods and services in the post-pandemic situation in the LM countries;
- Enhancement of cross-border linkages within the LM countries through trade in goods and services; and
- Increased cross-border cooperation and adoption of a regional approach to aid in rebuilding and rejuvenation of national and regional economies from the pandemic and further economic linkages within the LM countries, in turn contributing to strengthening of the ASEAN Economic Community.

3. Participants and Resource Persons (RPs)

3.1. Participants

Twenty-two (22) senior and mid-level participants from the LM countries attended the E-training program. The participants included:

- a) Ten (10) Cambodians representing the Customs Department, the Chamber of Commerce, the Education Ministry, universities, and logistics companies;
- b) Three (03) Chinese representing the Commerce Department of Yunnan Province;
- c) Two (02) Laotian representing the Planning and Investment Ministry and Economic Research Institute for Industry and Trade;
- d) Ten (10) Burmese representing the Ministries of Commerce, Transport and Communication, Investment and Economic Relations, the Customs Department, and the Economy and Environment Institute; and
- e) Two (02) Thais representing the Federation of Thai SMEs and a social enterprise.

Ten (10) participants or 45% of total number of participants were female and sixteen (12) or 55% were male. The participants were from both the public (16 participants/67% of total) and private (8 participants/33%) sectors.

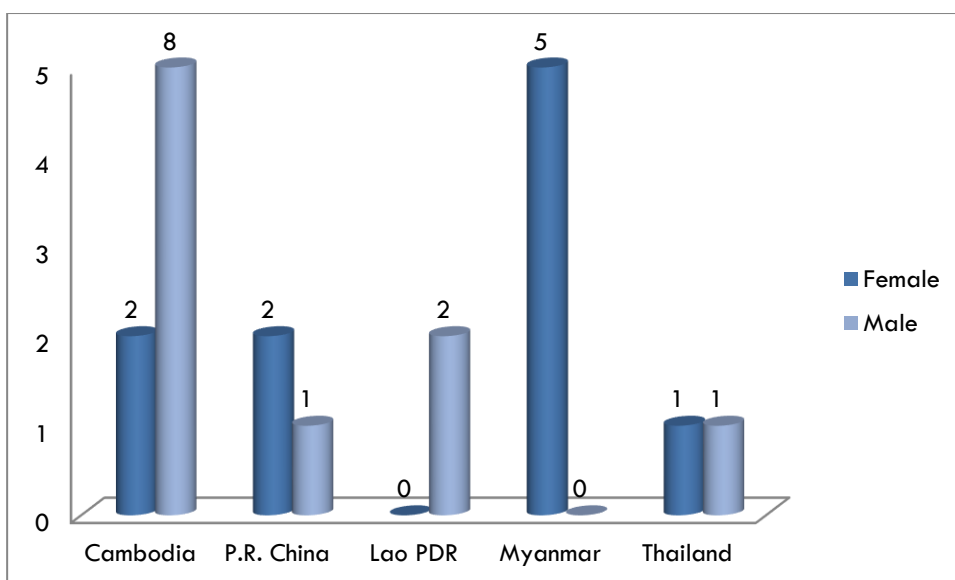


Figure 1: Numbers of Participants by Country and Gender

3.2. Resource Persons (RPs)

There were two in-house and three external resource persons. Details of the resource persons along with the training modules delivered by them are summarized below:

Table 1: Resource Persons (RPs)

<p>1. Dr. Tamanna Chaturvedi MI Consultant Indian Institute of Foreign Trade New Delhi, India</p>	<p>Module I: Competitiveness</p> <ul style="list-style-type: none"> • Concepts of Competitiveness • Trends in Trade in Goods and Services in the LM countries <p>Module II: Trade in Goods and Services in Post-Pandemic World</p> <ul style="list-style-type: none"> • Impact of the Pandemic on Competitiveness • Strategies to enhance trade competitiveness as Pandemic Response <p>Module III: Cross-border Trade, Competitiveness and Pandemic</p> <ul style="list-style-type: none"> • Linking Issues in Cross-border Trade and Competitiveness
<p>2. Ms. Ratna Devi Nadarajan Program Specialist Agriculture Development and Commercialization Department, MI</p>	<p>Module II: Trade in Goods and Services in Post-Pandemic World</p> <ul style="list-style-type: none"> • Trade Standards, and Regulations Post COVID-19
<p>3. Ms. Sanchita Chatterjee Program Specialist Trade & Investment Facilitation</p>	<p>Module III: Cross-border Trade, Competitiveness and Pandemic</p> <ul style="list-style-type: none"> • Cross-border Linkages in the LM region

Department, MI	
4. Dr. Zhang Guoping MI Consultant China Development Institute Shenzhen, P.R.China	Module III: Cross-border Trade, Competitiveness and Pandemic <ul style="list-style-type: none"> Measures for Protecting Frontline Officials Health, Business Continuity and Cross-border Trade
5. Dr. Henry Sandee MI Consultant STC-Nestra BV, Netherlands	Module IV: Cross-border Connectivity, Competitiveness and Pandemic <ul style="list-style-type: none"> Cross-Border Connectivity, Competitiveness and Pandemic Supply Chain Management, Competitiveness, Cross-Border Connectivity, and the Pandemic

4. Training Approach

The training program follows MI's modular training cycle approach. The three phases of the modular training cycle have been illustrated below:

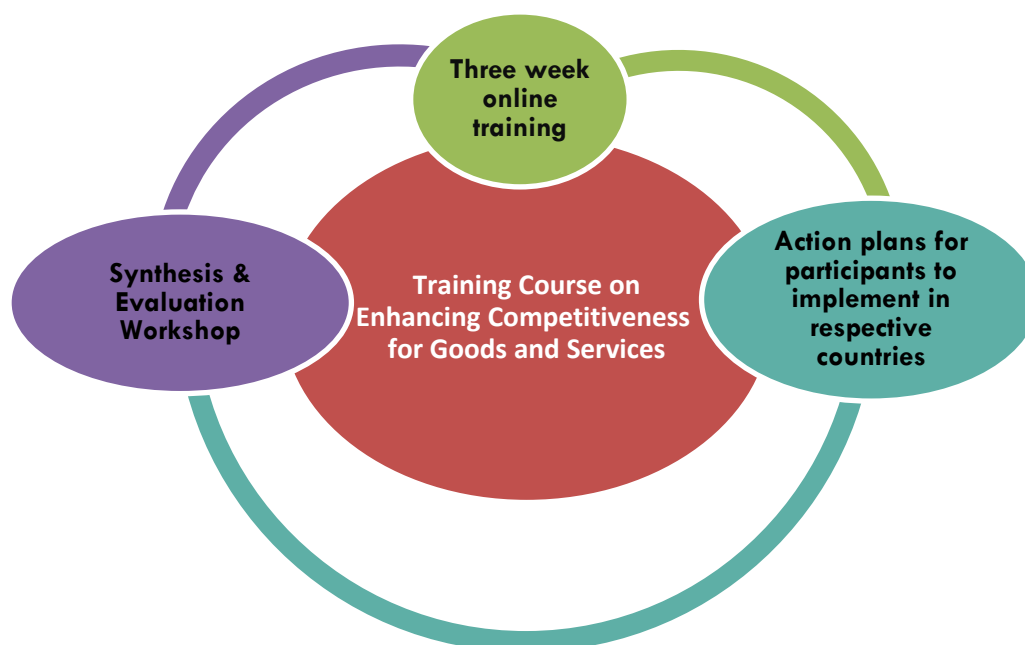


Figure 2: MI Modular Training Cycle

Learning Phase: This phase consists of three-week online training sessions. In this stage, resource persons devised ways to promote high levels of literacy of and higher order thinking on the subject-matter aimed at optimum engagement of the participants. This is a conceptualization stage which requires processing and drawing on a knowledge base of the content, application of methods appropriate to the content, and use of technology appropriate to the content.

The online sessions were designed so as to enable the participants to have a comprehensive understanding of the content through self-paced learning and live online sessions, focused on sharing of practical knowledge by the participants and resource persons, encouraged exchange of information and ideas through group work and discussions, adopted participative methods through quizzes and simulation exercises, assessed enhancement of skills and knowledge of participants and foster networking among the participants. The language used of the training program will be English.

Action Plan Implementation: Action plans were developed by the participants as activities to implement in their respective countries. Accordingly, the participants from different countries drew up plans for organizing national workshops, localized trainings, and promotion of firms and business matching in an international import-export exhibition event to be organized in Shanghai within three months following the training. MI team will provide assistance in implementing the action plans following the three-week training sessions. The period of action plan implementation will be three months from September to November 2020.

Synthesis and Evaluation Workshop: Upon the successful completion of APIs, selected participants from each country will be invited to take part in a Synthesis and Evaluation (S&E) Workshop scheduled to be held either in early December 2020 or January 2021. It will be organized as an onsite meeting at MI Residential Training Center, Khon Kaen, Thailand, if travel restrictions are relaxed. Else it will be organized as an online training. Participants would be asked to present results of and learning from their action plan implementation. Participants will also be asked to provide their recommendations and suggestions on the content and management of the training program.

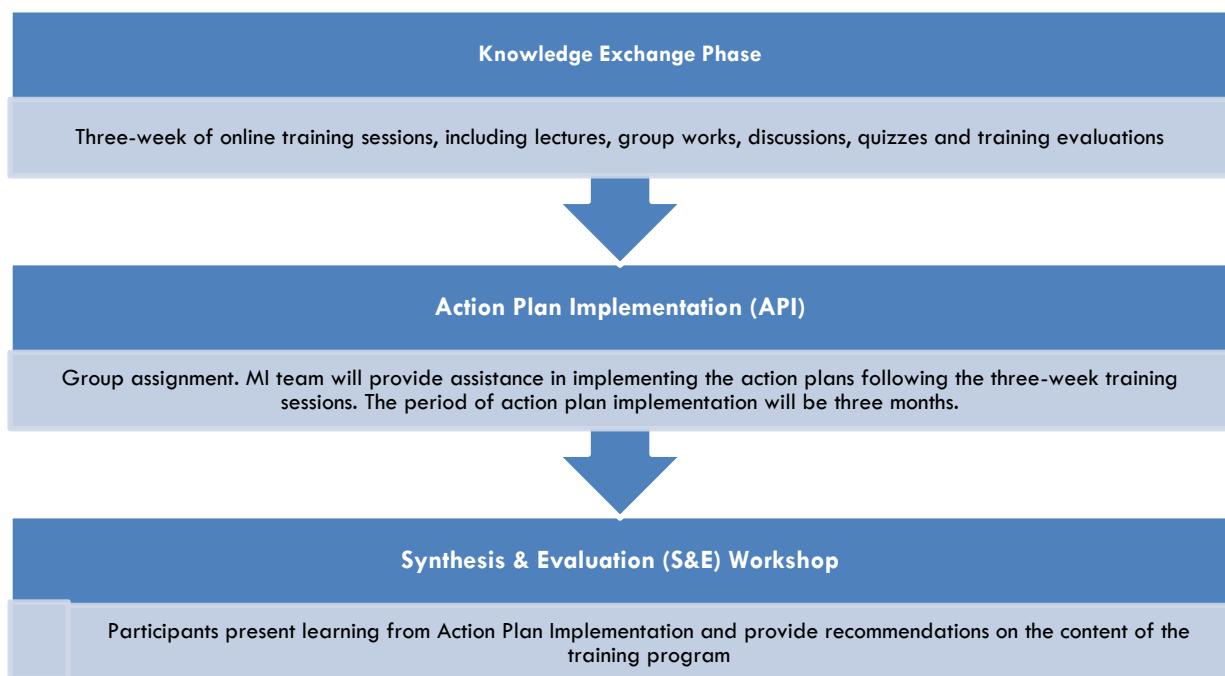


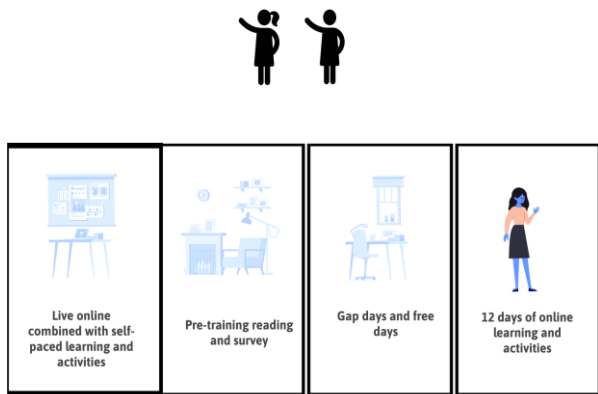
Figure 3: Three Phases of the Modular Approach

Approach of the Online Training

The training course covered 12 days of online learning and activities including:

- Live contact sessions;
- Live group presentations;

- Self-paced learning and group discussions;
- Evaluations/examination; and
- Awarding certificates of completion with star ratings based on performance during the training course.



Guidelines to follow during the Online Training



5. Program Contents

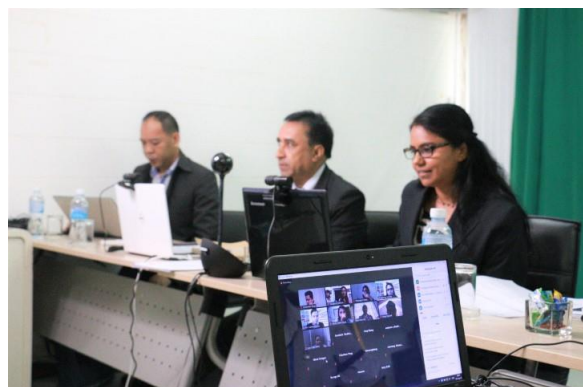
5.1. Inauguration Ceremony

Mr. Madhurjya Kumar Dutta, Director, Trade and Investment Department, Mekong Institute (MI)



On behalf of Dr Watcharas Leelawath, Executive Director - MI, Mr. Madhurjya Kumar Dutta welcomed the participants to MI's E-training. In addition, Mr. Dutta briefly explained the following aspects of the Lancang–Mekong Cooperation Framework: (i) geographical coverage, (ii) priority sectors, and (iii) four projects funded by Lancang–Mekong Cooperation Special Fund (LMCSF) and being implemented by MI in collaboration with the Ministry of Commerce, Royal Government of Thailand since 2018. Mr. Dutta provided an overview of the e-training objectives, contents, approach and methodology, composition of participants, resource persons, and program agenda, respectively.

"This is an opportune time to find solutions that will help revive businesses, produce better livelihood, and create more jobs for people in the region ", Mr. Dutta remarked. He added that the success of the e-training rests on the commitment of the 22 officials from government, business associations, academic institutions, and the private sector to "work together towards strengthening cross-border trade to help enterprises recover from impacts of COVID-19."



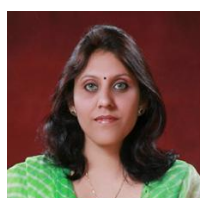
Finally, Mr. Dutta expected that the training would not only provide the participants insightful knowledge on the training topics, but also serve as a platform for institutional and people

connections. He also urged the participants to proactively take part in discussions and share their countries' experiences each other as a way to make the training a success.

5.2. Module I: Competitiveness

5.2.1. Session 1: Definition of Competitiveness: conceptual understanding of linkages between country-industry-firm level competitiveness

Dr. Tamanna Chaturvedi, MI Consultant, Indian Institute of Foreign Trade



Dr. Tamanna delivered the session on definition of competitiveness. The session focused on conceptual understanding of linkages between country-industry-firm level competitiveness that covered the basic definition of competitiveness at all levels right from the firm to industry and finally the country. It discussed the basic input-output framework of the competitiveness including human resource, technology, finance and research and innovation as inputs against an expected outcome as profits, market share, growth etc. This gave the concept of evaluative parameters of firm level competitiveness as return on assets, return on equity and return on sales.

In addition, the session also discussed the internal as well as external determinants of the firm level competitiveness wherein firm individual traits in terms of its human resources, skill set, age, type of the company etc. were internal factors determining the firm level competitiveness, while the external factors which facilitated this growth were discussed as government support in terms of infrastructure, support systems and incentives, trade policy etc.

Participants were given group work on (i) identification of macro parameters measuring competitiveness and (ii) parameters impacting firm level competitiveness. The results of the group works are provided as below:

1. Macro Parameters Measuring Competitiveness

Domestic Market: provincial differentiation			International
Return on assets	Return on sales	Return on equity	
<ul style="list-style-type: none"> • Value added • per employee • Labour • Productivity • Capital • productivity • Production • Cost of • production • Perceived • energy costs 	<ol style="list-style-type: none"> I. Local market share II. Quality of suppliers III. Percentage of loyal customers IV. Percentage of loyal suppliers V. Number of local brands added to portfolio VI. Geographic dispersion of production VII. Positioning in domestic value chain VIII. Enhancement of Brand recall 	<ol style="list-style-type: none"> I. Gross profit margin II. Time of breakeven 	<ol style="list-style-type: none"> I. Degree of internationalization II. Overall growth in exports volumes and value III. Level of price completeness IV. Number of products exported V. Number of markets exported VI. Number of offices abroad VII. Number of trade fairs participated internationally

	IX. Listing in foreign stock exchange		VIII. International Joint ventures IX. Association with global brands
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2. Parameters Impacting Firm Level Competitiveness

Firm's traits	Size, year of company existence, ownership structure, organisational structure, risk management, ethical, quality, Socially responsive, participation in strategic alliances, Company utilisation of communication technology, Corporate relationship with other companies
Company Endowments	Financial capital, Physical endowment, Intellectual Property, Human resources: Skill set, literacy levels, turnover of staff, Vision, Leadership (any awards to founder, experience of Founder)
Product	Product differentiation (Skill set of staff, SHI), Hetrogenity (R&D expense), Scalabiity (Technology intervention), Lead Time management (Efficiency of SCM), Durabiity (Manufacturing expense), Rareness, Creation and Innovation
Market	Geographical spread of buyers, change of target markets, international diversification
Degree of Internalization	Quality of International customers, Foreign sourcing, Foreign production abroad over total production, Number of international partnerships, International merger & acquisitions activities
External Factors	relationships with other bodies, customers, suppliers, public and private, research institutes, and other firms, Contacts with customers, suppliers, competitors, regulatory organizations, consultants, creditors, stockholders, and financial institutions

5.2.2. Session 2: Competitiveness at Country Level

Dr. Tamanna Chaturvedi, MI Consultant, Indian Institute of Foreign Trade

In the second training session on competitiveness at country level, Dr. Tamanna elaborated the competitiveness as the shift from intensive margins to extensive margins which meant shifting from exporting traditional products to traditional destinations to new products and new markets.

In this session participants were apprised on step-by-step methodology to evaluate country level competitiveness and prepare the strategy to enhance the same in terms of analyzing global position, competitive position at three levels Level 1: with firms of same market L2: firms operating in same product category in the world and L3 players in country where you would like to export. The session also analyzed trade



flows between LM countries & with ASEAN and global.

At the end of the session, participants received information and enhanced their understanding on:

- Trade competitiveness Diagnostics Framework for providing a framework, guideline, and practical tools needed to conduct an analysis of trade competitiveness;
- Harmonized System (HS) codes for classifying traded products;
- How firms can identify their L2 players, benchmark performance with peers, and improve their global competitiveness; and
- Revealed Comparative Advantage (RCA) for calculating the relative advantage or disadvantage of a certain country in a certain class of goods or services.

5.3. Module II: Trade in Goods and Services in Post-Pandemic World

5.3.1. Session 1: Trends in Trade in Goods and Services in the LM countries

Dr. Tamanna Chaturvedi, MI Consultant, Indian Institute of Foreign Trade

This session dwelt upon assisting participants on analyzing the trade flows between GMS/LM countries and also beyond LM in ASEAN and globally. Participants were apprised on concepts of HS code and data source of ITC trade map and Intracen. The analysis helped them to answer following questions to evaluate their country positions post COVID:

- Do we get opportunity in all sectors?
- Do we get equal opportunity in all export markets?
- Does your export to traditional markets get impacted?
- Will our trade agreements be of some help at this juncture?

5.3.2. Session 2: Strategies to enhance Trade Competitiveness as Pandemic Response

Dr. Tamanna Chaturvedi, MI Consultant, Indian Institute of Foreign Trade

The session aimed to appreciate that all countries across LM has similar export basket and may compete for similar products in common traditional markets, post COVID-19. It was hence important to apprise them the concept of export consortium, identification. National Tariff Lines (NTL), product and market diversification and compete at three fronts: price, quality/non-tariff barriers and innovation via NTL. Role of tariff in determining export price, incoterms, and regional trade agreements and compliance were discussed as enabling factors towards enhancing competitiveness.

Through the session, participants obtained good understanding of:

- Strategic interventions post COVID taken by governments
- Market diversifications
- Post lockdown tips for OPOD: case of apparel in EU
- Innovation in footwear segment
- Market scanning

Before ending the session, participants were given group work on Calculation of RCA for rice products (HS: 100610, 100620, 100630, 100640) and business interpretations for LM Countries' exporters and they presented the results group as summarized below:

RCA (Reveal Comparative Advantage) for Rice Products in LM Countries

Country	Code	Product label	Exported value in 2015	Exported value in 2016	Exported value in 2017	Exported value in 2018	Exported value in 2019	Startup
Cambodia	'100610	Rice in the husk, "paddy" or rough	0.04	0.26	0.36	0.18	0.00	4
	'100620	Husked or brown rice	0.01	0.11	0.13	0.08	0.76	1
	'100630	Semi-milled or wholly milled rice, whether or not polished or glazed	5.39	5.62	5.19	5.17	5.51	3
	'100640	Broken rice	0.34	0.24	0.20	0.33	0.40	2
Thailand	'100610	Rice in the husk, "paddy" or rough	0.00	0.00	0.00	0.00	0.00	4
	'100620	Husked or brown rice	1.31	1.27	0.66	0.96	2.18	1
	'100630	Semi-milled or wholly milled rice, whether or not polished or glazed	4.79	4.70	4.40	4.57	4.89	3
	'100640	Broken rice	4.43	6.60	5.92	5.40	6.07	2
Vietnam	'100610	Rice in the husk, "paddy" or rough	0.52	0.05	0.06	0.05	0.12	4
	'100620	Husked or brown rice	0.31	0.32	0.75	1.80	1.08	1
	'100630	Semi-milled or wholly milled rice, whether or not polished or glazed	5.05	5.31	4.81	4.80	4.89	3
	'100640	Broken rice	3.12	2.98	3.01	1.71	6.84	2
Laos	'100610	Rice in the husk, "paddy" or rough	4.10	9.32	12.69	8.84	4.53	4
	'100620	Husked or brown rice	1.24	1.09	0.15	0.32	0.32	1
	'100630	Semi-milled or wholly milled rice, whether or not polished or glazed	1.29	2.38	1.21	1.80	1.83	3
	'100640	Broken rice	0.56	0.00	4.30	3.94	0.97	2
China	'100610	Rice in the husk, "paddy" or rough	23.13	20.81	11.98	8.55	7.00	4
	'100620	Husked or brown rice	28.69	23.14	8.74	7.56	9.91	1
	'100630	Semi-milled or wholly milled rice, whether or not polished or glazed	1.43	2.10	3.27	3.77	4.38	3
	'100640	Broken rice	0.08	0.14	0.05	0.25	0.06	2

Code	Product label	RCA (Revealed Comparative Advantage)				
		Cambodia	Thailand	Vietnam	Laos	China
'100610	Rice in the husk, "paddy" or rough					
'100620	Husked or brown rice					
'100630	Semi-milled or wholly milled rice, whether or not polished or glazed					
'100640	Broken rice					

5.3.3. Session 3: Regional Cooperation considerations for post-COVID19

Ms. Ratna Devi Nadarajan, Program Specialist, Agriculture Development and Commercialization Department (ADC), MI



Ms. Ratna Devi Nadarajan delivered a session on Regional Cooperation considerations for post-COVID19 with substantial discussion on: (i) what are standards?, (ii) national standard body, (iii) trade and trade barriers, (iv) standards development landscape in international trade, (v) Covid-19, Trade, standards and regulations, (vi) regional trade cooperation in context of Covid-19. The summary of the session is provided as below:

What are standards?

In the context of trade and trade facilitation standards are document/s, established by consensus and approved by a recognized body, that provides, for common and repeated use, rules, guidelines or characteristics for activities or their results, aimed at the achievement of the optimum degree of order in a given context. Standards should be based on the consolidated results of science, technology and experience, and aimed at the promotion of optimum community benefits. (ISO/IEC Guide 2:2004)

National standards body

A body/ies recognized at the national level, that is eligible to be the national member of the corresponding international and regional standards organizations. It is (or they are) recognized at national level, that has as a principal function, by virtue of its statutes, the preparation, approval or adoption of standards that are made available to the public (ISO/IEC Guide 2:2004).

CODEX is an international standard setting entity under WHO/FAO and food safety authorities of member countries participate in the development of CODEX standards. Food safety authorities usually do not represent their country in the development of ISO or IEC standards. In this case countries are represented by national standard setting body other than food safety authorities. For example, the Food and Drug Division (FDD) of Lao PDR represent Lao PDR in Codex Committees. The Department of Standards and Metrology of Lao PDR represents Lao PDR in ISO technical committees.

Trade and Trade Barriers

Domestic and international trade is governed by rules and procedures. The World Trade Organization (WTO) deals with the rules of trade between nations governed by agreements, negotiated and signed by the bulk of the world's trading nations. The ultimate aim of WTO is to ensure that trade flows as smoothly, predictably and freely as possible without detriments to public health, safety and national security. WTO and its members work to lower trade barriers through negotiations among member governments.

A general definition of trade barrier is a government-imposed restraint on the flow of international goods or services. They can be categorized as tariff and non-tariff barriers.

a) Tariffs

Tariff are customs duties on merchandise imports and they give a price advantage to locally-produced goods over similar goods which are imported. Tariffs are also one stream of revenues for governments. WTO and regional trade organizations or cooperation work towards bringing down tariffs to allow freer movement of goods. Measures other than tariff to regulate trade in goods are non-tariff measures or NTMs. They can become barriers or obstacles to freer movement of goods thus non-tariff barriers.

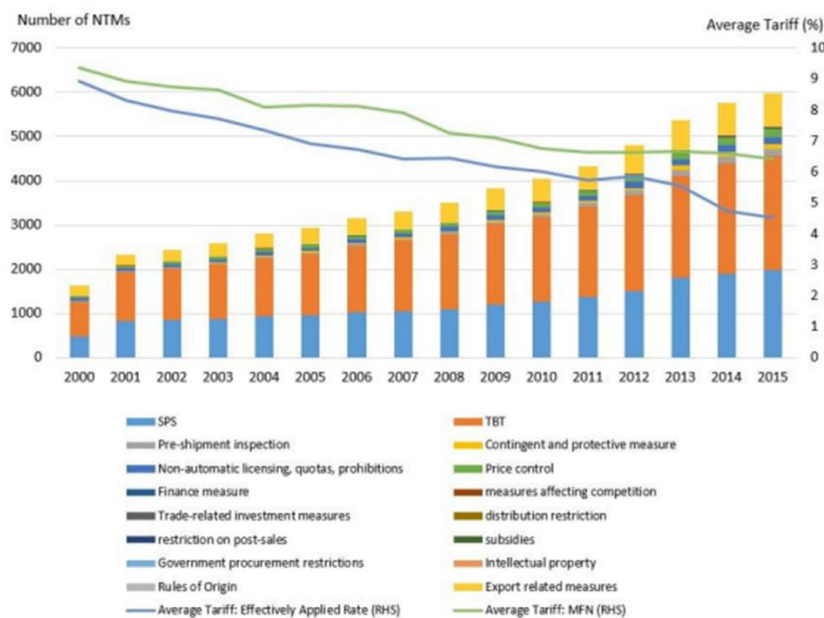
b) What are Non-Tariff Measures (NTMs)?

Non-tariff measures (NTMs) "policy measures other than ordinary customs tariffs that can potentially have an economic effect on international trade in goods, changing quantities traded, or prices or both." (UNCTAD).

WTO and UNCTAD list types of NTMs as follows:

Imports	Technical	Sanitary and phytosanitary measures (SPS)
		Technical barriers to trade (TBT)
		Pre-shipment inspection and other formalities
	Non-Technical	Contingent trade-protective measures
		Non-automatic import licensing, quotas, prohibitions, quantity-control measures and other restrictions not including sanitary and phytosanitary measures or measures relating to technical barriers to trade
		Price-control measures, including additional taxes and charges
		Finance measures
		Measures affecting competition
		Trade-related investment measures
		Distribution restrictions
		Restrictions on post-sales services
		Subsidies and other forms of support
		Government procurement restrictions
		Intellectual property
		Rules of origin
Exports	Export-related measures	

Among the NTMs imposed most are the SPS and TBT.



Source: Economic Research Institute for ASEAN and East Asia and United Nations Conference on Trade and Development, 2016

These are also the measures most restrictive to freer flow of essential items during the COVID-19 pandemic.

Sanitary and Phytosanitary Standards (SPS)

Measures that are applied to protect human or animal life from risks arising from additives, contaminants, toxins or disease-causing organisms in their food; to protect human life from plant or animal-borne diseases; to protect animal or plant life from pests, diseases, or disease-causing

organisms; to prevent or limit other damage to a country from the entry, establishment or spread of pests; and to protect biodiversity. These include measures taken to protect the health of fish, wild fauna, forests and wild flora.

Technical barriers to trade (TBT)

Measures referring to technical regulations and procedures of assessment of conformity with technical regulations, excluding measures covered by the chapter on sanitary and phytosanitary measures.

A technical regulation is a document that sets out product characteristics or related processes and production methods, including the applicable administrative provisions, with which compliance is mandatory. It may also include or deal exclusively with terminology, symbols, packaging, marking or labelling requirements as they apply to a product, process or production method.

Commonalities and Differences between SPS and TBT:

<ul style="list-style-type: none"> • Right to restrain trade - necessary to protect health • Based on scientific principles (risk-based) • Non-discriminatory • No disguised restrictions • Transparent • Harmonization to international standards 	<ul style="list-style-type: none"> • Right to restrain trade - fulfil legitimate objectives (national security, technological, geographical, including health etc) • Technical regulations take into consideration inter alia available scientific and technical information • Non-discriminatory • No disguised restrictions • Transparent • Use of 'relevant' international standards
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Types of standards

Product Standards: food, non-food, electrical, vehicle, electronic, information and telecommunication, wearables, robotics, carriers etc.

Service Standards – financial, tourism, telecommunication, local authority, health, education, consulting, testing, certification, accreditation; smart grid, privacy, e-commerce, 4G/5G, block-chain etc.

Sustainability standards – organic, social protection, circular economy, gender, biodiversity, water resource management.

Standards and standards development landscape in international trade

International standards development organizations

- ISO (International Organization for Standardization) – to date has developed about 23,300 international standards
- CODEX Committee – or Codex Alimentarius Commission or CAC. A joint FAO/WHO committee developing standards for all the principal foods, whether processed, semi-processed or raw, for distribution to the consumer. Materials for further processing into foods should be included to the extent necessary to achieve the purposes of the Codex Alimentarius as defined. Also includes provisions in respect of food hygiene, food additives,

residues of pesticides and veterinary drugs, contaminants, labelling and presentation, methods of analysis and sampling, and import and export inspection and certification.

- IEC – International Electro-technical Commission: develops International Standards for all electrical, electronic and related technologies. IEC standards are often referenced in national laws or regulations around the world.

Regional standards development organizations:

- CEN/CENELC for the European Union
- ASEAN Consultative Committee on Standards and Quality (ACCSQ)
- Asia Pacific Sub-Committee on Standards and Conformance (APEC SCSC)

National standards development body – examples:

- Department of Standards and Metrology of Lao PDR (DoSM)
- Institute of Standards Cambodia (ISC) and
- Thailand Industrial Standards Institute (TISI)

Why are standards and technical regulations important for trade?

According to

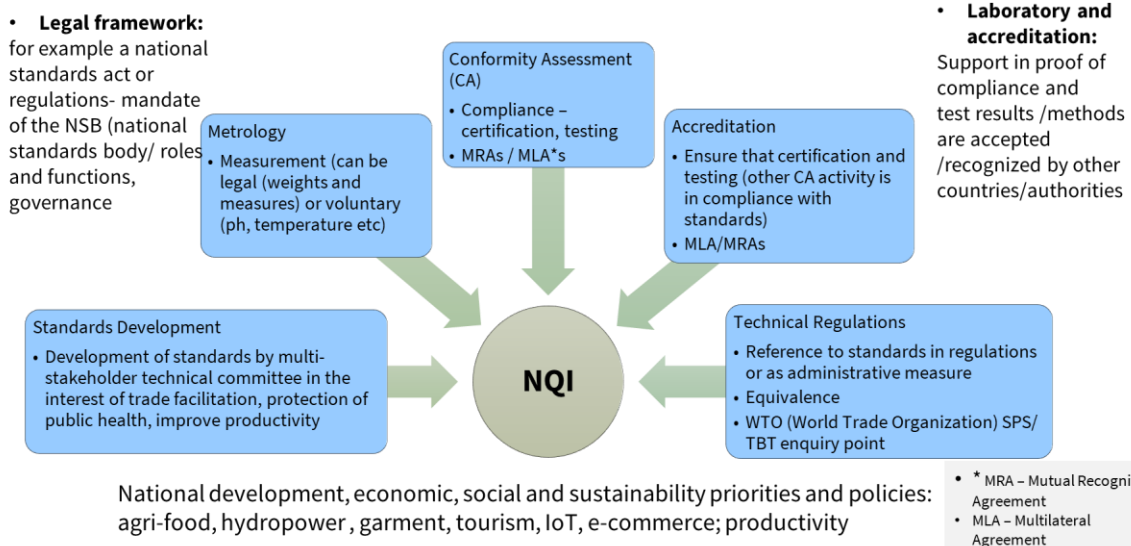
- U.S Department of Commerce - standards and conformity assessment
- impact 80% of global commodity trade
- BSI Group - Impact of standardization on the UK economy (2013) - associated with approximately £8.2 billion of the £29.0 billion of GDP growth recorded in 2013

What do we need for standards development and fairer /freer trade?

- Strong national quality infrastructure (NQI)
- Trade negotiations / dispute resolution
- Scientific evidence based (risk-based for SPS/TBT)
- Effective information sharing and exchange
- Human resources (experts, managing TCs, stakeholder engagement etc)
- Law/ legal framework

National Quality Infrastructure Components:

National Quality Infrastructure



COVID-19, Trade, Standards and Regulations

Pre-COVID-19 challenges faced by developing countries hindered flow of essential goods and services (such as medical PPEs, food, healthcare workers and food service operators).

- Limited or no access to essential medical supplies on the international market (PPE, testing, ventilators etc)
- Fakes (for example PPEs)
- Sub-standard (for example PPEs, near expired food products)
- Limited / no transit of food – some countries food and food services not classified as essential products / services
- Food waste
- Food price increase

Corresponding trade measures to address flow of essential goods, examples from:

China

- MOFCOM notice actively guiding and encouraging enterprises to apply for import and export licenses in a paperless way;
- simplifying the materials required for the paperless application for import and export licenses;
- optimizing the application and updating processes of electronic keys; and
- encouraging enterprises to apply for and update electronic keys online

Myanmar

- Through Ministry of Commerce Bulletin Nos. 3/2020 (7 April 2020) and 5/2020 (24 April 2020) adopted a temporary measure on the restrictions of export of rice, with the aim of preventing critical shortage of rice which is an essential foodstuff in the national diet
- Temporary elimination of import license fees on medicines and raw materials used in medicines,

Thailand

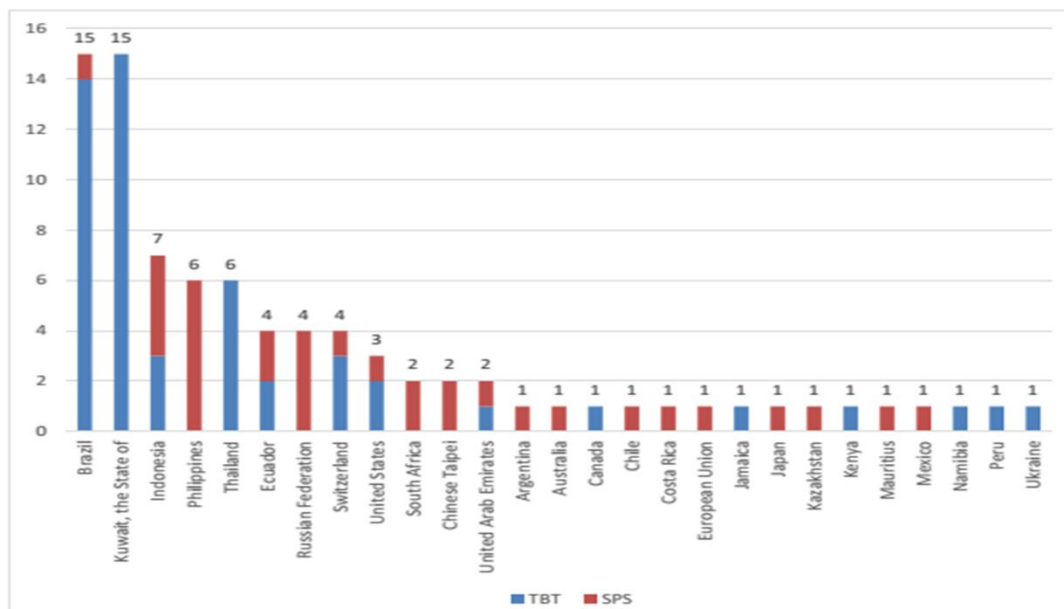
Temporary export ban on

- surgical masks;
- face-masks for protection against dust, smoke or toxic substances used for safety apparatus and others (HS 6307.90.40; 6307.90.90)

Viet Nam

- Temporary elimination of import taxes on medical and certain personal protective equipment (HS Chapters 38; 39; 56; 60; 63; 72; 73; 76)
- Temporary export licensing requirements on face masks
- temporary export quotas on rice (HS 1006) for national food security,
- Temporary export ban on certain drugs (for COVID-19)
- Temporary elimination of import tariffs on non-woven fabrics for the production of protection clothing

During COVID-19 notifications submitted to WTO by members are mostly SPS / TBT notifications. These were submitted under the emergency/urgent notification provisions of the SPS and TBT Agreements.



Source: WTO report, May 2020; https://www.wto.org/english/tratop_e/covid19_e/standards_report_e.pdf

There were four main categories of SPS/TBT measures

- I. streamlining certification procedures;
- II. ensuring that medical goods are safe;
- III. (food security) - making food available - relaxing technical regulations; and
- IV. international trade of live animals - addressing risks associated with COVID-19

Regional Trade Cooperation and COVID-19

A pre-requisite to strong regional trade cooperation is a strong, effective and inclusive NQI. Regional or bilateral trade agreements (especially those involving developing or low-middle income countries have clauses related to technical assistance) (see Regional Trade Agreements Database – UNESCAP and WTO (World Trade Organization; <https://www.unescap.org/content/aptiad/> and <http://rtais.wto.org/UI/PublicMaintainRTAHome.aspx>)

This is also stipulated in the article 11 of the WTO/TBT Agreement.

- 11.1 - preparation of technical regulations
- 11.2 – mutually agreed establishment of national standardizing bodies (NSBs), participation in the international standardizing bodies, encourage NSBs to support participation in international standardization
- 11.3 - Regulatory assistance CA, technical regulations and methods of compliance
- 11.4 - Conformity assessment bodies (CABs)
- 11.5 - Access to CABs
- 11.6 - Institutions and legal framework to fulfil the obligations under trade agreements
- 11.7 – regional CA cooperation to provide support
- 11.8 - priority to the needs of the least-developed country Members.

Example: ASEAN – Australia – New Zealand Free Trade Agreement (AANZFTA) chapter on SPS

- Established sub-committee on SPS to provide TA (technical assistance) on SPS to ASEAN Member States (AMS)

- Activities include development of SPS guidelines to facilitate agri-food trade between AMS and Australia / New Zealand

Other NTM and NQI support for AMS has been implemented by international organizations such as UNIDO, PTB and European Union:

- Myanmar NQI program by UNIDO (funding from Norway etc)
- Merrieux Foundation – funded first food safety laboratory in Lao PDR
- Others – UNCTAD, World Bank, EU, AADCP, AusAid, PTB etc

Successful regional trade / economic cooperation related to trade standards and regulations depend on:

- Active participation
- Content
- Mutual benefits
- National level support mechanism; strong NQI, trade negotiations etc

The AEC's free / freer movement of goods, services and people in ASEAN is contingent upon - harmonized standards and regulations.

- Examples of cooperation in conformity assessment of CA:
- International Laboratory Accreditation Cooperation (ILAC)
- International Accreditation Forum (IAF)
- International Certification Network (IQNet)
- Examples of regional cooperation on standards and CA:

Regional Cooperation on SPS related support

- ASEAN Rapid Alert System for Food and Feed
- ASEAN Risk Assessment Centre
- ASEAN CCSQ

At the end of the session, the participants were requested to work in groups. The participants were asked the following questions: 1) What will be the ONE objective of a regional / international cooperation in response to COVID-19 and trade disruptions resulting from pre-COVID19 SPS / TBT measures? 2) Do you increase local production capacity? post COVID-19 or ensure sufficient stocks at any given time? Why?

5.4. Module III: Cross Border Trade, Competitiveness and Pandemic

5.4.1. Session 1: Linking Issues in Cross-border Trade and Competitiveness

Dr. Tamanna Chaturvedi, MI Consultant, Indian Institute of Foreign Trade

Session with the help of participants group exercise, identified common issues across LM nations as economic integration, infrastructure development, rural development and poverty reduction, market linkages, policy and institutional reforms, environmental protection, sustainable resource use amongst LM nations.

Session hence highlighted the role of cross border trade as an external factor enhancing competitiveness. Facilitative framework for efficient cross border trade included free flow of goods, human resource, finance and technology. Free flow of goods in turn would depend upon tariff (in turn dependent on transparency, market intelligence and trade agreement), non-tariff

(infrastructure, testing labs availability and government support and subsidies etc), infrastructure and regulatory framework of custom clearance etc.

Session also discussed the GMS Strategic Framework on Enhancing Competitiveness, Connectivity & Community and ASEAN connectivity master plan as a part of its commitment towards WTO Trade Facilitation.

5.4.2. Session 2: Cross-border Linkages in the LM region



Ms. Sanchita Chatterjee, Program Specialist, Trade & Investment Facilitation Department, MI

Ms. Sanchita Chatterjee delivered the session on cross-border linkages in the LM region. The session covered and enhanced the understanding of participants on cross-border linkages Post-Covid, border and trade facilitation measures, cross-border infrastructure and facilities, sub-regional cooperation frameworks, and E-commerce in LM countries. The summary of the session is provided as below.

1. Cross-Border Linkages Post-COVID

The resource person started the session by sharing updates on the global and regional economic prospect and global trade post-pandemic, and discussed about cross-border linkages Post-Covid, such as trends, issues, and status analysis.

Trends

- Border and trade facilitation measures for business continuity and safe-cross border trade.
- Acceleration of innovation and digitalized facilitation of transport processes, and adoption of faster clearance processes (green channels)
- Value chains: Viet Nam has undertaken measures to support its parts manufacturing industry affected by trade with P.R. China, to increase the domestic value-added.

Issues to Consider

- Adverse impact on participation of women in economic activities with increasing pay gap between genders, adverse impact on migrant women workers due to increasingly unpredictable travel ban etc.
- The segments of population more at risk depend on the informal economy, have limited or no access to technologies, have limited political influence, have limited capacities and opportunities to adapt to changes and occupy areas which are prone to shock.
- Labour-intensive industries such as textile and garment, particularly in developing countries have been hard hit with countless workers at risk of sliding into poverty, setting back decades of development.
- Concerns whether workers would have decent and safe working conditions in post-COVID-19 recovery period.
- While lower levels of economic activities due to COVID-19 have a favorable effect on objectives of reduction of various forms of pollution, there are concerns that there would be scaling back commitments and investments for environmental sustainability during the recovery period.

Status Analysis

Risk of contagion	<ul style="list-style-type: none"> • Halt in economic activities, demand and supply shocks, disruption in supply chains, closing of borders, disruption of trade • LM countries particularly affected because of their exposure to China because of strong trade and production linkages, and tourism
Need to ensure business continuity, protect frontline workers and safe cross-border trade	<ul style="list-style-type: none"> • Trade facilitation and other measures on sanitary procedures and ensuring social distancing • China, Thailand and Viet Nam adopted several measures (as well as India) • CLM may require technical and financial support
Lack of coordinated response in the LM region	<ul style="list-style-type: none"> • Fragmented measures across the region • Lack of trade cost minimization and optimization of recovery of supply chains, unmet country-specific needs • Will hurt recovery in the region; CLM likely to be more affected.

2. COVID-19 Border and Trade Facilitation Measures by the LM Countries

Border and Trade Facilitation Measures Adopted by Cambodia

- Tax breaks and holidays for manufacturing, tourism, agriculture and property industries;
- Easing import rules (e.g. The General Department of Customs and Excise (GDCE) is more lenient in facilitating the import of raw materials, accessories, and parts used for textile and garment production. The GDCE has extended the number of products that qualify for the 'green lane' custom clearance.

Border and Trade Facilitation Measures Adopted by P.R China

- Set up a Command Center, with General Administration of Customs of China (GACC) Minister as Commander-in-Chief and all Vice Ministers as Deputy Commanders-in-Chief, and a Working Group;
- Facilitated clearance for anti-epidemic supplies;
- Policies and measures on faster clearance, minimum-interference customs control, certification services, acceleration of market access process for imported agricultural products, among other, to help businesses resume operations and boost foreign trade growth;
- Ensuring information availability.

Border and Trade Facilitation Measures Adopted by Myanmar

- Promotion of international trade by establishing a MMK 100 billion fund for trade financing;
- Facilitation of importation processes for COVID-19-related products;
- A waiver of import licensing and Food & Drug Administration (FDA) requirements; A review of export applications, licenses and permits and suspend non-essential to maintain market access or protect public health, safety and security.

Border and Trade Facilitation Measures Adopted by Thailand

- Measures aiming at Supporting the Economy and Sustaining Supply Chain Continuity (e.g. import duty exemption, extension of the time-limit for Customs procedures);
- Measures aiming at Protecting Customs administrations' Staff: Work-From-Home policy, collaboration with other public health agencies, distribution of protective masks and sanitizing materials etc;
- Measures aiming at Protecting Society: such as related to surgical and dust masks, Protective Personal Equipment etc;

- Other Measures (e.g. VAT exemption in case of importation of medical supplies and materials related to COVID-19, given to public hospitals/organizations).

Border and Trade Facilitation Measures Adopted by Vietnam

- Customs clearance system is in operation (e.g. 24/7. Customs control has been carried through the CCTVs, cargo management and automation systems including the National Single Window);
- Prioritized for goods imported for Covid-19 prevention and treatment;
- Entries and exits of passengers via the land border gates with neighbouring countries have been suspended;
- Maintains a minimum number of officers in separate working shifts at every customs branch.

3. Cross-border Infrastructure and Facilities in the LM Countries

In this section, current status of border infrastructure and facilities (soft and hard infrastructure) in the LM Countries were discussed.

Hard Infrastructure	Soft Infrastructure
<ul style="list-style-type: none"> • Border infrastructure and facilities in border economic zones (BEZs) • Establishment of one-stop centers (OSS) and facilities in BEZs 	<ul style="list-style-type: none"> • Trade facilitation, customs modernization, coordinated border management, implementation of OSS for investment facilitation, joint OSS through Single Stop Inspection (SSI)/Single Window Inspection (SWI) mechanism, promotion of SEZ development, and capacity development

The resource person also shared the findings of MI studies on border infrastructure and facilities in the LM Countries.

Finding of MI Studies - 1

- Development in border infrastructure and facilities more advanced in China (Hekou, Yunnan and Pingxiang, Guangxi), Thailand (Nakhon Phanom, Mukdahan, Tak and Sakeo) and Viet Nam (Moc Bai, Lang Son and Lao Cai)
- One stop service centers for investment promotion and trade facilitation have been established in border economic zones but their effectiveness is not clear
- In contrast, joint one stop service centers and integrated quarantine centers seem to be less operational.

Finding of MI Studies - 2

- There is support from certain stakeholders for
 - implementation of SSI (single stop inspection)/SWI (single window inspection) mechanisms of Cross Border Trade Agreement in certain locations (e.g. Thai-Laos & Thai-Mya)
 - establishment of cross-border economic zones between certain countries of the LM region (e.g. China-Viet Nam at Hekou-Lao Cai)
- Laos and Cambodia have made good progress in customs modernization

Finding of MI Studies - 3

- Recommendations have been provided on

- prioritized infrastructure development
- provision of technical assistance
- creation of channel or mechanism for calling investment in transport and logistics, and SPS infrastructure
- enhancing cooperation mechanisms between border coordination committees, joint commissions, information platform/sharing mechanisms especially between local and national levels

Finding of MI Studies -4

- Customs automated system installed in all LM countries for electronic notification of shipment. But not all checkpoints are linked with the system.
- Customs declaration process is available in electronic and online format
- However, customs payment and clearance procedures are yet to be fully integrated in electronic and online format.

4. Sub-regional Cooperation Frameworks

- Sub-regional cooperation frameworks involve a few or all the countries of subregion and diverse areas of cooperation such as river basin, infrastructure, poverty reduction, security etc.
- May include some countries from outside the sub-region (e.g. the US, India etc)
- There are 14 sub-regional cooperation frameworks involving Mekong countries – some are more active and effective than the others.



5. E-Commerce in LM Countries

The resource person talked about various e-commerce actors, types of e-commerce, status of internet usage in LM countries, and entrepreneurial behavior and attitudes differ between countries.

The issues of E-commerce in LM countries were mentioned and discussed, including:

- Issues in digital payments: lack of digital literacy, lack of trust in digital platforms & transactions, and high cost of internet services etc.
- Payment-related issues in CLM: less developed online payment, poor financial literacy, and lack of trust in the financial systems etc.
- Lack of efficient postal services
- Limited number of logistics service providers
- Poor road infrastructure
- Inadequate logistics solutions
- Farmers and entrepreneurs in rural areas need training on skills such as the use of mobile phones, mobile banking, use of e-commerce platforms, etc.

Areas for Future Attention on E-Commerce in LM region:

- Each country in the LM region is at a different point in putting in place enabling environments for e-commerce and economic zones;
- While COVID-19 has brought an e-commerce boom, the growth in the sector in each country is limited by a number of factors;
- More co-operation and collaboration among the countries would help to further develop their e-commerce sector;
- CLM are at an early stage of development, would benefit from more exchange of information, ideas and technologies with the other countries in the region.

The session also included groupwork and presentations which aimed to bring out participants' perspectives on impact, challenges in post-COVID recovery and steps for private sector and governments to ensure smooth recovery

5.4.3. Session 3: Measures for Protecting Frontline Officials Health, Business Continuity and Cross-border Trade

Dr. Zhang Guoping, MI Consultant, China Development Institute, Shenzhen, P.R.China

The resource person presented Coronavirus prevention and control work, the practices and experiences in Guangdong, China. The session covered four parts.

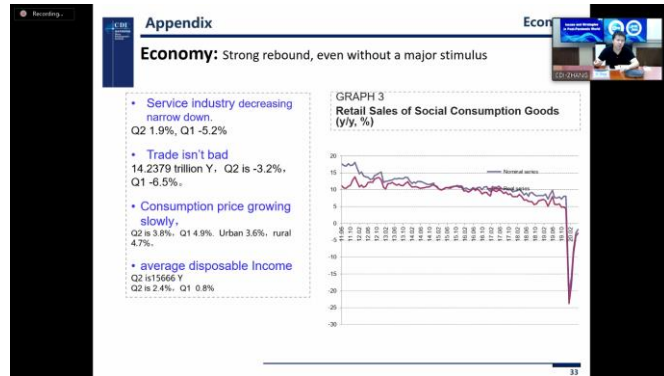


Part one is about the experience, which can be summarized as three points.

- Organizing: Planning early, acting fast, Prevention network;
- Accurate: Identity source, Control rebounding;
- Effective: Treat and cure, use high-tech, Improve policies and regulations.

Therefore, the Chinese local government's orderly guidance and strong organizational arrangement and mobilization, the wide use of science and technology, including big data, and the "three in one group" bottom-up prevention and control means and measures at the community level are the key elements for the success of China's epidemic prevention.

Part two is about the China's current economy: Strong rebound, even without a major stimulus. Although according to the economic data released in the second quarter, China's economic recovery is obvious, which benefits from the orderly management and guidance of relevant government departments, as well as the achievements of the policy of returning to work, education and production, we should also face up to a series of unknown



risks in the future economic Development: unstable Sino US relations, containment of international science and technology chain, rise of anti-globalization forces, and China's aging society, the balance between development and environment, the dilemma of industrial transformation and upgrading. Even so, China has a wide range of cooperation fields with countries in the Mekong River region, and there is a great prospect of cooperation in agriculture, tourism and cultural exchanges in the future.

Part Three is the questions from the presentation:

- 1) What are the key experiences of Coronavirus prevention in China? Can you choose one to give more detail?
 - (Answer can be or related: Government guidance or government mobilization; Technology use; Epidemic prevention on community-level)
- 2) What are the key points of new policy issued to support prevention by Guangdong or China government?
 - (Answer can be or related: Government cover treatment cost; Coronavirus infection was first officially introduced as a statutory communicable disease management in China; Officially decide: the overeating and trading of wild animals are clearly prohibited.)

Part four is discussion: The interactive atmosphere of the seminar was warm, and the specific topics for discussion including:

- 1) The role and mode of NGO participation in epidemic prevention work in China;
- 2) The differences between Chinese official language system and English translation;
- 3) China's epidemic prevention and control work experience, such as information transparency;
- 4) The direction and Prospect of future cross regional cooperation between the Mekong River and China and the United States; and
- 5) The means and ways of industry recovery and service industry recovery, especially the method of the tertiary industry resumption in current China

The members conducted in-depth discussions on these topics, and gained a better understanding of the experience and practice of epidemic prevention and economic recovery in China, which played a good role in exchanging what both sides needed.

5.5. Module IV: Cross border Connectivity, Competitiveness and Pandemic

5.5.1. Session 1: Cross-Border Connectivity, Competitiveness and Pandemic

Dr. Henry Sandee, MI Consultant, STC-Nestra BV, Netherlands



The session focused on conceptualization. Key concepts included connectivity and competitiveness. It looked at the importance of connectivity and competitiveness to foster regional development in the Mekong-Lancang region. The introduction of key concepts was facilitated through using the case study approach. The module was structured around a case study referring to the manufacturing of sports trousers by a multinational firm in Vietnam. The case study approach was useful to enhance the understanding of the participants on what competitiveness and connectivity means in practice.

This session distinguished three dimensions of competitiveness: the degree to which firms are able to delivery at reasonable prices, the degree to which delivery is reliable, and the degree to which it is timely. It explained the distinction between trade competitiveness and cross-border competitiveness. The concept cross-border competitiveness further distinguished the export - and import connectivity. The two dimensions of connectivity were illustrated by means of an example: we discussed dwell time. This is a concept that has been widely used in import efficiency assessments carried out by the World Bank.

Finally, the session concentrated on the role that government may play to enhance competitiveness. Again, the training referred to the sport trousers manufactured in Vietnam to illustrate the issues at stake. It looked also on the impact of the pandemic. In particular, we referred to firms that make use of intermediate inputs that have been severely affected by the pandemic. The impact was explained while using the concept of dwell time.

At the end of session, participants were requested to prepare and implement a simple assignment that would help them to gain a better understanding of the empirics of cross-border connectivity. Participants were asked to find data about the shipment of a container filled with garments from their capital city to the Port of Singapore. This exercise aimed at providing participants with a feeling about intermodal transport as the container is shipped over land to the ports and subsequently by sea to the port of Singapore. Some of the participants were surprised that the costs of land transport from factory to port were mostly higher than the costs of sea transport. The participants were very creative in finding the data to carry out this exercise. Some phoned freight forwarders, others looked at website of shipping companies, while there were also participants that consulted government statistics.

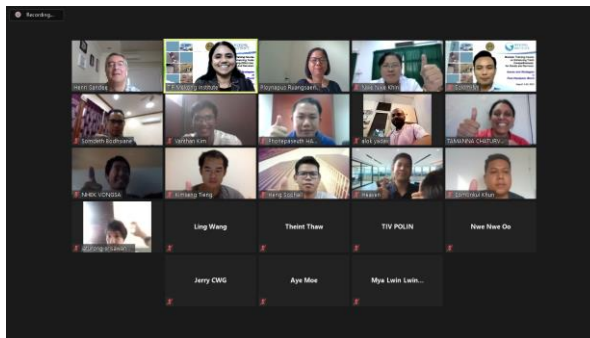
Five participants were invited to present the findings of the assignment to the group. The participants showed good presentation skills and were well able to present the intermodular aspects of the export of a container of garments.

5.5.2. Session 2: Supply Chain Management, Competitiveness, Cross-Border Connectivity, and the Pandemic

Dr. Henry Sandee, MI Consultant, STC-Nestra BV, Netherlands

This session concentrated on the actors involved in cross-border trade and connectivity. In particular, the module looked at changes in supply chain management in the wake of the pandemic. Supply chain managers face demand and supply shocks. Again, these were illustrated for the sport trousers made in Vietnam. The garments supply chain was depicted in details in order to understand disruptions in the supply chain that supply chain managers are facing. Supply chain manager need to look at the full chain and the reverse product flow.

The garments supply chain analysis showed that it is important to understand where raw materials are produced, spinning and dyeing/finishing is carried out, and manufacturing takes place. Garments is a fine example of an international product where different stages of the production process are carried out in different countries.



This session looked also at regional treaties such as the ASEAN connectivity plan 2025 and its relevance for managing regional supply chains in the wake of the pandemic. The training aimed at breaking down the various chapters of the connectivity plan into manageable topics that can be understood by the participants of the training.

The analysis showed the highly complicated tasks that supply chain managers are facing in the wake of the pandemic.

Individual assignments and presentations: Export of a container with garments countries' capital cities to Singapore – the participants had to work out the cost, time, main bottlenecks in transportation, and impact of pandemic.

5.6. Action Plans (APs)

The training participants prepared and presented actions plans as country groups. Proposed topics for the APIs, its objectives and target participants – as presented by country groups - are summarized in the table below.

Table 2: Summary of Action Plans

Country	Main Objectives	Target Stakeholder	Schedule
Cambodia: Workshop on Promoting SMEs through Cross-border Trade: Enhance firm competitiveness in Post-Covid, November 2020	<ul style="list-style-type: none"> - To share knowledge of import and export processes on: supply chain management, competitiveness, customs clearance, logistics and transportation, and markets. 	<ul style="list-style-type: none"> - People who are working in the SME sectors and people who are working in the public sector. 	November 2020
P.R China: Promotion of Firm's Comprehensive Competitiveness by participation in the 3rd China International Import Expo, August –	<ul style="list-style-type: none"> - To organize firms from trade of goods and service sector in Yunnan Province to participate in the 3rd China International Import Expo - To promote the purchase of goods on exhibition, especially Yunnan firms' purchase of goods from Southeast Asian countries - To promote more friendship, 	<ul style="list-style-type: none"> - Firms, in sectors of foreign trade, foreign investment and foreign economic technology cooperation, - Registered firms to attend the Expo - Registered firms to attend the Expo 	August – December 2020

December 2020	more exchange of ideas on products and technology, more mutual trust and more sharing of experience in trade between firms and exhibitors		
Lao PDR: Localized Training Supply Chain Adjustments in Post-Pandemic World to Enhance Competitiveness (Lao PDR)	<ul style="list-style-type: none"> - To create a practical training program/ course for government officials and stakeholders (in local language) - To provide capacity building sessions for government officials and stakeholders on supply chain management and supply chain adjustment in post pandemic world. 	<ul style="list-style-type: none"> - Relevant Government officials and private stakeholders 	November 2020
Myanmar: Workshop on Promoting cross-border cooperation for enhanced competitiveness and cross-border trade within the LM region	<ul style="list-style-type: none"> - To advance knowledge on the linkage between post-pandemic recovery, trade competitiveness and cross-border trade in goods and services in the LM countries - To inform business strategies to enhance firm-level competitiveness for the trade in goods and services in a post-pandemic situation, including of SMEs - To promote usage of ICT in cross-border infrastructure and facilities to maximize benefits from cross-border trade in goods and services - To contribute to enhancement of cross-border hard and soft connectivity in the LM countries. 	<ul style="list-style-type: none"> - Relevant Government officials and private stakeholders 	November 2020
Thailand: Workshop on Competitiveness after Pandemic World Training	<ul style="list-style-type: none"> - Giving the Idea of what is after Pandemic trade world look like - Show to Example of the way of thinking in business adaptation 	<ul style="list-style-type: none"> - Mainly SMEs - Government Officer - Academic 	November 2020

5.6.1. Cambodia's Action Plan: Workshop on Promoting SMEs through Cross-border Trade: Enhance firm competitiveness in Post-Covid

1. Introduction

SMEs is the backbone to sustain the economic growth of the country. Thus, a proper roadmap strategy is important to guarantee the survival and growth of the SMEs. Besides internal efforts of the firms, the government also needs to enact policies to support and guarantee the survival of growth of SEMs during and after the Covid 19. To contribute to the growth of firms and be a part of governmental efforts, we would like to provide a short time workshop on "Promoting SMEs through

cross-border trade: Enhance firm competitiveness in Post-Covid 19”, where we intend to share the knowledge on the import and export process of goods.

2. Workshop objective

To share knowledge of import and export processes on:

- Supply chain management
- Competitiveness
- Customs clearance
- Logistics and transportation
- Markets

3. Target participants

People working in the SME sector and public sector.

4. Content

- a. Export products to global markets
 - i. Supply chain management
 1. Product flow
 2. Bottleneck identification
 3. Bullwhip effects
 4. Sustainable and green supply chain management
 5. Supply chain optimization
 - ii. Competitiveness
 1. Trade map introduction
 2. RCA calculation
 3. Competitiveness
 - a. Within the country competitiveness (L1)
 - b. With other country competitiveness (L2)
 - c. Exported countries competitiveness (L3)
 - iii. Customs clearance
 1. Export permit
 2. Customs procedure
 3. Customs warehouse
 - iv. Logistics and transportation
 1. What is logistics and transportation?
 2. Roles of logistics firms
 3. Modes of transportation
 4. Benefits and costs analysis
 - v. Marketing
 1. How to find markets?
 2. How to booth the market of our products?

3. Marketing strategy
- b. Import products to Cambodia
 - i. Supply chain management
 - ii. Competitive
 - iii. Customs clearance
 - iv. Logistics and transportation
 - v. Marketing

5. Expected output

- Enhancing participant knowledge on international trade
- Promoting cross-border trade
- Building networks among participants and resources persons
- Enhancing knowledge on import and export processing

6. Team members

Team member	Positions/Organization	Contact
H.E Mr. Nimol MENG	Deputy Director General, Cambodia Chamber of Commerce Phnom Penh, Cambodia	Tel: (855)23 881 086 Mobile: (855)12 51 6756 Email: nimol@ccc.org.kh
Mr. Somnonkul KHUN	Manager, International Relation Department Cambodia Chamber of Commerce Phnom Penh, Cambodia	Tel: (855)23 881 086 Mobile: (855) 12 333 877 Email: somonkulkhun@gmail.com
Ms. Sok Im CHEA	Manager, Business Information Center Department Cambodia Chamber of Commerce Phnom Penh, Cambodia	Tel: (855)23 880 795 Mobile: (855) 85 474 888 Email: cheasokim34@gmail.com
Mr. Polin TIV	Deputy Chief Customs Cooperation Office, General Department of Customs and Excise Phnom Penh, Cambodia	Tel: Mobile: (855)12 315 959 Email: tiv_polin@yahoo.com
Mr. Sophall HENG	Customs Officer, Poipet Customs and Excise Office General Department of Customs and Excise Krong Poipet, Banteay Meanchey Province, Cambodia	Tel: (855)54 967 023 Mobile: (855)54 967 023 Email: poipetbmc11@yahoo.com sophall.heng28@yahoo.com
Mr. Vongsathipadey NHEK	Business Development Manager CLN (Cambodia) Co.,Ltd Phnom Penh, Cambodia	Tel: (+855) 88 799 85 14) Mobile: (+855) 92 88 66 02 Email: bdm@clncambodia.com
Ms. Vireaktheyry KAK	Deputy Director Camwill Global Co.,LTD Phnom Penh, Cambodia	Tel: (+855)89 933 168 Mobile: (+855)12 66 33 83/89 93 31 68 Email: viraktheyrykak@camwillglobal.com
Mr. Bunthoeurn NHEM	Assistant Clearance Manager VGT Export Import & Transportation Co., Ltd Phnom Penh, Cambodia	Email: heaven.nbt@gmail.com Mobile: +85511866663
Mr. Vanthan KIM	High School Teacher Ministry Education Youth and Sport	Mobile: (855)95 536 238 Email: Kim_Vanthan@yahoo.com

Mr. Kimseng Tieng	Dean of Department of Logistic Engineering and Supply Chain Management	Mobile: (81) 80 9399 2147 Email: kimsengtieng@gmail.com
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5.6.2. P.R China's Action Plan: Promotion of Firm's Comprehensive Competitiveness by participation in the 3rd China International Import Expo

Country		<input type="radio"/> Cambodia <input checked="" type="radio"/> PR China	<input type="radio"/> Lao PDR <input type="radio"/> Myanmar	<input type="radio"/> Thailand <input type="radio"/> Viet Nam
Name	1.Ling Wang	Position & Organization	1. principal staff member, division of foreign affairs, Department of Commerce of Yunnan Province	
	2. Jiale Huang		2.principal staff member, division of foreign trade, Department of Commerce of Yunnan Province	
	3. Chunhua Yang		3.principal staff member, division of service trade, Department of Commerce of Yunnan Province	

Action Plan Activity	Promotion of Firm's Comprehensive Competitiveness by participation in the 3rd China International Import Expo
Objectives	1) to organize firms from trade of goods and service sector in Yunnan Province to participate in the 3rd China International Import Expo 2)to promote the purchase of goods on exhibition, especially Yunnan firms' purchase of goods from Southeast Asian countries 3)to promote more friendship, more exchange of ideas on products and technology, more mutual trust and more sharing of experience in trade between firms and exhibitors

Key Activities: What and How	When (by December 2020)	Mode	People/Organization Responsible	Team Members/ Other Resource Persons	Target Participants/Stakeholders	Expected Results
1.Activities will be carried out to help firms have a better knowledge of exhibitors,products ,technologies ,supporting events of the expo.	September to October	both online and on site	DOC of Yunnan Province	Jiale Huang Chunhua Yang Ling Wang	firms, in sectors of foreign trade, foreign investment and foreign economic technology cooperation,	To improve firms' active participation in the Expo.
2.Firms' buying needs will be collected and recorded. Then some matching work of selling and buying needs will be done between exhibitors and purchaser in advance.	September to October	both online and on site	DOC of Yunnan Province	Jiale Huang Chunhua Yang Ling Wang	registered firms to attend the Expo	To help firms have a basic scope of the Expo

Key Activities: What and How	When (by December 2020)	Mode	People/Organizations Responsible	Team Members/Other Resource Persons	Target Participants/Stakeholders	Expected Results
3.Support will be provided in the arrangement of air tickets, accommodation and transportation.	November	on site	DOC of Yunnan Province	Jiale Huang Chunhua Yang Ling Wang	registered firms to attend the Expo	For the convenience of firms to attend the exhibition.
4.Firms will be organized to participate in the supporting activities such as forums, promotions, matching meetings, and shows.	November	on site	DOC of Yunnan Province	Jiale Huang Chunhua Yang Ling Wang	registered firms to attend the Expo	To build a platform for firms to make acquaintance with clients, renew thoughts, update knowledge and purchase the latest technology and products.
5.Business communication events will be held.	November	on site	DOC of Yunnan Province	Jiale Huang Chunhua Yang Ling Wang	registered firms to attend the Expo	To give out firms' purchase needs, show up Yunnan's potentials and advantages, reveal development projects and images of firms, and expand investment in Yunnan from the progressive investors.
6.Good follow-up service will be given to firms' on-the-spot signing of contracts. Assistance will be provided in goods transportation and delivery , letter of credit, custom procedure facilitation,etc.,	December	on site	DOC of Yunnan Province	Jiale Huang Chunhua Yang Ling Wang	registered firms to attend the Expo	To help contract performance go smoothly.
7.Paper or phone survey will be made.	December	both online and on site	DOC of Yunnan Province	Jiale Huang Chunhua Yang Ling Wang	registered firms to attend the Expo	Opinions and suggestions will be collected and evaluated.

5.6.3. Lao PDR's Action Plan: Localized Training Supply Chain Adjustments in Post-Pandemic World to Enhance Competitiveness (Lao PDR)

1. Introduction

- Supply Chain Management (SCM) is the management of a network, which is used to deliver products and services, from raw-material to customers, through physical distribution, flow of information, and cash.
- The supply chain for garment production: (1) Raw materials; (2) Spinning; (3) Weaving; (4) Dyeing/ Finishing; (5) Dyeing/ Finishing; (5) Producer; (6) Brand/ Customer.
- Producers in least developed countries typically spend between 15 to 20 per cent or more of their total costs on logistics while more developed countries pay just 4 to 9 per cent for equivalent services.
- To minimize logistics costs, the supply chain is an answer but it has to be well managed and appropriately associated with various production processes, business units and product distributors, and consumer.

2. A case study of garment industry in Laos

- The garment industry currently contributes approximately 28,000-30,000 laborers, most of them working in Vientiane Capital and Savannakhet Province; creating the export value of more than US\$115 million in 2017.
- More than 50% of factories operated in Laos are belong to foreign investors. Export to developed countries such as Italy, France, England and the USA are considered as the major export destination for Lao garment products. Most of the Lao garment firms are categorized as small and medium firms; which operate as sub-contract operators engaged in simple Cut, Make, and Trim (CMT) implementation, most of the inputs are imported from LMC.
- As Laos is located in LM region, the lao government hopes that Laos' geographic location will help it accrue greater benefit from logistics service and value chains
- The management of logistics and supply chains is considered as one of the priorities.

3. Goal and Objective

Goal: To improve necessary understanding on supply chain adjustments in post-pandemic world to enhance competitiveness

Objectives:

To create a practical training program/ course for government officials and stakeholders (in local language)

To provide capacity building sessions for government officials and stakeholders on supply chain management and supply chain adjustment in post pandemic world.

4. Conceptual Framework



5. Indicative Workplan

Outputs	Indicators	Activities	Time frame											
			September				October				November			
			W1	W2	W3	W4	W1	W2	W3	W4	W1	W2	W3	W4
O1. Content to be covered in the training program	I1. Ensuring mutual understanding of contents to be covered in the training sessions	A1. Discussion and drafting training outline A2. Developing training program/ course	■	■										
O2. Developing training program in local language	I2. Acquiring practical supply chain management in post pandemic training program	A3. Training program/ course first draft submission A4. Reviewing by a qualified external expert A5. Final version (of training program/ course) submission		■	■	■	■							
O3. Selecting qualified participants from MOIC , MPI, and stakeholders	I3. Ensuring that participants are able to effectively understand and participate in training	A6. Submission of participants' CVs A7. Announcement of qualified participants												
O4. Training sessions in Vientiane Laos (one day training session)	I4. Participants are expected to understand all details delivered by instructors/ presenters	A8. Training sessions A9. Presentation by participants A10. Quizzes and exams												■

6. Potential risks and possible solutions

Potential risks	Possible solutions
<u>Training program/ course:</u> Drafted training programs/ course may not fully practical to be used in the context of Laos.	Drafted training program/ course will be reviewed and revised by a qualified external expert.
<u>Developing training program in local language:</u> As this is the first time in translating and organizing (for both trainers: Somdeth and Phonepaseuth), it is such an challenging issue to create understandable and practical training session in local language.	Both trainers will make an official invitation to request senior officers and expert at MOIC and MPI to review (the prepared training cost in local language) and participate in the training sessions.
<u>Training sessions:</u> Participants may come from different educational background. Not all participant will able to understand every aspect presented in the training sessions.	Carefully selecting up to 20 participants. Participant are expected to submit their CVs in the selection process. Several tests and quizzes will be implemented during the training sessions.

7. Expected Benefits

- Logistics and Supply Chain Management (SCM) Training Course in Laos is designed to deliver customer centric and organization efficient processes by adopting cost efficient and sustainable methodologies. The Learning objectives include Logistics and Supply Chain Basics, Freight and Warehouse Management, Reducing costs and other process driven aspects.
- This training program/ course is highly expected to become a reliable and competent method to be used as a reference for Logistic and supply chain management training in Laos.

8. Team Members

- Somdeth Bodhisane (team leader), Research fellow, Economic Research Institute for Industry and trade, Ministry of Industry and Commerce
- Phonepaseuth Hao Onechanh, Head of Division, Special Economic Zone Promotion and Management office, Ministry of Planning and Investment.

5.6.4. Myanmar's Action Plan: Workshop on Promoting cross-border cooperation for enhanced competitiveness and cross-border trade within the LM region

1. Objective

- To advance knowledge on the linkage between post-pandemic recovery, trade competitiveness and cross-border trade in goods and services in the LM countries
- To inform business strategies to enhance firm-level competitiveness for the trade in goods and services in a post-pandemic situation, including of SMEs
- To promote usage of ICT in cross-border infrastructure and facilities to maximize benefits from cross-border trade in goods and services
- To contribute to enhancement of cross-border hard and soft connectivity in the LM countries.

2. Key Activities

- Workshop
- Media: TV Channels, Newspapers, Journals

3. Tentative Date for Onsite Workshop and Participants

- Second week of December 2020
- 30 Persons from Public and Private sectors (Including the trainees of this training)
- The trainees of this training will be the speakers at the workshop
- MI Resource Person (if possible)

4. Topics

Topics that will be discussed at Workshop:

- Competitiveness Concepts
- Standards and Regulations for cross-border trade
- Current issues of cross-border trade and competitiveness during pandemic and how to overcome them
- Supply chain adjustments in post-pandemic world to enhance competitiveness
- Importance of cross-border connectivity and competitiveness during and beyond pandemic
- Revealed Comparative Advantage (RCA)

5. Expected Outcomes

- To share knowledge and find possible ways to enhance trade competitiveness, including of SMEs, in trade in goods and services in the post-pandemic situation in the LM countries
- To share knowledge and find possible ways to enhance cross-border linkages, within the LM countries
- To share knowledge and find possible ways to increase cross border cooperation and adoption of a regional approach to aid in rebuilding and rejuvenation of national and regional economies from the pandemic and further economic linkages within the LM countries, in connection with the visions of ASEAN Economic Community.

6. Team Members

1. Ms. Nwe Nwe Khin Deputy Director, Road Transport Administration Department, Ministry of Transport and Communications
2. Ms. Nwe Nwe Oo Assistant Director, Department of Trade, Ministry of Commerce
3. Ms. Aye Chan Moe Assistant Director, Customs Department, Ministry of Planning, Finance and Industry
4. Ms. Tin Theint Theint Thaw Assistant Director, Foreign Economic Relations Department, Ministry of Investment and Foreign Economic Relations
5. Ms. Mya Lwin Lwin Aung Deputy Director, Economy and Environment Institute of Lower Mekong Sub-Region (EEI-LMS), Nonthaburi, Thailand

5.6.5. Thailand's Action Plan: Workshop on Competitiveness after Pandemic World, November 2020

Country		<input type="radio"/> Cambodia <input type="radio"/> PR China	<input type="radio"/> Lao PDR <input type="radio"/> Myanmar	<input checked="" type="radio"/> Thailand <input type="radio"/> Viet Nam
Name	2. Jaturong Srisawangwong	Position & Organization	1. Northeast Vice President The Federation of Thai SME	
	3. Ploynapus Ruangsaengsilpa		2. PRACHARAT RAKSAMAKKI PRANCHINBURI (SOCIAL ENTERPRISE) CO., LTD.	

Action Plan Activity	<i>Competitiveness after Pandemic World Training</i>
Objectives	1) Giving the Idea of what is after Pandemic trade world look like 2) Show to Example of the way of thinking in business adaptation

Key Activities: What and How	When (by December 2020)	Mode	People/Organization Responsible	Team Members/Other Resource Persons	Target Participants/Stake holders	Expected Results
1. What are an Opportunities after Pandemic World 2. How to to be more competitive (Business+ + + Crossborder etc.....)	Dec 2020	On site	The federation of Thai SME	Jaturong	Mainly SMEs Gov Officer Academic	20 participants

5.7. Training Closing and Way Forward

Mr. Madhurjya Kumar Dutta, Director, Trade and Investment Department, Mekong Institute (MI) again thanked all the participants for active participation and contribution in the training. Mr. Dutta

then congratulated and appreciated all the participants for successful completion of the training program.

In the closing remarks, Dr. Watcharas Leelawath, Executive Director of Mekong Institute(MI), emphasized MI's continued efforts to make the movement of goods and services between Lancang-Mekong countries more efficient at its first e-training course on "Enhancing Trade Competitiveness for Goods and Services: Issues in the Post-Pandemic World", despite the challenging times of Covid-19. Finally, Dr. Watcharas extended his thanks to all participants, internal and external resource persons for their contributions to the training, to the support of the Government of China and the MOC of Thailand, and to the project team in MI Trade and Investment Department for making the MI's first E-training a great success.

6. Program Evaluation

6.1. Evaluation Methods

During the training, the TIF facilitator introduced evaluation methods to monitor and evaluate the performance and understanding levels of the participants.

Objectives

- To assess the achievements of the training against participants' expectations;
- To get feedback and inputs for improving the training in the future.

6.2. Evaluation Results

1. Pre / Post Self-Assessments

In order to evaluate the knowledge acquisition of participants during the training, pre / post self-assessments were conducted to assess against the knowledge and skills before and right after the training.

The same form was used for both pre and post assessments. In the questionnaire, different components were rated on a scale of 1 to 5, where "5" was the highest and "1" was the lowest. The average rating for pre self-assessment of participants' knowledge and skills on the training contents or sessions were "2.33" which meant the understanding of participants towards all subjects of the 'Training on Enhancing Trade Competitiveness for Goods and Services: Issues and Strategies in the Post-Pandemic World' was "I have heard about this topic but do not know enough about how to do / use it (rating at 2)."

On the last day of the three-week training, post self-assessment was conducted to evaluate participants' understanding about acquired knowledge. The total average rating for post self-assessment of acquired competencies was "4.02" which meant "I have a good working knowledge, & can carry out routine aspects now (rating at 4)". Figure below shows the pre and post self-assessment results of participants' competencies and understandings on each module of the training.

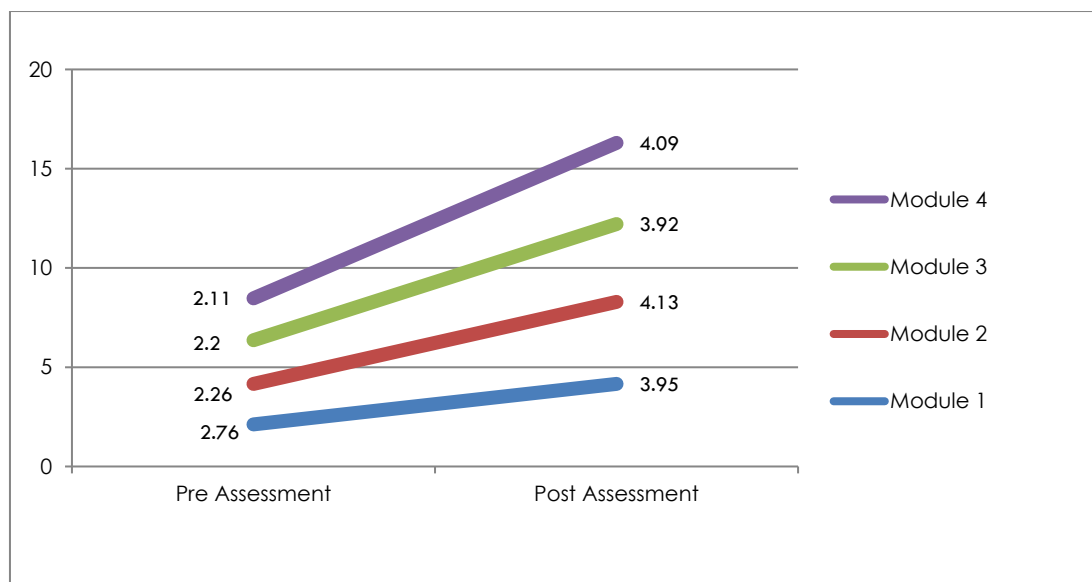


Figure 4: Pre/Post Self-Assessments on Competency on Training

2. After-Event Evaluation

The after-event evaluation was conducted by using a participatory method. This method allowed all participants to freely comment, without the scrutiny of RP and MI facilitators. Different components were rated on a scale of 1 to 5, where "5" is the highest and "1" is the lowest.

1) Learning Program Objectives

Training objectives were evaluated with the rating scale of 1 to 5 (1-Not Met; 2-Somewhat Met; 3-Mostly Met; 4-Met; 5-Fully Met). Overall average rating was 4.46 (Mostly Met).

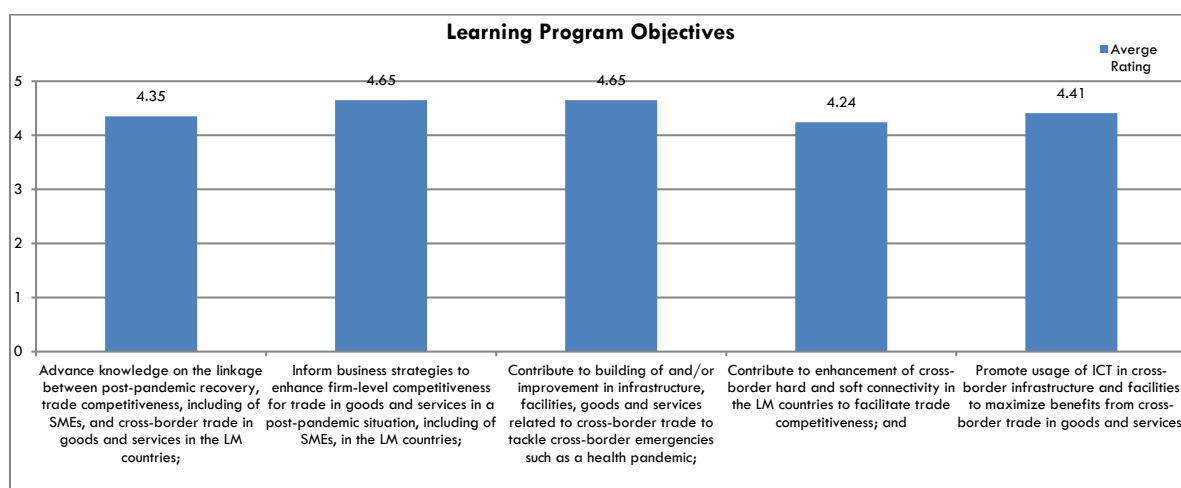


Figure 5: Learning Program Objectives

2) Program Content

The participants rated levels of relevance of sessions and contents of the training with 5 rating scales (1-Not Relevant; 2-Slightly Relevant; 3-Moderately Relevant; 4-Mostly Relevant; 5-Highly Relevant). Participants reported the knowledge and skills gained from the event was especially

relevant to their works with more than 23% & 52% of participants rated highly relevant & mostly relevant, respectively.

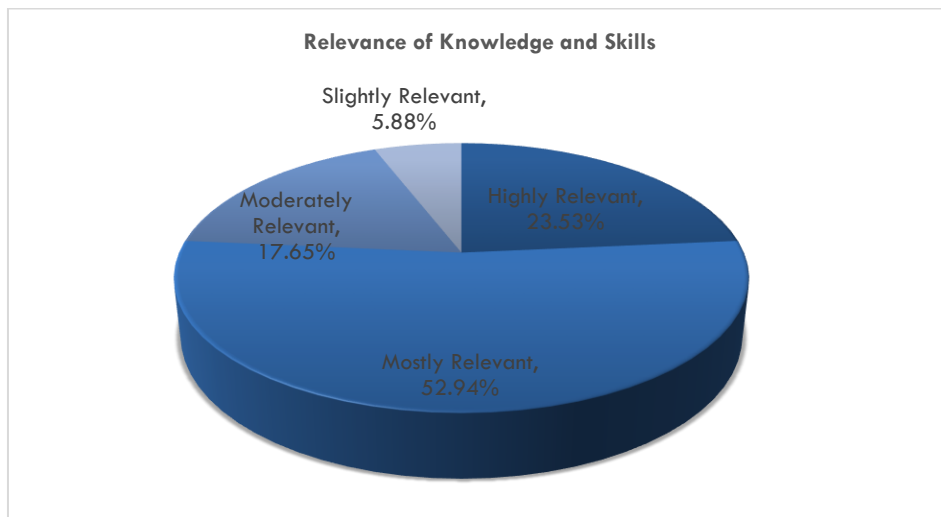


Figure 6: relevance of knowledge and skills

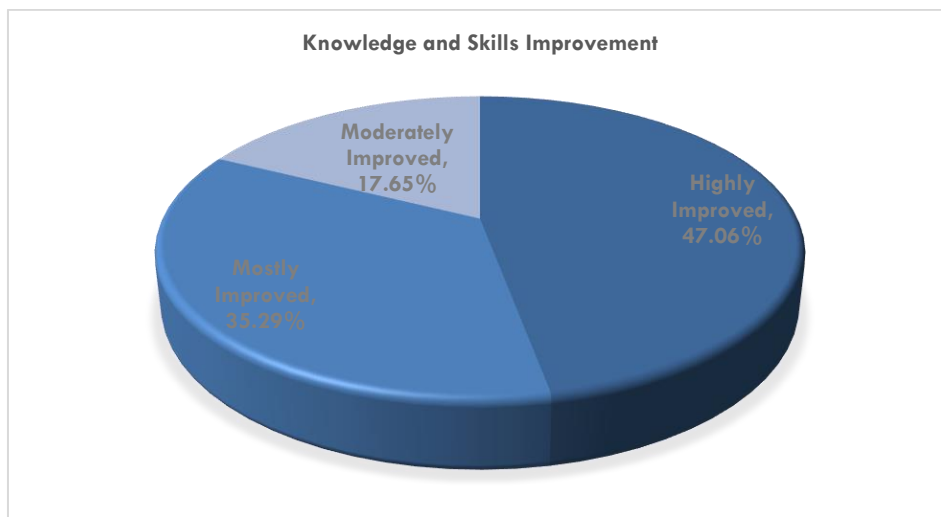


Figure 7: Knowledge and Skills Improvement

Finally, for the specific skills improved / developed during the training, it was evaluated with 5 rating scales (Not Improved; Somewhat Improved; Neutrally Improved; Improved; Highly Improved). Participants reported that they improved / developed specific knowledge during the training with 47% (Highly Improved), 35% (Mostly Improved), 18% (Moderately Improved).

3) Training Methods

Training methods were evaluated with rating scale of 1 to 5 (1 – Very Poor; 2- Poor; 3 – Moderate; 4 – Good; 5 – Excellent). Overall average rating was 4.22 (Good). Participants reported that interaction with facilitators and resource persons were most effective with the average rating at 4.82.

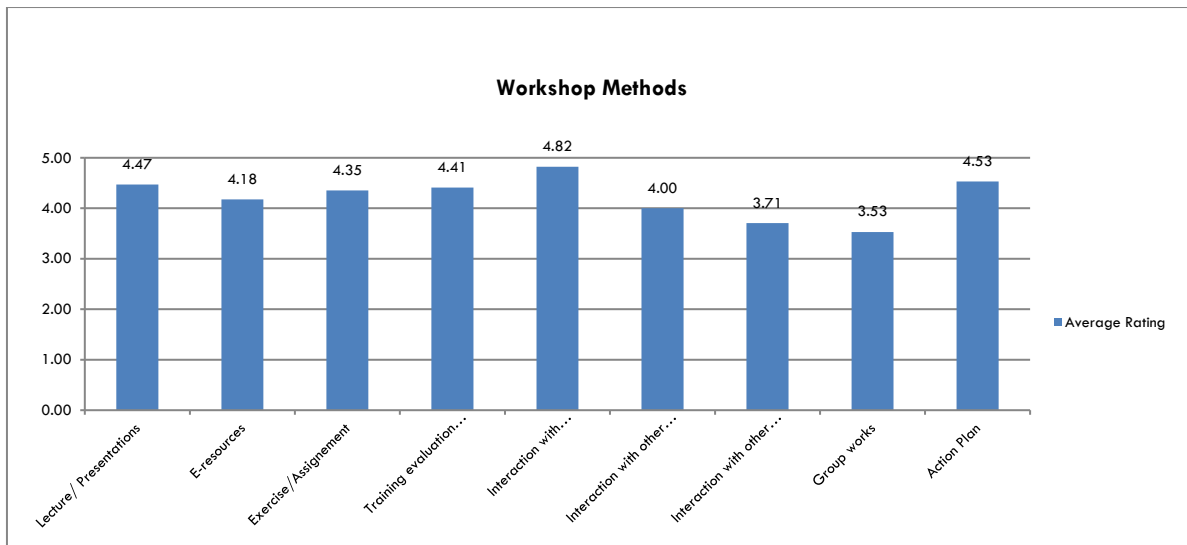


Figure 8: Training Methods

Overall Assessment

In response to the question on “What is your overall assessment of the training,” participants rated with rating scale of 1 to 5 (1 - Not satisfied; 2 - Somewhat Satisfied; 3 – Neutrally Satisfied; 4 – Mostly Satisfied; 5 – Very Satisfied). Participants indicated the average rating of 4.41 (Mostly Satisfied). This shows that the participants were satisfied with the training.

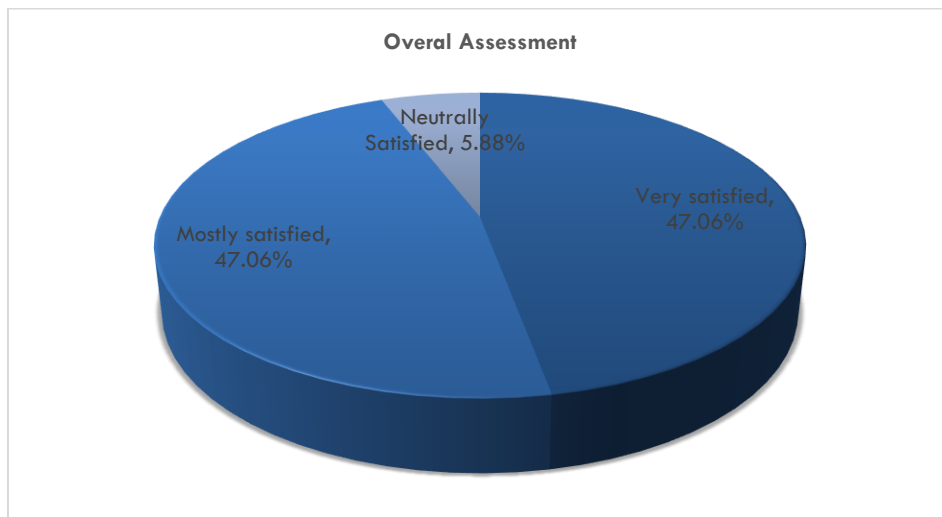


Figure 9: Overall Assessment

6.3. Suggestions and Recommendation

The participants indicated they are very satisfied with overall arrangement and organizations throughout the training and they enjoyed the training atmosphere very much and learnt a lot from the resource persons and co-participants. However, there were some useful suggestions/recommendations made by the participants, for further improvement of the training program. They were noted as below:

Suggestion/Recommendation from Daily Feedbacks

- The training session ignites my existing knowledge regarding transport facilitation and new knowledge for trade facilitation. I enjoy so much to learn it.
- We learnt the government's commitment and openness to other stakeholders to participate in the processes of Covid-19 relief plan is key to overcome the pandemic.
- Protection of society and from criminal exploitation of e-commerce is very important for e-commerce trade and creating job after covid-19.
- Participants should share about their imports and exports that were impacted by Covid.
- Share some research paper regarding class presentation/lectures.
- The resource persons should speak louder and slower.
- Study via online is not as good as study in an onsite class.

Suggestion/Recommendation from Pre and Post Training Evaluation

- Provide presentations for each module.
- As a researcher point of view, the training course on enhancing trade competitiveness for goods and services should be based on evidence-based research in order create effective and sustainable policy recommendation.
- I have got the knowledge about the coordination of the goods that each country imports and exports. And learnt about tariffs in Thailand by using the data.

Suggestion/Recommendation from After-event Evaluation

- Length of the training is short.
- Full time training is better. After attending a half day training, we have to work for another half day. Sometime we have to go for another meeting and we cannot join the training in time.
- The training makes me understand more how far Myanmar is lagging behind comparing with neighbouring countries, and how important is it to boost our competitiveness.
- This training was very good and all MI staff's performance was good.
- Thank you, MI for this training. It is very useful for both private sector and government officers.
- Some firms or organisations should provide us the real examples of their challenges and solutions.
- Invite participants to meet one day in Khon Kaen, if possible, as we could not see each other during the training.
- All the participants have excellent affiliations, so the speakers of the lecture should not prolong the sessions. I loved the lecture of Dr. Tamanna so, good speed for me with very insightful information that I would like to know. I also loved the lecture of Ms. Ratna Devi Nadarajan. She shared lots of interesting platforms for us to explore in detail.
- Well done and thank you for all presentations.
- It is such a good and new way of conducting online training. I definitely learned a lot on how to conduct the online training program.
- This is very good program for private sectors and also for the staff from the department of ministries.
- If it possible, MI should conduct real meeting between the participants AP workshops.

Suggestion/Recommendation for APs implementation:

- MI should send a formal letter to CCC for implementing action plan (AP) and inviting participants for the AP Workshop.
- MI should send an official letter to heads of departments of all trainees (or their Ministries) mentioning the trainees are obliged to implement action plans and organize workshops to support their action plans, mention the financial and resource person's support from the MI side.

- Myanmar team requested a resource person from MI to deliver session (s) in the AP workshop.
- MI should send formal letters to support the Thailand team for implementing action plan (AP) by inviting participants.

7. Appendices

7.1. Training Assessment and Evaluation Tool

8.1.1. Pre and Post Self-Assessment on Competency of the Workshop

Training on Enhancing Trade Competitiveness on Goods and Services: Issues and Strategies in the Post-Pandemic World	Average Rating	
	Pre	Post
Module I: Competitiveness Concepts		
• Definitions and elements of competitiveness	2.73	4.25
• Status of firm and country-level competitiveness in the Lancang-Mekong countries including of SMEs	2.07	4.00
• How a firms' competitiveness is measured across different levels (e.g. local, national and regional)	1.73	4.00
• SME competitiveness in a post-pandemic world	1.93	4.38
Total (Module I)	2.12	4.16
Module II: Trade in Goods and Services in Post-Pandemic World		
• Trends in Trade in Goods and Services in the LM countries	2.13	4.25
• Trade and Health Pandemic Response	2.20	3.88
• Trade Standards and Regulations in the New Normal	1.80	4.25
Total (Module II)	2.04	4.13
Module III: Cross-border Trade, Competitiveness and Pandemic		
• Linking Cross-border Trade and Competitiveness	2.40	4.13
• Cross-border Linkages in the LM region	2.27	3.88
• Measures for Protecting Front Officials Health, Business Continuity and Cross-border Trade	1.93	3.75
Total (Module III)	2.20	3.92
Module IV: Cross-border Connectivity, Competitiveness and Pandemic		
• Promoting Connectivity to Enhance Competitiveness	2.27	4.13
• Supply Chain Management for Enhancing Competitiveness in Cross-border Connectivity	2.20	4.25
• Cooperation for Enhancing Cross-border Trade in a Post-pandemic World	1.87	3.88
Total (Module IV)	2.11	4.09
Total (Module I / II / III / IV)	2.12	4.07

8.1.2. After-training Evaluation

Learning Program Objectives

To what extent do you think the workshop has met its objectives?	Not Meet	Slightly Met	Neutrally Met	Mostly Met	Fully Met	Average Rating
	1	2	3	4	5	

Advance knowledge on the linkage between post-pandemic recovery, trade competitiveness, including of SMEs, and cross-border trade in goods and services in the LM countries;	6%	53%	41%	4.35	
Inform business strategies to enhance firm-level competitiveness for trade in goods and services in a post-pandemic situation, including of SMEs, in the LM countries	6%	47%	47%	4.41	
Contribute to building of and/or improvement in infrastructure, facilities, goods and services related to cross-border trade to tackle cross-border emergencies such as a health pandemic;	6%	47%	47%	4.41	
Contribute to enhancement of cross-border hard and soft connectivity in the LM countries to facilitate trade competitiveness; and	8%	33%	42%	17%	4.24
Promote usage of ICT in cross-border infrastructure and facilities to maximize benefits from cross-border trade in goods and services.	6%	6%	29%	59%	4.41

Program Content

2.1 Please indicate how well you think the event has improved your knowledge and skills

Not Improved 1	Slightly Improved 2	Moderately Improved 3	Mostly Improved 4	Highly Improved 5	Average Rating
		18%	35%	47%	4.29

2.2 Please indicate the relevance of knowledge and skills gained from the event to your work.

Not Relevant 1	Slightly Relevant 2	Moderately Relevant 3	Mostly Relevant 4	Highly Relevant 5	Average Rating
	6%	17%	53%	24%	3.95

2.3 Please indicate the relevance of knowledge and skills gained from the event to your work.

Not Relevant 1	Slightly Relevant 2	Moderately Relevant 3	Mostly Relevant 4	Highly Relevant 5	Average Rating
	6%	17%	53%	24%	3.95

Training Method

3.1. How well the method used in the event?	Very Poor 1	Poor 2	Moderate 3	Good 4	Excellent 5	Average Rating
Lecture / Presentation			6%	41%	53%	4.47
E-resources			12%	59%	29%	4.18
Exercise/Assignment			6%	53%	41%	4.35
Training evaluation methods			12%	35%	53%	4.41
Interaction with Facilitator/Trainer			24%	29%	47%	4.24
Interaction with other Participants		12%	35%	29%	24%	3.65
Group works		6%	24%	41%	24%	4.00
Action Plan			6%	42%	53%	4.47

3.2 How do you evaluate the length and time allocation for each section?

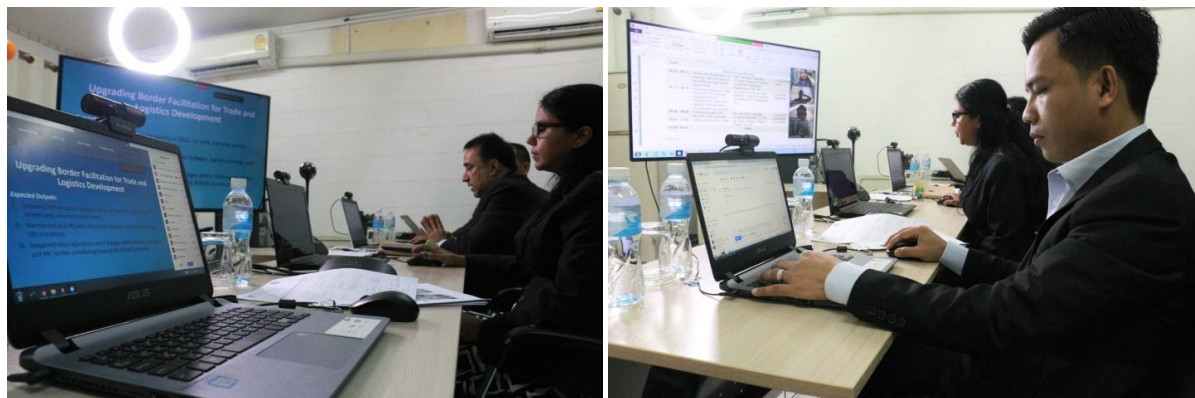
Very Poor 1	Poor 2	Moderate 3	Good 4	Excellent 5	Average Rating
		24%	47%	29%	4.06

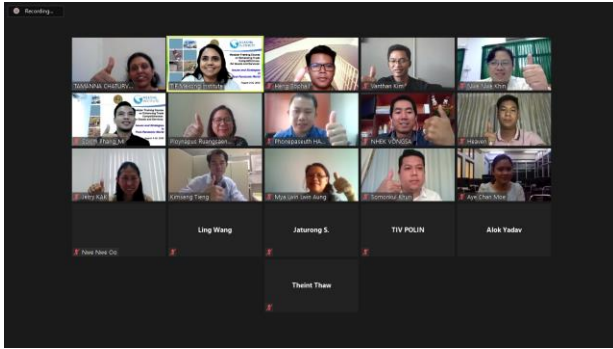
Overall Assessment

4.1. What is your overall assessment of the workshop?

Not Satisfied 1	Somewhat Satisfied 2	Neutrally Satisfied 3	Mostly Satisfied 4	Very Satisfied 5	Average Rating
		6%	47%	47%	4.41

7.2. Photos





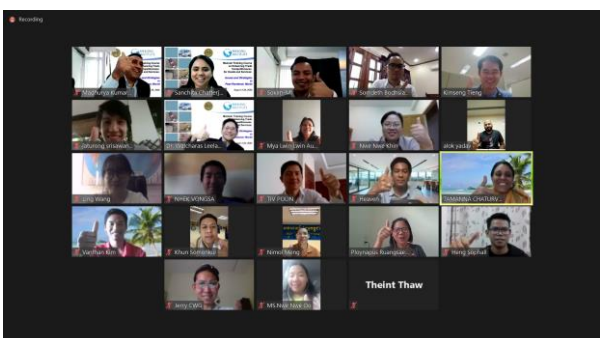
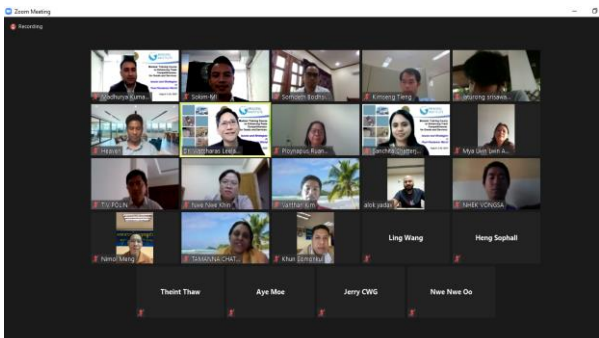
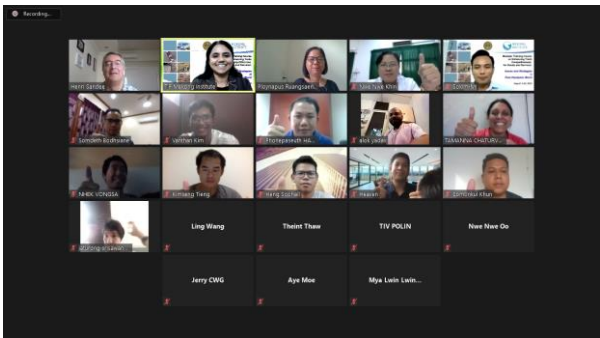
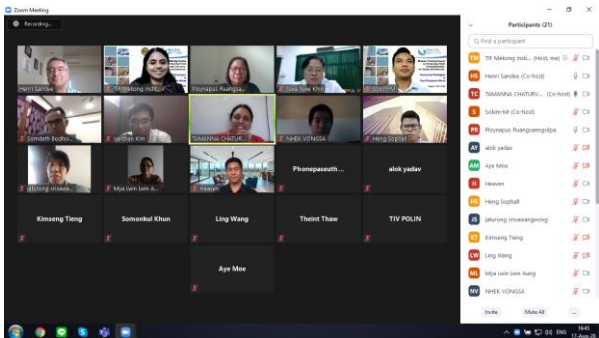
Appendix how?

- 1. Financial support**
 - Subsidy for water and electricity; for catering and accommodation enterprises, half of the total cost of water, electricity and natural gas in March and April will be subsidized.
 - Subsidy to workers: the subsidy will be returned to the workers with the number of people involved exceeding 100000 and the subsidy amount exceeding 100 million yuan.
 - Financial support: bank financing, reducing loan interest rate
- 2. Reduce taxes and fees**
 - Free highway fee
 - Key enterprises: tax exemption
 - Innovative enterprises: free of property fee, tax, rent, etc
- 3. Guarantee of the number of workers**
 - Package aircraft, bus, transport workers
 - Subsidies for returning to work and employing new workers
 - Special human resources and social security service specialists will be set up in key enterprises to recruit workers
- 4. Strengthen public service**
 - Open the "green channel" of examination and approval service and reduce the approval links
 - Launch internet platform products and services for free trial of industries and enterprises
 - Open up logistics and support industrial chain
- 5. Precise support for service industry**
 - consumer coupons
 - Subsidized rent

Appendix Economy: Strong rebound, even without a major stimulus

- Service industry decreasing narrow down. Q2 1.9%, Q1 -5.2%
- Trade isn't bad 14 2379 trillion Y. Q2 is -3.2%, Q1 -6.5%
- Consumption price growing slowly. Q2 is 3.8%, Q1 4.9% Urban 3.6%, rural 4.7%
- average disposable Income Q2 is 15666 Y. Q1 is 2.4%, Q1 0.8%

GRAPH 3 Retail Sales of Social Consumption Goods (y/y, %)



7.3. Curriculum Design Statement

1. Introduction

1.1 Background

Trade between the countries of the Lancang-Mekong (LM) region increased rapidly in recent years, though intra-LM trade is still a small percentage of total trade of the LM countries. Border trade or trade across physical borders constitutes a significant portion within intra-LM trade. Table 1 shows while cross-border trade by road constitutes a small portion of bilateral trade between Thailand and China, it constitutes a substantial portion of bilateral trade between Thailand and Cambodia, Laos and Myanmar (similar cross-border data is not available for Viet Nam's and most of China's bilateral trade).

Table 1: Thailand and China's Bilateral Trade with each other and CLM in 2018 (in US\$ billion)

Country	Thailand		China	
Country/Modes of Transport	All modes	By Road	All modes	By Road
China	80.13	5.50		
Cambodia	8.39	4.20	7.40	
Lao PDR	6.74	6.54	3.49	
Myanmar	7.63	5.27	15.29	6.47
Thailand			80.13	5.50
World	501.66	49.07	4,629.21	

Source: UN COMTRADE

COVID-19 has had a severe effect on the economies of and intra-regional trade between the LM countries. The World Bank estimates the Global Economy will shrink by 5.2% in 2020. As per its projection, GDP growth in all the LM countries will fall and, in case of Cambodia and Thailand, will shrink in 2020 as Table 2 illustrates.

Table 2: Actual and Projected GDP Growth in the LM Countries, 2017-2021

Country	2017	2018	2019e	2020f	2021f
China	6.8	6.6	6.1	1.0	6.9
Thailand	4.1	4.2	2.4	-5.0	4.1
Cambodia	7.0	7.5	7.1	-1.0	6.0
Lao PDR	6.9	6.3	4.7	1.0	4.6
Myanmar	6.2	6.8	6.3	1.5	6.0
Vietnam	6.8	7.1	7.0	2.8	6.8

e = estimate; f = forecast

Source: Global Economic Prospects, June 2020, World Bank

As per a World Trade Organization (WTO) forecast, the decline in world merchandise trade - ranging between 12% and 32% - will be larger than that in GDP. The rise in trade costs from additional border controls, transport and associated logistics-related disruptions is estimated to account for up to one-third of decline in world trade.¹ Particularly lower- and middle-income countries are hit hard by higher trade costs.

¹ https://www.wto.org/english/news_e/pres20_e/methodpr855_e.pdf

As per Asian Development Bank (ADB), the countries of the LM region which are significantly affected are those with strong trade and production linkages with China, and those that see a significant share of tourists from China and generate significant income through this sector. These countries include Cambodia, Lao PDR, Thailand and Viet Nam.² For Myanmar as well, the country has been impacted because land border had been closed, imports from China were stopped and factories had closed down because of a fall in global demand for garments, shoes and bags.³

On one hand, while trade flows have been affected due to slowdown of economic activities caused by both collapse in demand and adverse impact on supply chains, on the other hand maintaining trade flows as much as possible during the COVID-19 pandemic is crucial to ensuring countries have access to essential items including food and medical items and in limiting negative impacts on the economies.

In this context, cross-border measures can contribute to the response to the crisis by facilitating cross-border trade and, expediting the movement, release, and clearance of goods, including goods in transit.⁴ These measures are particularly important for small & medium enterprises (SMEs), which have been hit the hardest by the pandemic.

There is a linkage between determinants of cross-border trade and firm-level competitiveness. Generally speaking, competitiveness is a multi-dimensional and composite concept that aims to capture the “process of fit between a firm and its dynamic environment”.⁵ Thus, cross-border issues and, ICT advancement and connectivity are among the important determinants of firm-level competitiveness. Further, firm-level competitiveness is influenced by competitiveness of national and regional economies.

Cooperation between countries on cross-border measures will help to minimize the adverse impact of the pandemic on trade and transport by reducing delays, lowering costs and having a greater understanding between countries on their specific needs in terms of essential medical and other goods, functioning of supply chains etc. This in turn will help the countries to minimize losses arising from slowdown or halting of economic activities.

1.2. Project on “Upgrading Border Facilitation for Trade and Logistics Development”

Project on “Upgrading Border Facilitation: Trade and Logistics Development” is being implemented by Mekong Institute (MI) in collaboration with the Ministry of Commerce, the Royal Government of Thailand and supported by Lancang-Mekong Cooperation Special Fund (LMCSF). The aims of the project are to 1) promote trade along border trade zones which link the Lancang-Mekong countries; 2) facilitate cross-border trade by increasing the capacity for commerce and reducing the costs faced by traders within the Lancang-Mekong countries; and 3) enhance connectivity and improve competitiveness across international border through improvements in infrastructure focused on facilitating cross-border and investment is designed to support policy and structural reforms.

Studies conducted by MI as part of this and other projects supported by LMCSF demonstrates the following on the state of infrastructure and facilities, especially in border areas:⁶

² <https://www.greatermekong.org/adb-assesses-economic-impact-covid-19-outbreak-gms-countries#collapse3>

³ <https://trade4devnews.enhancedif.org/en/news/what-are-least-developed-countries-doing-response-covid-19>

⁴ World Bank, Trade and COVID-19 Guidance Note: Managing Risk and Facilitating Trade in the COVID-19 Pandemic

⁵ <https://www.slideshare.net/MSSiddiquiz/firm-level-competitiveness>

⁶ Refer to the following studies

- i. Study Dissemination and Policy Consultation Workshop on Customs Modernization and Management and Promotion of Special Economic Zones in the Lancang-Mekong Subregion
- ii. https://www.mekonginstitute.org/uploads/tx_ffpublication/12_Study_Dissemination_and_Policy_Consultation_Workshop_on_Customs_Modernization_and_SEZ_Management_and_Promotion_in_the_Lancang-Mekong_Countries_on_Dec_20_2019.pdf
- iii. Study on “Management and Promotion of Special Economic Zones (SEZ) in the Lancang–Mekong (LM) countries”
https://www.mekonginstitute.org/uploads/tx_ffpublication/10_Study_on_Special_Economic_Zones_SEZs_Management_and_Promotion_in_the_Lancang-Mekong_Countries_Sep-Dec_2019.pdf

- There is a need to enhance cross-border economic cooperation: there are potential advantages and challenges in enhancing cross-border cooperation. The studies also looked at what needs to be done to enhance cross-border economic cooperation in the LM region;
- There is a need to improve infrastructure, investment and logistics at borders in the LM region. The studies looked at current situation, prospects and challenges;
- Infrastructure should be improved in Cross-Border Economic Zones (CBEZs) and Economic Zones (EZs) of the LM region;
- There are gaps in modernization in customs, including in physical infrastructure, custom automation, and human resource development.

1.3. Training Course on “Training Course on Enhancing Trade Competitiveness for Goods and Services: Issues and Strategies in Post-Pandemic World”

Against the above background, Mekong Institute (MI) will organize the “Training Course on Enhancing Trade Competitiveness for Goods and Services: Issues and Strategies in Post-Pandemic World” on August 3-20, 2020 using online training methods and tools.

The online training course will be followed by three months of action plan implementation by training participants in respective countries followed by a Synthesis and Evaluation workshop organized at MI’s Residential Training Centre, in Khon Kaen, Thailand. The training program will follow MI’s modular training cycle (further explained in Section 7).

The training program is a part of the above-mentioned project “Upgrading Border Facilitation for Trade and Logistics Development”.

2. Training Objectives

The specific objectives of the training program are to:

- Advance knowledge on the linkage between post-pandemic recovery, trade competitiveness, including of SMEs, and cross-border trade in goods and services in the LM countries;
- Inform business strategies to enhance firm-level competitiveness for trade in goods and services in a post-pandemic situation, including of SMEs, in the LM countries;
- Contribute to building of and/or improvement in infrastructure, facilities, goods and services related to cross-border trade to tackle cross-border emergencies such as a health pandemic;
- Contribute to enhancement of cross-border hard and soft connectivity in the LM countries to facilitate trade competitiveness; and
- Promote usage of ICT in cross-border infrastructure and facilities to maximize benefits from cross-border trade in goods and services.

3. Expected Training Outcomes

The expected outcomes of the training program are contribution to

-
- iv. Study on Customs Modernization in the Lancang-Mekong Countries
https://www.mekonginstitute.org/uploads/tx_ffpublication/9_Study_on_Customs_Modernization_in_the_Lancang-Mekong_Countries.pdf
 - v. Joint Study and Survey of Special Economic Zones (SEZs) and Cross Border Economic Zones (CBEZs) to match Complementary SEZs and Identify Prioritized Areas
https://www.mekonginstitute.org/uploads/tx_ffpublication/Joint_Study_and_Survey_of_Special_Economic_Zones101018_FINAL_20Dec.pdf

- enhancement of trade competitiveness, including of SMEs, in trade in goods and services in the post-pandemic situation in the LM countries;
- enhancement of cross-border linkages within the LM countries through trade in goods and services; and
- increased cross-border cooperation and adoption of a regional approach to aid in rebuilding and rejuvenation of national and regional economies from the pandemic and further economic linkages within the LM countries, in turn contributing to strengthening of the ASEAN Economic Community.

4. Target Participants

The target participants of the training program are

- Mid-level officials from ministries and departments of commerce/trade, economy, industry, ICT, SMEs and other relevant ministries/departments from the LM countries;
- Private sector representatives from companies and industry, exporters' and SMEs' associations from the LM countries; and
- Academic institutions, thinks-tanks and research organizations from the LM countries.

In terms of qualifications, participants should

- have at least 5 years of experience in policies and strategies on cross-border trade and integration, company-level strategies and/or SME promotion/strategies;
- have a university degree; and
- be able to communicate (speak, read and write) in English at professional level.

In addition, MI encourages

- the participation of women; and
- the participation of persons from border areas of other Lancang-Mekong countries, traders, exporters and/or importers.

Important criteria for participant selection are English language proficiency and demonstrated ability and willingness to commit full attendance, active participation, and completion of course requirements.

5. Duration, Brief Schedule and Tools

The training sessions held over three weeks on August 3-20, 2020 will apply online training methods in the following manner.

- Live online learning sessions will be conducted by the MI organizing Team with the aid of online power point presentations, videos, simulation techniques, whiteboards, survey techniques (for questionnaires and quizzes), role play etc. A suitable online meeting application (such as Microsoft Teams or Zoom) will be chosen for conducting the live online sessions;
- Live online training sessions will be combined with self-paced learning – this will be off-line learning by the participants based on materials distributed by the MI Organizing Team (when the participants can devote the duration and time on materials as they wish, as per their convenience);
- In addition, the training sessions will include individual/group assignments, online group work and discussions, live online group presentations;
- Pre-training materials and additional training materials and references while the online training sessions are in progress will be distributed by the MI Team;

- MI Organizing Team will conduct a pre-training survey, daily feedback of the participants on the live sessions, mid-term and final evaluation (or exams) through online survey methods (such as SurveyMonkey). To ensure full participation and attention, the evaluations or exams will be graded by the MI Team;
- At the end of the online training sessions, certificates of completion will be awarded to the successful training participants. There will be three levels of awards, i) three stars ★★★ awarded to the participants receiving grades above 90% in the, ii) two stars ★★ awarded to the participants receiving grades between 60% and 90%, and iii) one star ★ awarded to the participants receiving grade below 60% evaluations conducted by the MI team.

The tentative brief schedule and method will be as following:

Date	Content	Details
July 27-31	Pre-training preparation	Assessment of participants knowledge and skills through questionnaires; Distribution of online training outline and content by MI Organizing Team; preparation and submission of pre-training assignments, questions by participants
Aug 3-20	Live online sessions	Includes inaugural and closing sessions; Contact sessions covering five training modules with two to three sessions each; Simulation exercises, quizzes, discussions and, questions and answers (Q&A).
Approx 5 times	Online group work among the participants	Groups (either country/sector or theme-based) will be formed and assignments will be explained during live sessions by MI Organizing Team; groups may choose their appropriate methods of communication and agree upon time for discussions among themselves; MI Team will monitor group activities.
Approx 5 times	Group presentations	Each group will be allotted 1 hour per week for presentations, discussions and Q&A; Members of other groups will attend group presentations.
August 19-20	Action plan preparation	Purpose and content of action plans will be explained by MI Organizing Team on Sep 7; Country groups will discuss and draw up the action plans; MI Team will provide necessary assistance
August 20	Action Plan presentation	Each group will be allotted 10 minutes to present their action plans; Powerpoints, videos or any other tools may be used for this

Each participant must take part in all the below-mentioned training activities:

- Total 28 hours of live online sessions, within this
 - (a) 18 hours lectures by resource person(s)
 - (b) 2.5 hours of group presentations 50approx. (30 minutes each time)
 - (c) Two hours of Action Plan Presentation
 - (d) Quizzes, simulation exercises, role plays, polls, evaluations etc conducted by resource person(s) and MI Team
 - (e) Mid-term and final examinations (or evaluations) conducted by MI Organizing Team using online survey methods (e.g. SurveyMonkey)
 - (f) Opening (one-and-half hours) and Closing (one hour) Sessions
- Self-paced activities (that is duration and time can be decided by the participants themselves or in consultation with their respective groups)
 - (a) At least one day devoted to pre-training materials including readings, videos and assignments before the start of the training;
 - (b) At least one hour each week for additional training materials such as videos, presentations and readings;

- (c) Five days of breakout sessions (group/individual work, group discussions etc) paced as agreed between members of respective group (one-two days each week). The outcome of the group/individual work will be uploaded on MI e-learning portal for review of resource person(s) and MI Team;
- (d) One day for action plan preparation as agreed between members of respective groups.

Certificates will be awarded to participants on the basis of the performance of the participants in the two evaluations (or exams) conducted by MI Team and their participation in quizzes and other training -related assignments.

6. Training Content

In this course, participants will explore five interrelated modules as listed in Figure 1.



Figure: 1: Modules of the training sessions

Module I: Competitiveness Concepts

- I. **Concepts of Competitiveness:** Definitions and elements of competitiveness; how a firms' competitiveness is measured across different levels (e.g. local, national and regional); concept of comparative and competitive advantages; concept of country-level competitiveness in goods and services; status of firm and country-level competitiveness in the Lancang-Mekong countries including of SMEs.

- II. **Impact of the Pandemic on Competitiveness:** the fallout of the health pandemic (and any such cross-border emergency) on the status and competitiveness of firms and economies of the Lancang-Mekong region; SME competitiveness in a post-pandemic world.

Learning objective: to explain concepts, elements and measurement of competitiveness in goods and services, and the status in the LM countries, including of SMEs; implications of the health pandemic on competitiveness in the LM countries

Module II: Trade in Goods and Services in Post-Pandemic World

- I. **Trends in Trade in Goods and Services in the LM countries:** Trends, policies and strategies in exports and imports of goods and services in the world and in the LM countries; the share and performance of large firms and SMEs in trade in goods and services overall as well as in terms of outputs, products, countries/regions in the LM countries; issues in firm-level participation in trade in goods and services; development of regional value chains in promoting cross-border linkage.
- II. **Trade and Health Pandemic Response:** trends and adjustments in trade in goods and services in a post-pandemic world; status and government intervention in individual LM countries.
- III. **Trade Standards and Regulations in the New Normal:** Post pandemic considerations for SPS and TBT implementation: review of standards and regulations (WTO TBT/SPS) during COVID-19 to facilitate trade and safeguard public health; possible regional cooperation to improve standards and regulations for trade facilitation.

Learning objective: to enhance understanding of aspects of competitiveness by examining trade in goods and services, impact of the pandemic on trade, and pandemic-related measures adopted in the LM region.

Module III: Cross-border Trade, Competitiveness and Pandemic

- I. **Linking Cross-border Trade and Competitiveness:** linking issues and policies in promoting trade facilitation and facilities in border areas (e.g. role of e-customs and customs modernization, joint one stop service and business centers, customs, immigration and quarantine procedures in promoting cross-border trade); the importance of developments such as regional trade agreements, development of economic zones, regional cooperation frameworks etc.
- II. **Cross-border Linkages in the LM region:** Performance and participation of firms from the LM region in cross-border trade linkages in the LM region, with particular reference to SMEs; goods and services which are important for cross-border trade (e.g. logistics, cross-border financial services, e-commerce).
- III. **Measures for Protecting Front Officials Health, Business Continuity and Cross-border Trade:** Different facilitation and other border measures for tackling a health pandemic such as sanitary measures, use of information & communication technology, cargo handling, fumigation of vehicles, good inspections and risk management.

Learning objective: to enhance understanding of trends and policies to promote cross-border linkages, and the importance of cross-border measures to handle cross-border emergencies.

Module IV: Cross-border Connectivity, Competitiveness and Pandemic

- i) **Promoting Connectivity to Enhance Competitiveness:** Importance of cross-border soft and hard connectivity including infrastructure and ICT connectivity in promoting competitiveness; status and challenges of promoting hard and soft cross-border connectivity and other elements of business connections in the LM countries.
- ii) **Supply Chain Management for Enhancing Competitiveness in Cross-border Connectivity in LM countries:** role of supply chain management in the LM countries

promoting competitiveness and cross-border connectivity; trends in supply chain management in the LM countries in a post-pandemic world and their linkages to cross-border trade and trade competitiveness.

- iii) **Cooperation for Enhancing Cross-border Trade in a Post-pandemic World:** Benefits of cross-border economic cooperation for development and improvement of cross-border linkages and enhancement of competitiveness in a post-pandemic situation.

Learning objective: to provide a comprehensive overview of linkage between connectivity, cross-border trade, competitiveness, supply chain management and the pandemic. To provide an understanding of how to leverage and navigate various aspects of cross-border connectivity to aid recovery and rebuilding of economies in a post-pandemic world.

Module V: Action Plans

The final module of the training program will consist of drafting of action plans by the participants and implementing them. Action plans will be group assignments for the participants and will be related to enhancement of SME competitiveness in goods and services in respective countries.

An action plan consists of a number of action steps in accordance with the national/local scenario, added with the endowment of clear-cut group work divisions and responsibilities. Resource persons and MI team would provide the participants guidelines and assistance, as necessary, to draw up their action plans.

7. Modular Training Approach

The training program will consist of three phases as explained in Figure 2.



Figure 2: MI Modular Training Cycle

The training program would follow MI's modular training cycle approach. The three phases of implementation are explained below:

Knowledge Exchange Phase: This phase will consist of three-week online training sessions. In this stage, resource persons would devise ways to promote high levels of literacy of and higher order

thinking on the subject-matter aimed at optimum engagement of the participants. This is a conceptualization stage which requires processing and drawing on a knowledge base of content, application of methods appropriate to the content, and use of technology appropriate to the content.

The online sessions are so designed so as to enable the participants to have a comprehensive understanding of the content through self-paced learning and live online sessions, focus on sharing of practical knowledge by the participants and resource persons, encourage exchange of information and ideas through group work and discussions, adopt participative methods through quizzes and simulation exercises, assess enhancement of skills and knowledge of participants and foster networking among the participants. The language used of the training program will be English.

Action Plan Implementation: Action plans will be individual assignments for the participants. MI team will provide assistance in implementing the action plans following the three-week training sessions. The period of action plan implementation will be three months.

Synthesis and Evaluation Workshop: The participants will be invited to share the outputs of their action plan implementation in a synthesis and evaluation workshop, which will be organized after satisfactory implementation of the action plans, at MI Khon Kaen. Participants would be asked to present results of and learning from their action plan implementation. Participants will also be asked to provide their recommendations and suggestions on the content and management of the training program.

8. Monitoring and Evaluation

A monitoring and evaluation (M&E) mechanism will be put in place to assess the progress and measure the results of the intervention and every effort will be made to make it effective. The M&E will be introduced in the pre, during and post stages of the training program.

Pre-Training

During the selection of participants, assessments will be made of applicants' qualifications, experiences, English language proficiency, willingness and ability to ensure their effective participation in the training program. Telephonic interviews may be conducted for selected applicants to judge their eligibility. Prior to commencement online training sessions MI Team will

- Assess the levels of skills and knowledge of the participants by distributing online questionnaires
- Distribute pre-training assignments which the participants must complete

During the Three-week Training Sessions

A few monitoring and evaluation tools will be employed by MI during the training sessions on August 3-20 2020. Accordingly, MI will

- Hold a short feedback session after each day's live training session for the participants to obtain their views on the organization and content of the training. The feedback may be obtained through online survey methods
- Organize daily quizzes along with the training sessions
- Organize mid-term evaluation (exam) and final-evaluation (exam) sessions to assess the levels of participants knowledge and information.

- The participants have to take part in the pre-training survey, assignments, during-training assignments, and mid-term and final evaluations to qualify for the certificates to be given out at the end of the training.

Post Online-Training

During the action plan implementation stage, the MI team will keep in close contact with the participants to help them implement their action plans, monitor the progress in action plan implementation, take note of any concerns they have and respond to their queries.

In the Synthesis and Evaluation (S&E) workshop, the participants will be asked to share their learning from, make an assessment and, provide recommendations and suggestions on the content and management of the modular training cycle followed by the training program.

A few months after the S&E workshop, MI will measure the outcome of the modular training cycle followed by the training program by seeking participants' inputs on the impact of the training program in terms of the quality and application of learnings, enhancement of knowledge, skills and coordination among the participants post-training program, contribution of the learnings from the training program to policies and strategies in respective countries.

9. Contact

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7.4. Program Schedule

Detailed Program Schedule

PRE-TRAINING PREPARATION	
Dates: Monday, July 27 to Friday, July 31, 2020, 2020	
Mode: Home-based	
Responsibility	Content
MI Organizing Team	Testing sessions with participants
MI Organizing Team & Resource Persons	Online training outline and content (e.g. presentations, reading materials, assignments, questionnaires)
Participants	Submission of pre-training assignments, questionnaire, questions and discussion points

Week - I

Day I: Monday, August 3, 2020

Mode: Online			
Time (Thailand Time)	Contents / Sessions	Resource Person / Facilitator	Mode of delivery
Please join by 08:50 a.m.			
09:00 - 09:15	Introductory Presentation (e-learning, rules and norms of the online training), Online Group Photo	Ms. Sanchita Chatterjee, Program Specialist, Trade & Investment Facilitation Department (TIF), MI	Live powerpoint, video
09:15 - 09:30	Welcome remarks and brief introduction to the project "Upgrading Border Facilitation for Trade and Logistics Development in Lancang-Mekong countries"	Mr. Madhurya Kumar Dutta, Director, Trade & Investment Facilitation (TIF) Department, MI	Live online, powerpoint
09:30 - 09:40	Training Approach and Structure of the Sessions	Ms. Sanchita Chatterjee, Program Specialist, TIF, MI	Live online, powerpoint
09:40 - 10:20	Getting to Know Each Other	Mr. Sokim Phang, Program Officer, TIF, MI	Live online
10:20- 10:30	Break		
10:30 – 10:40	Overview of the training modules and sessions	Dr. Tamanna Chaturvedi, MI, Consultant	Live powerpoint, video
10:40 – 11:10	Module I: Competitiveness Concepts	Session -I Concepts of Competitiveness	Dr. Tamanna Chaturvedi, MI, Consultant
11:10 – 11:35		Q&A, Discussions, quiz, simulation exercises	Dr. Tamanna Chaturvedi, MI, Consultant
11:35 – 11:55		Explanation of Group or Individual Work/Assignment	Dr. Tamanna Chaturvedi, MI, Consultant
11:55-12:00	Evaluation of the session/feedback by the participants	MI Team	Online survey method
Afternoon	Online group work/discussions/uploading group/individual work on e-learning portal	Participants	As agreed within groups

Week I			
Day II: Tuesday, August 4, 2020			
Mode: Online			
Time (Thailand Time)	Contents / Sessions	Resource Person / Facilitator	Mode of Delivery
Morning	Online group	Participants	As agreed

	work/discussions/uploading group/individual work on e-learning portal		within groups
14:00 – 14:30	Presentations by Groups/Individual Participants followed by Q&A/discussions, 5 minutes for each group	MI Team & Dr. Tamanna Chaturvedi, MI, Consultant	Live powerpoint, video etc
14:30 – 15:00	Module I: Competitiveness Concepts	Session -I Concepts of Competitiveness (contd)	Dr. Tamanna Chaturvedi, MI, Consultant
15:00- 15:15		Q&A, discussions, quiz, simulation exercises, role play	Dr. Tamanna Chaturvedi, MI, Consultant
15:15- 15:30	Break		
15:30 – 16:00	Module I: Competitiveness Concepts	Session -II Trends in Trade in Goods and Services in the LM countries	Dr. Tamanna Chaturvedi, MI, Consultant
16:00- 16:15		Q&A, discussions, quiz, simulation exercises, role play	Dr. Tamanna Chaturvedi, MI, Consultant
16:15- 16:45	Module I: Competitiveness Concepts	Session -II Trends in Trade in Goods and Services in the LM countries(contd)	Dr. Tamanna Chaturvedi, MI, Consultant
16:45- 16:55		Q&A, Discussions, quiz, simulation exercises	Dr. Tamanna Chaturvedi, MI, Consultant
16:55 – 17:00	Evaluation of the session/feedback by the participants	MI Team	Online survey method

Week I
Day III: Wednesday, August 5, 2020
Free Day

Week I
Day IV: Thursday, August 6, 2020

Mode: Online				
Time (Thailand Time)	Contents / Sessions		Resource Person / Facilitator	Mode of Delivery
09:00 – 09:30	Module II: Trade in Goods and Services in Post-Pandemic World	Session -I Impact of the Pandemic on Competitiveness	Dr. Tamanna Chaturvedi, MI, Consultant	Live powerpoint, video etc
09:30 – 09:45		Q&A, Discussions, quiz, simulation exercises	Dr. Tamanna Chaturvedi, MI, Consultant	Online whiteboard, simulation, survey methods, video etc
09:45 - 10:15	Module II: Trade in Goods and Services in Post-Pandemic World	Session -I Impact of the Pandemic on Competitiveness (contd)	Dr. Tamanna Chaturvedi, MI, Consultant	Live powerpoint, video etc
10:15- 10:45		Q&A, discussions, quiz, simulation exercises, role play	Dr. Tamanna Chaturvedi, MI, Consultant	Online whiteboard, simulation, survey methods, video etc
10:45- 11:00	Break			
11:00 - 11:30	Module II: Trade in Goods and Services in Post-Pandemic World	Session -II Strategies to enhance trade competitiveness as Pandemic Response	Dr. Tamanna Chaturvedi, MI, Consultant	Live powerpoint, video etc
11:30- 11:40		Q&A, discussions, quiz, simulation exercises, role play	Dr. Tamanna Chaturvedi, MI, Consultant	Online whiteboard, simulation, survey methods, video etc
11:40- 11:55		Explanation of Group or Individual Work/Assignment	Dr. Tamanna Chaturvedi, MI, Consultant	Live online
11:55 – 12:00		Evaluation of the session/feedback by the participants	MI Team	Online survey methods
Afternoon	Online group work/discussions/uploading group/individual work on e-learning portal		Participants	As agreed within groups

Week I

Day V, Friday, August 7, 2020

Mode: Online				
Time (Thailand Time)	Contents / Sessions		Resource Person / Facilitator	Mode of Delivery
Morning	Online group work/discussions/uploading group/individual work on e-learning portal		Participants	As agreed within groups
14:00 – 14:30	Presentations by Groups/Individual Participants followed by Q&A/discussions, 5 minutes for each group		MI Team & Dr. Tamanna Chaturvedi, MI, Consultant	Live powerpoint, video etc
14:30 – 15:00	Module II: Trade in Goods and Services in Post-Pandemic World	Session -II Strategies to enhance trade competitiveness as Pandemic Response (contd)	Dr. Tamanna Chaturvedi, MI, Consultant	Live powerpoint, video etc
15:00- 15:20		Q&A, Discussions, quiz, simulation exercises	Dr. Tamanna Chaturvedi, MI, Consultant	Online whiteboard, simulation, survey methods, video etc
15:20 – 15:45	Break			
15:45- 16:15	Module II: Trade in Goods and Services in Post-Pandemic World	Session -III Trade Standards, and Regulations Post COVID-19	Ms. Ratna Devi Nadarajan, Program Specialist, Agriculture Development and Commercialization Department (ADC), MI	Live powerpoint, video etc
16:15- 16:35		Q&A, Discussions, quiz, simulation exercises	Ms. Ratna Devi Nadarajan, Program Specialist, ADC, MI	Online whiteboard, simulation, survey methods, video etc
16:35- 16:55		Explanation of Group or Individual Work/Assignment	Ms. Ratna Devi Nadarajan, Program Specialist, ADC, MI	Live online
16:55 – 17:00	Evaluation of the session/feedback by the participants		MI Team	Online survey method

Saturday, August 8 & Sunday, August 9 – Free Days

Week II				
Day I: Monday, August 10, 2020				
Mode: Online				
Time (Thailand Time)	Contents / Sessions		Resource Person / Facilitator	Mode of Delivery
Morning	Online group work/discussions/uploading group/individual work on e-learning portal		Participants	As agreed within groups
14:00 – 14:30	Presentations by Groups/Individual Participants followed by Q&A/discussions, 5 minutes for each group		MI Team & Ms. Ratna Devi Nadarajan, Program Specialist, ADC, MI	Live powerpoint, video etc
14:30 - 15:00	Module II: Trade in Goods and Services in Post-Pandemic World	Session -III Regional Cooperation considerations for post-COVID-19 trade standards and regulations	Ms. Ratna Devi Nadarajan, Program Specialist, ADC, MI	Live powerpoint, video etc
15:00- 15:10		Q&A, discussions, quiz, simulation exercises, role play	Ms. Ratna Devi Nadarajan, Program Specialist, ADC, MI	Online whiteboard, simulation, survey methods, video etc
15:10 – 15:20	Break			
15:20 – 15:50	Module III: Cross-border Trade, Competitiveness and Pandemic	Session -I Linking Issues in Cross-border Trade and Competitiveness	Dr. Tamanna Chaturvedi, MI, Consultant	Live powerpoint, video etc
15:50 – 16:00		Q&A, Discussions, quiz, simulation exercises	Dr. Tamanna Chaturvedi, MI, Consultant	Online whiteboard, simulation, survey methods, video etc
16:00 - 16:30	Module III: Cross-border Trade, Competitiveness and Pandemic	Session -I Linking Issues in Cross-border Trade and Competitiveness (contd)	Dr. Tamanna Chaturvedi, MI, Consultant	Live powerpoint, video etc

16:30-16:40		Q&A, Discussions, quiz, simulation exercises	Dr. Tamanna Chaturvedi, MI, Consultant	Online whiteboard, simulation, survey methods, video etc
16:40 – 16:55		Explanation of Group or Individual Work/Assignment	MI Dr. Tamanna Chaturvedi, MI, Consultant	Live online
16:55 – 17:00	Evaluation of the session/feedback by the participants		MI Team	Online survey method

Week II				
Day II: Tuesday, August 11, 2020				
Mode: Online				
Time (Thailand Time)	Contents / Sessions		Resource Person / Facilitator	Mode of Delivery
Morning	Online group work/discussions/uploading group/individual work on e-learning portal	Participants	As agreed within groups	Morning
14:00 – 14:30	Presentations by Groups/Individual Participants followed by Q&A/discussions, 5 minutes for each group	MI Team & Dr. Tamanna Chaturvedi, MI, Consultant	Live powerpoint, video etc	14:00 – 14:30
14:30 – 15:00	Module III: Cross-border Trade, Competitiveness and Pandemic	Session -II Cross-border Linkages in the LM region	Ms. Sanchita Chatterjee, Program Specialist, Trade & Investment Facilitation Department (TIF), MI	Live powerpoint, video etc
15:00-15:10		Q&A, Discussions, quiz, simulation exercises	Ms. Sanchita Chatterjee, Program Specialist, TIF, MI	Online whiteboard, simulation, survey methods, video etc
15:10-15:20	Break			

15:20 – 15:50	Module III: Cross-border Trade, Competitiveness and Pandemic	Session -III Measures for Protecting Frontline Officials Health, Business Continuity and Cross-border Trade	Dr. Zhang Guoping, MI Consultant	Live powerpoint, video etc
15:50-16:00		Q&A, Discussions, quiz, simulation exercises	Dr. Zhang Guoping, MI Consultant	Online whiteboard, simulation, survey methods, video etc
16:00-16:30	Module III: Cross-border Trade, Competitiveness and Pandemic	Session -III Measures for Protecting Frontline Officials Health, Business Continuity and Cross-border Trade (contd)	Dr. Zhang Guoping, MI Consultant	Live powerpoint, video etc
16:30 – 16:45		Q&A, Discussions, quiz, simulation exercises	Dr. Zhang Guoping, MI Consultant	Online whiteboard, simulation, survey methods, video etc
16:45-16:55	Explanation of Mid-term evaluation		MI Team	Live Online Session
16:55-17:00	Evaluation of the session/feedback by the participants		MI Team	Online survey methods

Week II Day III, Wednesday, August 12, 2020 Mode: Online			
Time (Thailand Time)	Contents / Sessions	Resource Person / Facilitator	Mode of Delivery
Morning	Mid-term Evaluation of Participants' Skills and Knowledge Levels	MI Team	Online survey methods

Week II Day IV, Thursday, August 13, 2020 Free Day			
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Week II Day V, Friday, August 14, 2020 Mode: Online			
Time (Thailand Time)	Contents / Sessions	Resource Person / Facilitator	Mode of Delivery
09:00 –	Session -II	Ms. Sanchita	Live powerpoint,

09:30		Cross-border Linkages in the LM region (contd)	Chatterjee, Program Specialist, TIF, MI	video etc
09:30 – 09:45		Q&A, Discussions, quiz, simulation exercises	Ms. Sanchita Chatterjee, Program Specialist, TIF, MI	Online whiteboard, simulation, survey methods, video etc
09:45-10:00	Break			
10:00 - 10:30	Module IV: Cross-border Connectivity, Competitiveness and Pandemic	Session -I Promoting Connectivity to Enhance Competitiveness	Dr. Henry Sandee, MI Consultant	Live powerpoint, video etc
10:30-10:45		Q&A, Discussions, quiz, simulation exercises	Dr. Henry Sandee, MI Consultant	Online whiteboard, simulation, survey methods, video etc
10:45-11:15	Module IV: Cross-border Connectivity, Competitiveness and Pandemic	Session -I Promoting Connectivity to Enhance Competitiveness (contd)	Dr. Henry Sandee, MI Consultant	Live powerpoint, video etc
11:15 – 11:30		Q&A, discussions, quiz, simulation exercises, role play	Dr. Henry Sandee, MI Consultant	Online whiteboard, simulation, survey methods, video etc
11:30 – 11:50		Explanation of Group or Individual Work/Assignment	Dr. Henry Sandee, MI Consultant	Live online
11:50 – 12:00	Evaluation of the session/feedback by the participants		MI Team	Online survey method
Afternoon	Online group work/discussions/uploading group/individual work on e-learning portal		Participants	As agreed within groups

Saturday, August 15 & Sunday, August 16 – Free Days

Week III			
Day I: Monday, August 17, 2020			
Mode: Online			
Resource Person / Facilitator	Resource Person / Facilitator	Resource Person / Facilitator	Resource Person / Facilitator
Morning	Online group work/discussions/uploading group/individual work on e-learning portal	Participants	As agreed within groups
14:00 – 14:30	Presentations by Groups/Individual Participants followed by Q&A/discussions,	MI Team & Dr. Henry Sandee, MI	Live powerpoint, video etc

	5 minutes for each group		Consultant	
14:30 – 15:00	Module IV: Cross-border Connectivity, Competitiveness and Pandemic	Session -II Supply Chain Management for Enhancing Competitiveness in Cross-border Connectivity in LM Countries	Dr. Henry Sandee, MI Consultant	Live powerpoint, video etc
15:00- 15:15		Q&A, Discussions, quiz, simulation exercises	Dr. Henry Sandee, MI Consultant	Online whiteboard, simulation, survey methods, video etc
15:15 – 15:45	Module IV: Cross-border Connectivity, Competitiveness and Pandemic	Session -II Supply Chain Management for Enhancing Competitiveness in Cross-border Connectivity in LM Countries (contd)	Dr. Henry Sandee, MI Consultant	Live powerpoint, video etc
15:45- 16:00		Q&A, Discussions, quiz, simulation exercises	Dr. Henry Sandee, MI Consultant	Online whiteboard, simulation, survey methods, video etc
16:00- 16:10	Break			
16:10- 16:40	Module IV: Cross-border Connectivity, Competitiveness and Pandemic	Session -III Cooperation for Enhancing Cross-border Trade in a Post-pandemic World	Dr. Henry Sandee, MI Consultant	Live powerpoint, video etc
16:40 – 16:50		Q&A, Discussions, quiz, simulation exercises	Dr. Henry Sandee, MI Consultant	Online whiteboard, simulation, survey methods, video etc
16:50- 16:55	Explanation of Final Evaluation		MI Team	Live Online Session
16:55- 17:00	Evaluation of the session/feedback by the participants		MI Team	Online survey methods

Week III

Day-II, Tuesday, August 18, 2020

Mode: Online

Time	Contents / Sessions	Resource Person / Facilitator	Mode of Delivery
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Morning	Final Evaluation (Exam) of Participants' Skills and Knowledge Levels	MI Team	Online Survey Methods
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Week - III				
Day III, Wednesday, August 19, 2020				
Mode: Online				
Time	Contents / Sessions		Resource Person / Facilitator	Mode of Delivery
09:00-09:30	Module V: Action Plans	Introduction to Action Plans Followed by Q&A, discussions	MI Team	Live online, video, powerpoint
Afternoon		Action Plan Preparation	Participants	As agreed within groups

Week III				
Day IV: Thursday, August 20, 2020				
Mode: Online				
Time	Contents / Sessions		Resource Person / Facilitator	Mode of Delivery
Morning	Module V: Action Plans	Action Plan Preparation	Participants	As agreed within groups
14:00 – 16:00		Action Plan Presentations: Group I-VI Followed by comments by MI team 20 minutes each	MI Team	Live powerpoint, video etc, live online
16:00 - 17:00		Closing: Announcement of results of exam Speeches by selected participants Way Forward Closing Remarks	Dr. Watcharas Leelawath, Executive Director, MI; Mr. Madhurjya Kumar Dutta, Director, TIF Department, MI TIF Department, MI	Live online

7.5. Directory

I. Participants

No	Photos	Name/Position / Organization	Contact
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Thailand			
1		Mr. Jaturong Srisawangwong Northeast Vice President, Business Potential Development and Funding Federation of Thai SME	Postal address: 14/72 Srichan Rd 23, T.Nai- Muaeng, A.Muaeng-Khon Kaen, Khon Kaen 40000 Mobile: +6693 196 2493 Email: jaturongs@ymail.com
4		Ms. PLOYNAPUS RUANGSAENGSI LP MANAGING DIRECTOR PRACHARAT RAKSAMAKKI PRACHINBURI (SOCIAL ENTERPRISE) CO., LTD. PRACHINBURI PROVINCE, THAILAND	Postal address: No. 107 Moo 9 Tambon Nonsi Amphur Kabinburi Prachinburi Province 25110. THAILAND Mobile: +66818509206 Email: ploynapus@gmail.com

II. Resource Person (RP)

No	Photos	Name/Position / Organization	Contact
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4		Dr. Zhang Guoping MI Consultant China Deveopment Institute Shenzhen, P.R.China	Email: guoping@cdi.org.cn
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III. MI Organizing Team

No	Photos	Position / Organization	Contact
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MEKONG INSTITUTE

About Mekong Institute

The Mekong Institute (MI) is an Inter-Governmental Organization (IGO) working closely with the governments of six countries, namely Cambodia, P.R.China, Lao PDR, Myanmar, Vietnam and Thailand, to promote regional development, cooperation and integration by offering capability development programs across three cutting themes of Agricultural Development and Commercialization (ADC), Trade and Investment Facilitation (TIF), and Innovation and Technological Connectivity (ITC).

MEKONG INSTITUTE

GMS intergovernmental organization

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