

PARTNER
COUNTRY QUESTIONNAIRE



PAGE 4: B.1) ABOUT YOU

Q1: COUNTRY	GUATEMALA
Q2: ABOUT YOU	
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Q3: CONSULTATION (Other ministries/agencies consulted in preparing this questionnaire reply) :	Foreign Trade Policy Office of the Treasury Department, CNCIT, Chamber of Industry

PAGE 6: C.2.) YOUR GOVERNMENT'S AID-FOR-TRADE PRIORITIES

Q4: Do you have Aid-for-Trade priorities?	Yes
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PAGE 7: C.2.) YOUR GOVERNMENT'S AID-FOR-TRADE PRIORITIES

Q5: Please indicate your Aid-for-Trade priorities Below are listed the most common priority areas grouped according to broad Aid-for-Trade categories. Please rank the top 5 priority areas among the 12 listed .(1 being the most important)

Trade policy analysis, negotiations and implementation	3
Trade facilitation	1
Cross-border infrastructure	5
Competitiveness	2
Connecting to value chains	4
(please specify)	Translation DB: We are also interested in regional integration (Customs Union)

PARTNER
COUNTRY QUESTIONNAIRE

Q6: Additional information.

Respondent skipped this question

PAGE 8: C.2) YOUR GOVERNMENT'S AID FOR TRADE PRIORITIES

Q7: Have your Aid-for-Trade priorities changed since 2012?

Yes

PAGE 9: C.2) YOUR GOVERNMENT'S AID FOR TRADE PRIORITIES

Q8: What are the top 3 drivers of these changes? (Please choose no more than 3 options)

Competitiveness objectives, Trade facilitation, Other (please specify)
Translation DB: Capacity building in sustainable development is needed in order to access markets.

Q9: Additional information.

Respondent skipped this question

Q10: Have these changes been reflected in your national development strategy?

Yes

Q11: Have these changes been reflected in your dialogue with development partners?

Yes

Q12: Is trade facilitation reflected as a priority in your national or regional development policy?

Yes

PAGE 10: C.2.) YOUR GOVERNMENT'S AID-FOR-TRADE PRIORITIES

Q13: In which existing policy document(s) can trade facilitation be found as a priority? (You may tick more than one box)

National trade strategy,
Regional development strategy,
Other (please specify)
Translation DB: National Competitive Strategy

Q14: Additional information.

Respondent skipped this question

PAGE 11: C.2.) YOUR GOVERNMENT'S AID-FOR-TRADE PRIORITIES

PARTNER
COUNTRY QUESTIONNAIRE

Q15: Is trade facilitation included in new draft policy documents currently being updated and formulated? Yes

PAGE 12: C.2.) YOUR GOVERNMENT'S AID-FOR-TRADE PRIORITIES

Q16: Please indicate in which new draft policy documents, currently being updated or formulated, trade facilitation is included: National development strategy,
Regional development strategy

Q17: Additional information.

Translation DB: In relation to the National development strategy, a Trade Facilitation Action Plan is being prepared; and for the Regional Strategy resulting from the Punta Cana Declaration, a Regional Competitiveness and Trade Facilitation Plan is being drawn up.

PAGE 14: D.1) TRADE COSTS

Q18: How important are trade costs for the competitiveness of your exports? Important

Q19: Additional information.

Translation DB: Other issues currently exist such as the connection between non-tariff barriers and new trends regarding approval of products by consumers that are reflected in private standards.

Q20: Do your national policies address the issue of trade costs for exports? Yes

PAGE 15: D.1) TRADE COSTS

Q21: Which document(s) address(es) the issue of trade costs for exports ? National trade strategy,
Sector specific strategies (e.g. agriculture, etc.)

Q22: Additional information.

Translation DB: This issue has been considered in the Foreign Trade Integration Policy, and is currently being worked on as far as the Trade Policy Action Plan is concerned in which actions aimed at reducing transport costs are reflected.

PAGE 16: D.1) TRADE COSTS

PARTNER
COUNTRY QUESTIONNAIRE

Q23: How important are trade costs for access to imports? Important

Q24: Additional information.

Translation DB: Trade costs mainly affect competitiveness of imports of raw materials.

PAGE 17: D.1) TRADE COSTS

Q25: Do national policies address the issue of trade costs for imports? Yes

PAGE 18: D.1) TRADE COSTS

Q26: Which document(s) address(es) the issue of trade costs for imports? National trade strategy

Q27: Additional information.

Respondent skipped this question

PAGE 19: D.1) TRADE COSTS

Q28: What are the most important sources of trade costs for the export of merchandise goods? (You may choose more than 1 option)

Border procedures (trade facilitation),
Non-Tariff Measures (including standards),
Transport infrastructure, Other,
(please specify)
Translation DB: Additional costs such as controls/inspection, sanitary and phytosanitary treatment, quarantine, etc.

Q29: Additional information.

Respondent skipped this question

PAGE 20: D.1) TRADE COSTS

Q30: What are the most important sources of trade costs for the export of services? (You may choose more than 1 option)

Network infrastructure (ICT, power, telecoms),
Transport infrastructure (e.g. for tourism),
Restrictions on movement of natural persons

PARTNER
COUNTRY QUESTIONNAIRE

Q31: Additional information.

Translation DB: Restrictions on movement of natural persons can be illustrated, for example, by migratory problems encountered in the transport services area.

PAGE 21: D.1) TRADE COSTS

Q32: In which regional markets to which you export merchandise goods and services do you face the highest trade costs? (Please select no more than 5 regions)

North America, Central America,
South America, The Caribbean,
Western Europe

Q33: Indicate your home region.

Central America

PAGE 22: D.1) TRADE COSTS

Q34: FOR MERCHANDISE GOODS: For the markets which you have identified as the highest cost, why are trade costs high? (You may choose more than 1 option)

Border procedures (trade facilitation),
Non-Tariff Measures (including standards),
Transport infrastructure

Q35: Additional information.

Respondent skipped this question

Q36: FOR SERVICES: For the markets which you have identified as the highest costs, why are trade costs high? (You may choose more than 1 options)

Poor network infrastructure (ICT, telecoms),
Poor transport infrastructure (e.g. for tourism),
Restrictions on movement of natural persons

Q37: Additional information.

Respondent skipped this question

PAGE 23: D.1) TRADE COSTS

Q38: How have your trade costs evolved over the past 5 years ?

Between 0-10% increase

Q39: Additional information.

Translation DB: In certain cases, the increase has been less than 10% and in others more than 10%; the increases were dependent on the price of oil (increased until 2013) and costs did not decrease in 2014.

PARTNER
COUNTRY QUESTIONNAIRE

PAGE 24: D.1) TRADE COSTS

Q40: Does your Government use any of the following sources to address the issue of trade costs? (You may choose more than 1 option)	Research by donor funded project, World Bank Doing Business Index, World Bank Logistic Performance Index, World Economic Forum Global Competitiveness Report
Q41: Additional information.	<i>Respondent skipped this question</i>
Q42: Do you validate the results? (You may tick more than 1 box)	Yes, dialogue with private sector, Yes, dialogue with government
Q43: Additional information.	<i>Respondent skipped this question</i>

PAGE 26: E.1) REDUCING TRADE COSTS

Q44: Is your government taking national action to reduce trade costs?	Yes
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PAGE 27: E.1) REDUCING TRADE COSTS

Q45: What national action is your government is taking?(You may tick more than 1 box)	National government initiatives, Joint public-private sector initiatives, Private sector initiatives, Initiatives supported by development partners
Q46: Additional information.	Translation DB: The initiatives are currently being devised, cooperation will be necessary to concretise actions.
Q47: In which areas have national actions been undertaken or are on-going? (You may tick more than one box)	Border procedures (trade facilitation), Network infrastructure (ICT, power, telecoms), Tariffs on product inputs (e.g. on computers for ICT services)

PARTNER
COUNTRY QUESTIONNAIRE

PAGE 28: E.1) REDUCING TRADE COSTS

Q48: Is your government engaged in regional actions to reduce trade costs?	Yes
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PAGE 29: E.1) REDUCING TRADE COSTS

Q49: Please specify (You may tick more than 1 box)	Regional economic community, Free trade agreements
Q50: In which areas have regional actions been undertaken or are on-going? (You may tick more than 1 box)	Border procedures (trade facilitation), Network infrastructure (ICT, power, telecoms)
Q51: Additional information.	<i>Respondent skipped this question</i>

PAGE 30: E.1) REDUCING TRADE COSTS

Q52: Is external support aligned with your national and regional needs to reduce trade costs ?	No
Q53: Additional information.	
Translation DB: Guatemala is working on numerous plans but donor cooperation needs to be arranged to concretise actions.	

PAGE 31: E.1) REDUCING TRADE COSTS

Q54: How is external support aligned with your needs?(You may tick more than 1 box)	<i>Respondent skipped this question</i>
Q55: Additional information.	<i>Respondent skipped this question</i>

PAGE 32: E.1) REDUCING TRADE COSTS

PARTNER
COUNTRY QUESTIONNAIRE

Q56: Why is external support not aligned with your needs?(You may tick more than 1 box)

Other (please specify)
Translation DB: Because development in the national agenda needs more support; quite often donors identify other priorities.

Q57: Additional information.

Respondent skipped this question

PAGE 34: F.1) TRADE FACILITATION AGREEMENT

Q58: What impact would implementation of the Trade Facilitation Agreement, when adopted, have on the evolution of your trade costs?

No capacity to estimate

Q59: Additional information.

Translation DB: To be able to answer this question, a more in-depth study of the impact of trade costs is needed.

PAGE 35: F.1) TRADE FACILITATION AGREEMENT

Q60: In which regions would the implementation of the Trade Facilitation Agreement, when adopted, have the biggest impact on the trade costs you face ? (Please choose no more than 5 options)

All regions, No capacity to estimate

Q61: Additional information.

Translation DB: To be a Multilateral Agreement, there should be a general reduction in relation to member countries of the Agreement, but you would need formal tracking/measuring to establish in which regions the Agreement would have the biggest impact.

PAGE 36: F.1) TRADE FACILITATION AGREEMENT

Q62: Do you plan to seek Aid-for-Trade support to help implement the Trade Facilitation Agreement, when adopted ?

Yes, after TFA adoption

Q63: Have you undertaken a Trade Facilitation Needs Assessment?

Yes

PAGE 37: F.1) TRADE FACILITATION AGREEMENT

PARTNER
COUNTRY QUESTIONNAIRE

Q64: Please specify the organization(s) involved in and year(s) of each needs assessment.

UNCTAD	2012
World Bank	2008
Other	2014
(please specify)	
Inter-American Development Bank, 2014	

PAGE 38: F.1) TRADE FACILITATION AGREEMENT

Q65: Do you plan to request a new Trade Facilitation Needs Assessment or an update of an existing assessment? No

Q66: Please specify why. *Respondent skipped this question*

PAGE 39: F.1) TRADE FACILITATION AGREEMENT

Q67: Where might you need support to implement the Trade Facilitation Agreement, when adopted? (You may tick more than 1 box)

- To develop national implementation plans,
- To support scheduling of commitments,
- To support national ratification,
- To support implementation of specific TFA provisions
- ,
- To align support with on-going national reform programmes

PAGE 40: F.1) TRADE FACILITATION AGREEMENT

Q68: What difficulties do you face, or do you expect to face, in securing Aid-for-Trade support to help implement the Trade Facilitation Agreement, when adopted ? (You may tick more than 1 box)

- Lack of information on funding opportunities ,
- Differing priorities of in-country donors ,
- Problems accessing external funds,
- Problems to quantify TFA implementation needs,
- Accessing regional programmes

PARTNER
COUNTRY QUESTIONNAIRE

PAGE 41: F.1) TRADE FACILITATION AGREEMENT

Q69: Which disciplines of the Trade Facilitation Agreement, when adopted, will prove the hardest to implement and where Aid-for-Trade support should be focused?(You may tick more than 1 box)	Comment before entry into force , Appeal and review procedures, Release and clearance of goods, Border agency cooperation, Formalities connected with importation, exportation and transit , Establishment and/or continued operation of national committee
Q70: Additional information.	<i>Respondent skipped this question</i>

PAGE 43: G.1) IMPACT: REDUCING TRADE COSTS AND INCLUSIVE, SUSTAINABLE GROWTH

Q71: What have been the key factors in achieving successful reductions in trade costs? (Please choose no more than 5 options)	Private sector engagement and commitment, Alignment of projects with private sector priorities , Funding from development partners, Sustained political engagement and commitment by national authorities , Use of regional approach
Q72: Additional information.	<i>Respondent skipped this question</i>

PAGE 44: G.1) IMPACT: REDUCING TRADE COSTS AND INCLUSIVE, SUSTAINABLE GROWTH

Q73: What outputs have been achieved by actions taken to reduce trade costs? (Please choose no more than 5 options)	Updated customs legislation, Updated customs working practices, Creation of electronic single windows , Creation of trade facilitation committees
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PARTNER
COUNTRY QUESTIONNAIRE

Q74: Additional information.

Translation DB: CAUCA and RECAUCA (customs legislation) and SAC (tariffs) are Central American regional instruments that are making progress, but there has been no significant impact on reducing trade costs.

PAGE 45: G.1) IMPACT: REDUCING TRADE COSTS AND INCLUSIVE, SUSTAINABLE GROWTH

Q75: What outcomes have been achieved by actions taken to reduce trade costs? (Please choose no more than 5 options)

Increase in export volumes,
Increase in import volumes

Q76: Additional information.

Respondent skipped this question

PAGE 46: G.1) IMPACT: REDUCING TRADE COSTS AND INCLUSIVE, SUSTAINABLE GROWTH

Q77: What impacts have been achieved by actions taken to reduce trade costs? (Please choose no more than 5 options)

Diversification in export markets,
Diversification in export products,
Rise in employment,
Increase in domestic private sector investment

Q78: Additional information.

Respondent skipped this question

PAGE 47: G.1) IMPACT: REDUCING TRADE COSTS AND INCLUSIVE, SUSTAINABLE GROWTH

Q79: Which types of actions have achieved the most positive results in reducing trade costs for goods and services? (Please choose no more than 7 options)

Tariff reforms,
Improving the regulatory environment for services
,
Tariffs on product inputs (e.g. on computers for ICT services)

Q80: Additional information.

Respondent skipped this question

PAGE 48: G.1) IMPACT: REDUCING TRADE COSTS AND INCLUSIVE, SUSTAINABLE GROWTH

PARTNER
COUNTRY QUESTIONNAIRE

Q81: What contribution can reducing trade costs make to the target of inclusive, sustainable growth? (Please choose no more than 7 options)

Increase in exports, Rise in employment,
Rise in female employment,
Entry into new value chains,
Moving up value chains, Increase in imports,
Consumer welfare effects

Q82: Additional information.

Respondent skipped this question

PAGE 50: H.1) IMPACT OF THE AID FOR TRADE INITIATIVE

Q83: Has the alignment of Aid-for-Trade support to your national needs and priorities changed since the launch of the Aid-for-Trade Initiative in 2005?

Improved

PAGE 51: H.1) IMPACT OF THE AID FOR TRADE INITIATIVE

Q84: If it has improved, please specify why.(You may tick more than one box)

Better dialogue with donors,
Better dialogue with the private sector,
Better dialogue with regional partners

PAGE 52: H.1) IMPACT OF THE AID FOR TRADE INITIATIVE

Q85: Why has the alignment declined?(You may tick more than 1 box)

Respondent skipped this question

Q86: Additional information.

Respondent skipped this question

PAGE 53: H.1) IMPACT OF THE AID FOR TRADE INITIATIVE

PARTNER
COUNTRY QUESTIONNAIRE

Q87: What impact has the Aid-for-Trade Initiative had since it was launched in 2005?(You may tick more than 1 box)

Increase in resources available for trade development

,

More attention to trade issues in development ,

More priority given by national authorities to trade issues in national development planning

,

More priority given by regional authorities to trade issues in development planning

,

More priority given by donors to trade issues in national development planning

,

More priority given by private sector to trade issues

,

More priority given by NGOs to trade issues

Q88: Additional information.

Translation DB: When we are referring to regions, we are talking about the Central American "bloc".

PAGE 54: H.1) IMPACT OF THE AID FOR TRADE INITIATIVE

Q89: What potential future contribution could the Enhanced Integrated Framework for LDCs make to the post-2015 development agenda? (Please choose no more than 5 options)

Mainstreaming of trade issues in national policy ,

Engaging the private sector in national trade and development policy planning

,

Coherence in trade and development policy,

Women's economic empowerment

Q90: Additional information.

Respondent skipped this question

PARTNER
COUNTRY QUESTIONNAIRE

Q91: What potential future contribution could the Aid-for-Trade Initiative make to the post-2015 development agenda? (Please choose a maximum of 5 options)

Contribution of financing for development,
Ensuring continued attention to trade issues in development
,
Helping to create the conditions for employment,
Positive impacts on women's economic empowerment
,
Contribution to green growth through the creation of green value chains

Q92: Additional information.

Respondent skipped this question

Q93: How in your view could the Aid-for-Trade Initiative be improved?

Translation DB: Development of activities that suit the needs of the country requesting cooperation, and of more long-term Technical Assistance support for issues identified by those countries, including team support. Widen the definition of Aid for Trade [TO CHECK].

PAGE 55: H.1) IMPACT OF THE AID FOR TRADE INITIATIVE

Q94: Additional information on "Reducing trade costs and inclusive, sustainable growth". If there is anything you would like to add on the topic of "Reducing trade costs for inclusive, sustainable growth", which you feel has not been covered in this questionnaire, please use this box.

Translation DB: Something important to take note of is to reduce the transaction and management times for non-tariff requirements.