

1.1.4) Seminar on International Documents and Payments' and 'Regional policy in Economy and Infrastructure'

This seminar was given in Kathmandu London Chamber. The seminar takes 2 days and will be given twice. Participants of this seminar are the representatives of Nepalese IBOs. The contents of the seminar are as follows:

International Documents and Payments: This training-module will enable the Nepalese Chamber to further enforce their role as a qualified institution active in solving customs problems when entering the EU, answering questions regarding international trade documents and payments. It will also make selected staff members more competent and efficient in issuing international documents, which will be of benefit for the international trade and the development of the companies in the region.

The following components will be presented:

-Contracts and international payments with specific direction to EU

Information will be given about important definitions regarding international trade such as; inquiry; offer; order; invoice and some of the international standard contracts that are used internationally, for example ECE 181 and Orgalime S 92. Information about different ways of making international payments will also be included, for example letters of credit, irrevocable letter of credit, cash against documents etc.

-International delivery terms / Inco-terms 2000 and US delivery terms

The purpose of the INCO-terms 2000 is to provide a set of international rules for the interpretation of the most commonly used delivery terms in foreign trade. Besides the INCO-terms, information will be given about the US delivery terms and suitable transport modes. The seminar will include both theoretical and practical exercises and will be given to the relevant staff.

-Other international documents needed in import and export activities

It is essential to have a thorough understanding of the overall rules and regulations concerning trade, import and export. Seminars for the staff will be arranged that will include discussions and information on these subjects.

-International trade agreements

Aside from the set of rules and regulations present in the EU, there is a need for an understanding of other international trade regulations which are vital to success in international business. The Nepalese Chamber must therefore have relevant knowledge in this field. An understanding of the GATT-regulations as well as other bilateral and multilateral trade agreements is a prerequisite when giving advice and consultation to the business community.

Regional policy in Economy and Infrastructure: To further reinforce the Nepalese Chamber's reputation as the leading organisation for the regional business community among public authorities as well as the business community, there is a need to develop and maintain a strong and focused business development policy. This will help promote the Chamber and create a backbone for Chamber priorities as well as strengthen the trade development in the region.

This part of training will therefore include the following:

- How to create a structure of efficient lobbying functions at the Chamber,
- How to set up an agenda for Nepalese business to improve the conditions for business and industry,
- How to develop an effective long-term lobbying structure in combination with a strategy for solving ad hoc problems,
- How to participate in an efficient dialogue with regional and national governments so as to have a real effect on the decision-making process.

The training will also include practical examples of how a Nepalese Chamber can act as:

- an initiator in various fields of importance to companies in Nepal and,
- a venue for open dialogue between companies and public authorities.

Human resource involved:

2 LCCI (preparation and training)

2 EEC-Nepal (organisation and participation)

2 FNCSIN (organisation and participation)

15 Representatives of IBOs from within the network (participation)

15 Representatives of relevant government departments, of business communities and (I)NGOs

(participation)