

**SYLLABUS FOR WRITTEN TEST FOR SELECTION OF TRADE AND  
INVESTMENT OFFICERS, 2019**  
**(Total Marks = 100)**

The written test will be based on multiple choice questions (MCQs) and/or case study based questions to be asked from following eight sections as per the marks allocated to each.

**PART 1: STRUCTURE OF PAKISTAN'S ECONOMY & ECONOMIC POLICIES (10 MARKS)**

- Macroeconomic situation of Pakistan
- Major imports, exports and trends overtime
- Current and structural issues affecting the Pakistan's international trade (imports and exports)
- Recent measures for enhancement of exports and import compression
- Strategic Trade Policy Framework (STPF, 2015-18) and Investment Policy

**PART 2: INTERNATIONAL TRADE THEORY & WTO (15 MARKS)**

- International trade theory & policy
  - Recent trade theories, Ricardian theory of comparative advantage, Porter's theory of competitive advantage, tariff quotas, non-tariff barriers and their implications on international trade, instruments of trade policy.
- General Agreement on Tariffs and Trade (GATT)
  - Agreement on Agriculture, Sanitary and Phyto-sanitary Measures, Technical Barriers to Trade, Pre-Shipments Inspection, Antidumping, Customs Valuation, Rules of Origin, Subsidies and Countervailing Measures, Safeguards, Trade Facilitation Agreement
- General Agreement on Trade in Services (GATS)
- Dispute Settlement Understanding, Trade Policy Review
- Current state of play at WTO and Pakistan's position
  - E-Commerce
  - Agriculture and Fisheries
  - Development (debate of developing VS developed status)
  - DSU Reforms

**PART 3: COMMERICAL DIPLOMACY (15 MARKS)**

- Market access, its forms and its importance in international trade (under Art. XXIV of GATT, Art. V of GATS and enabling clause)
- Pakistan's bilateral and multilateral trade agreements and arrangements – Overview, current status and impact on Pakistan's trade and domestic industry
  - SAFTA, ECOTA
  - Pak-China Free Trade Agreement
  - Pak-Sri Lanka Free Trade Agreement
  - Pak-Malaysia Free Trade Agreement
  - Pakistan-Indonesia PTA
  - Pakistan-Mauritius PTA
  - Unilateral concession granted to Pakistan: EU's GSP+, USA's GSP
  - Pak-Iran Preferential Trade Agreement
- Regional trading blocs
  - Significance of regional trading blocs across the globe and their role in promotion of trade and investment particularly with reference to enhancing Pakistan's exports and attracting FDI.

#### **PART 4: TRADE PROMOTION (25 MARKS)**

- Domestic commerce
  - State of domestic commerce in Pakistan
- Dynamics (export trends, issues & challenges and potential) of Pakistan's export sectors
  - Textile, leather, rice, fruits and vegetables, sports goods, surgical instruments, cutlery, light engineering, home appliances, pharmaceuticals and handicraft
- Trade promotion
  - Instruments of trade promotion
  - Major international trade fairs relevant to Pakistan's export
- Trade related institutions – functions and role in trade promotion
  - Private sector institutions: chambers of Commerce & Industry, trade associations and think tanks
  - Public sector institutions: Trade Development Authority of Pakistan (TDAP), Pakistan Horticulture Development and Export Company (PHDEC), Pakistan Software Export Board (PSEB), Defense Export Promotion Organization (DEPO), Trade Dispute Resolution Office (TDRO), Directorate General of Trade Organizations (DGTO), Department of Plant Protection, Marine Fisheries Department, Fisheries Development Board, Animal Quarantine Department
  - Role of Ministries: Commerce and Textile, Industries and Production, National Food Security & Research, Foreign Affairs and Provincial Governments
  - Role of National Tariff Commission in trade defense laws
- Import and export procedures and trade terms
  - International commercial terms (Incoterms)
  - Payment terms
  - Export documentation
  - Export procedures
  - Import policy order
  - Export policy order

#### **PART 5: INVESTMENT PROMOTION & MARKETING (10 MARKS)**

- Pakistan's investment climate
  - Investment regulatory framework – Investment Act and investment policy
  - Ease of doing business reforms during the last two years
  - Trends in foreign direct investment (FDI) in Pakistan
  - Investment incentives in Pakistan – federal and provincial
  - CPEC – Phase II (industrial cooperation), potential sectors for relocation and industrial growth
  - Special Economic Zones (SEZs)
  - Export Processing Zones (EPZs)
- Investment and trade linkages
  - Impact of investment on exports
  - Types of investment – market seeking, efficiency seeking, strategic etc
- Investment promotion
  - Role of Investment Promotion Agencies (IPAs) – federal and provincial IPAs
  - Role and importance of Bilateral Investment Treaties (BITs)

#### **PART 6: DATA MINING AND ANALYTICAL SKILLS (10 MARKS)**

- Data mining
  - Sources of International trade data, investment data, production data, pricing data and tariff data
  - Sources of Pakistan's data on trade, tariffs, investment, commodity prices and production
- Analytical skills
  - Data response questions on economic data to be taken from Government reports (e.g., Pakistan Economic Survey, annual and quarterly reports of the State Bank of Pakistan, newspapers or magazines).

**PART 7: IT SKILLS (5 MARKS)**

- Word processing
- Spread sheets
- Presentation
- E-mail
- Search engines
- Portals, websites and social media

**PART 8: ENGLISH WRITING SKILLS (10 MARKS)**

English writing skills, particularly report writing skills