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Vienna, 2 - 6 June 1969

## FINAL REPORT

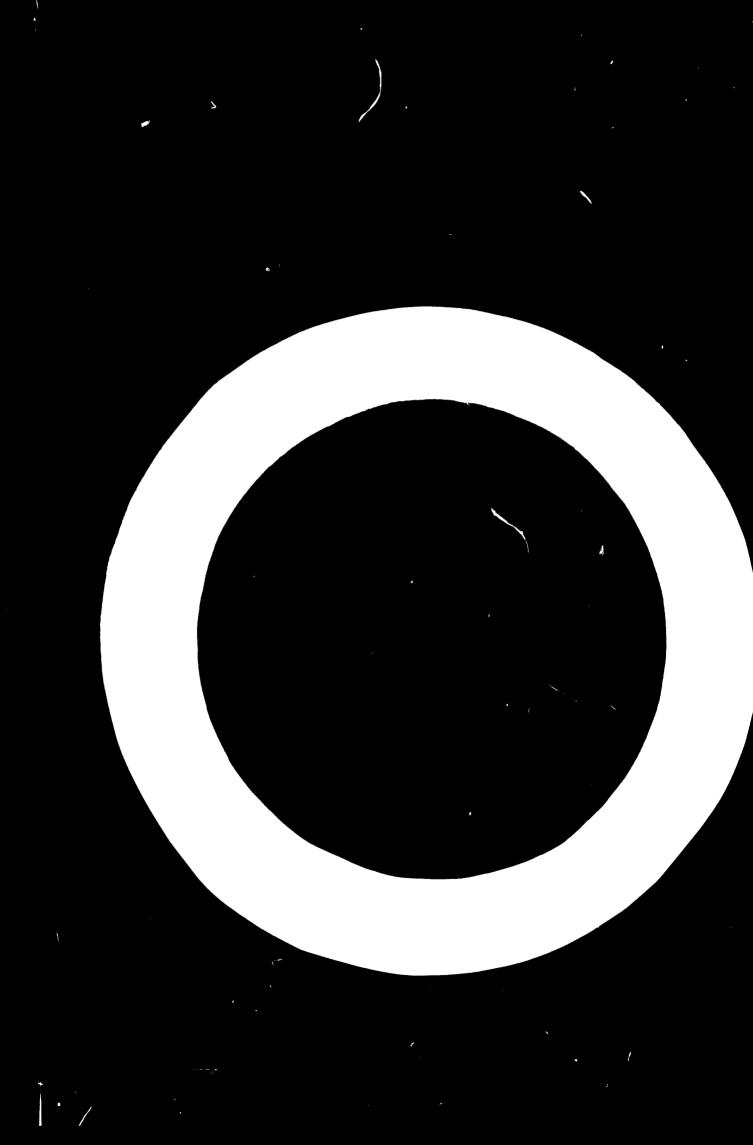
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We regret that some of the pages in the microfiche copy of this report may not be up to the proper legibility standards, even though the best possible copy was used for preparing the master fiche.



#### I. INTRODUCTION

- 1. The Meeting of Project Managers and Directors of Schooled UNIDO/UNDP (SF) Projects, organised by UNIDO, was held in Vienna from 2 to 6 June 1969. The Meeting was opened by the Executive Director of UNILO, Mr. I.H. Abdol-Rohman. The agenda of the Meeting is attached as Annex 1 of this report and the list of participants is shown in Annex 2.
- 2. The major part of the five day meeting was devoted to discussion of issues formulated in document ID/a.G. 38/3. During the course of the moeting the participants were also informed about UnIDC's major activities in technical oc-operation and in the supportion areas of work, and regarding the inter-linkage of field and Headquart as work, examples being the UNIDC Investment Promotion Programme and work in connexion with the role of UNIDC in the Second Development Decade. The Project Managers in addition mot with the Chiefs of the several rections in UniDC dealing mainly with financial and administrative aspects of the Special Fund projects (Technical Programmes Financial Management Section, Technical Equipment Project Emagers were informed about the new procedures and systems and about the activities being undertaken at UNILG Headquarters to improve the support to the field activities, and in particular, to the UNDF(SI) projects.

A special session of the meeting was devoted to presentations by the country Directors (co-managers to the Project Managers) of specific problems in their agents. The speed of recruitment, the qualifications of experts, the importance of training above d and the singlification of

sub-contracting procedures were among the important issues mentioned by the Directors.

Both the Project Lanagers and Directors also had an opportunity to discuss particular problems of their projects with the Nation staff members responsible for their implementation.

3. At the final session a summary of the important insues raised, views expressed and recommendations made was agreed upon and approved (see chapter II). It was also agreed at the meeting that UTIDO's Decretariat should prepare a report on the various topics discussed using the week's session, setting out the general conclusions reached and to circulate it to the participants for their comments, after thick a final report would be prepared.

Following this guideline the draft final report was directated to the participants. All their comments have been considered and most of them incorporated in this final report.

#### II. SUMMARY OF IMPORTANT ISSUES

(as approved at the final session)

#### Duration of projects

The Project Managers were pleased to hear about the increasing number of Industrial Development Centres being assisted by Special Fund projects. However, considerable preoccupation was expressed regarding the tendency of the UNDP to reduce the duration of Special Fund projects to one or two years. This is considered too brief a period for industrial development projects of the type under discussion. It was generally agreed that such projects need a long duration and reconsideration of this policy was strongly recommended in the case of Industrial Development Centres.

## Functions and activities of the Centres

The meeting noted that although there were a number of functions common to most of the Special Fund projects for the creation of industrial development centres, nevertheless, there were wide variations in some of these functions. This was due to the fact that requests for the establishment of such Centres were mide by countries at different levels of development as well as with a view to filling gaps which existed in the performance of functions necessary for rapid industrial development not already covered by the existing institutions.

Among the major functions of the Centres the meeting considered the following as the most prominent.

- 1. Industrial planning
- 2. Policies
- 3. Project formulation, evaluation and implementation

- 4. Consultancy and advisory services
- 5. Training

It was noted that collection and dissemination of industrial information in both technological and economic fields is of prectivalue to industry, existing and proposed. Its importance should therefore not be under-estimated, particularly for countries at early stages of industrial development.

The meeting considered it assential that in the course of implementation of the e-Special Fund projects those associated with the project should endeavour to make periodic evaluations of the functions they are carrying out and make the necessary recorrelations for widening the scope of the Centres if need by. It further charved that, in addition to sotivities which are undertaken with a view to inclosenting the project, attention should also be devoted to the initiation of any other projects of Technical Assistance required in related fields.

#### Status

The meeting noted that the statue of the project within the structure of a given administration would depend on the nature of the functions entrusted to it. It stressed that sufficient freedom should be given to such Centres with regard to work programmes, budgeting, selection and renumeration of personnel and all other metters which would make it possible for the Centres to fulfill their functions effectively.

It strongly recommended that projects should be made operational only after the necessary logal steps are completed for the establishment of these Centres.

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It strongly recommended that projects should be made operational only after the necessary legal steps are completed for the establishment of these Centres.

In cases where the function of the Centres are intimately related to the functions of other bodies, the item of Operation, the work programme and the procedure of work in such Centres should be such as to make possible full integration of the activities of these Centres with the rest of the administration.

The meeting considered that in cases where the functions of the Centres related to industrial development in a regional grouping, individuals recruited for the Centres from member countries other than the one where the project is located should enjoy the same privileges and immunities as internationally recruited UN staff.

### Recruitment

The meeting attached great importance to the question of recruitment. In particular, it stressed that the level and experience of the experts, the time taken for recruitment and the briefing of experts are all matters needing special attention.

#### Management of the Centres

Manager be given full authority to direct and supervise the activities of all the experts as members of the UN team, regardless of the programmes from which they are assigned to the Centre. To make this possible, it was recommended that UNIDO headquarters give sufficient briefing to the experts on this point. Equally important was also the need to ensure that reporting by the experts be submitted to the Project Manager for his prior approva! and processing.

The Neeting noted that in some cases the work of the Centres was hampered by existing procedures for sub-contracting, and strongly recommended that the procedures be similified with a view to expediting sub-contracting.

The Meeting nereed that in the evaluation of the performance of the Centres, due consideration should be taken of the fact that the activities of the Centres are often interpolated with the functions of other governmental or non-governmental bodies.

The Meeting further agreed that initiative for evaluation of the performance of the Centree may be taken by the government, UNIDO, or UNDF, but the evaluation itself should, as for as possible, be carried out jointly.

### Joneluaine Remarks

The Meeting expressed its satisfaction with the conclusions reached and suggested that periodic meetings of this nature be held in order to make possible the sharing of experiences gained by various projects of this type.

It recommended that UNIDO should arrange for the regular exchange of pertinent information which it receives from various Gentres.

On the basis of experience graned from the present meeting, it suggested that the following points should be taken into consideration in the organization of any future meetings -

- l. Separate meetings to be a ld for Sentres with more mimilar functions;
- 2. In the formulation of the agenda items for the mosting, prior consultations should be made with the Central concerned.
- 3. A longer meeting time period to be provided.

## III. PROCEEDINGS OF THE HEETING

## 1. Functions of the Centres

- The meeting discussions have shown that no broad generalization 1. regarding the functions of Centres is possible. Many factors influencing the differences were mentioned. Small and rather less developed developing countries may need Centres with a broad scope of activities, including standardisation, industrial estates etc. Larger and more advanced developing countries may require more specialized institutions. There are also other factors which play an important role such as the existing institutional system, the technical assistance provided from other sources, etc. Some examples were given showing the wide diversity in emphasis in existing Centres. While the Centre in Tanzania initiated, formulated and evaluated many projects of medium and small scale, the Centre in Tunisia was/engaged in formulating and evaluating only industrial projects which are of major importance to the national economy. In Iran many completed studies and offers are at the disposal of the Ministry; the Centre, therefore, has concentrated primarily on their evaluation - only recently have efforts been started to prepare a Master Plan for industry as a whole.
- 2. It was noted that fearthelity studies in their later stages need a team of specialists and not gen reliefs. The experience of the Centre in Saudi Arabia shows that a team, limited in number, and therefore, experience, cannot carry out detailed fearibility studies except for a few industries in which its members have experience. Provision should therefore be made in the Flan of Operation for cormissioning detailed feasibility studies to specialised firms. The Centre in Tunisia reported difficulties in preparing

the technical (angineering) rant of the result lity atteller for large-scale projects. These were projects also for which the equipment is to be supplied by several cupilibres.

- This applies both to lose the sale of the projects were considered as very important.

  This applies both to lose the sale that follow here training. It was recommended that the projects were not to applies, it trains to the interpretation of the sale of the
- 4. Extensive advisory a rate of a we been reported by Central in Jordan,
  Saudi Arabia, Fensedia, and Junisla. It was present as read that advisory
  corvices to exiloin, industry are many inverted, associate appreciating the
  industry they should a set side of the fense on the entablishments visited.

  If collected in a standardian 1 way seedings for much several purposes the data
  could serve in the planning process, box.
- The force programming of the PTM(S.) are not described, it was regretted that MTM(SI) was and moreover to be addressed a tradiction. It will be apprehens to the Centre in Soudi Arabi indicated that the country way is discharge for a much longer period. Look of discountry way is discharge industry, insufficient legislation and lack of qualities country are are now of the factors which distance is a source time.

The problem could be solved by establishing projects consisting of separate well defined phases. The first phase may be given the task to work out recommendations for an industrial strategy and the necessary industrial policy. The subsequent phase or phases might be given the task to assist in the implementation of the industrial strategy, that is in the establishment of specific industrial projects etc.

- 6. It was agreed that "purpose and description" in the plan of operations may not actually correspond fully with the final activities which will later be undertaken by the Centres. This variation is generally unavoidable, however, since all the necessary background information may not be available while the project is being formulated. While effort should be made to assemble complete information before finalizing the plan of operation, it was also necessary to provide adequate flexibility to modify it from time to time as experience accumulates.
- 7. Some participants felt that it was difficult to prepare a Work Programme for the whole life span of the project. In the Maghreb Centre the Work Programme is represented by a catalogue (list) of studies to be undertaken. Since the delays in recruitment of experts influence the implementation of the Work Programme this list should not be tied to a specific time period.

The necessity of a yearly work Programme was advocated by the Tunisian Centre which stated that according to their experience the Work Programme fixes the studies to be done so that the counterparts may concentrate on collection of data before the experts (consultants) arrive.

- 8. As far as backstopping the Control in their functions is concerned some participants complained that many times the documentation requested is out of stock and that UNIDC he ad expand it, can interestic a reject.
- 9. Many participants felt that the terminology and retained green for project evaluation and preparation is not readilist which which is some of them felt that present to one UNIDO decumentation in this wiele in some conditions as moded. Itethodology of collecting and evaluations as for industrial programming also requires nore attention. It can be send that, with a vice to ensuring as much uniformity in the approach as pencial, UNIDO considered define the various steps involved from the project it as to the collected and the techniques to be used for their evaluation at each stage.

#### 2. Legal Fosition

- 1. Some Centres reported difficulties and delegs in their functioning due to the fact that they are not given sufficient for edom in their work and actions. It was explained that the best of autonomy may result in recruitment difficulties (such all finding adequately qualified local staff), in insufficient co-ordination with other asymptotes are beared in the country, and in fragmentar and delayed arrhementation of the work programs. It was, therefore, recommended that
  - a) a project chould become operational only diture the law establishing the institute is equal.
  - b) a surface at we read the autorony in Section of personnel should be given to the Carre.

It was noted by the management of the Iran Centre that the Centre could, if a part of the Governmental machinery, be autonomous in determining salary level in the initial phase of operation only. Later the salaries would have to be integrated into the governmental scale, otherwise friction with various agencies could arise.

2. The Project Manager of the Laghreb Sentre recommended that the legal position of the counterparts in regional projects should be more clearly defined. The counterparts from countries of the region other than that of the duty station should be given the same privileges and immunities as the international experts.

### 3. Outside Contacts

- 1. It was agreed that outside contacts depend very much on the day-to-day efforts and degree of the project staff. Let, it was emphasized, that the autonomous position of a Centre facilitates outside contacts. It was also agreed that the autonomous position of a Centre could lessen competition with various bodies in the country.
- 2. The position of the Control in the whole machinery for industrial development has to be carefully studied in the very initial stage of the request preparation. It should be defined scoording to the major functions the Centre is to perform. It is the experience of the Centre in Faudi Arabia that the Centres advising on industrial policy and strategy, while working under the sponsorship of the Ministry responsible for industry, should have close liaison with the Planning Authority, with other Government organs whose functions affect industry, and with those responsible for preparation

- by nominating their senior careful to the Covernmy weard of the Centre.
- 3. There is no percent make at the whole of the are all outline contacts while in the Magneth Centre the Project Mana, a is engaged very much in establishing the contacts with region, governmental todies, an Tanisia this responsibility is an angle to the Acting Director. In rout cases the establishment of contacts which the industrial to musity can be facilitated throughout and brockures or the institute of the facilitated throughout and brockures or the institute of the institute.
- assist the Governments in leaving for sources of forces, financing.

## 4. Organization and Hanagarat

- 1. It was stated that the management of the project should be distinguish from the management of the Centre.
- the Project Mar. Mar. The expert thought sport while vort to the Project Manager and should not report his fineir, Whishest ently of him; expert

approval of the Project Manager. Only under these conditions can coordination and guidance of the team work be achieved.

Some modifications of this principle were reported. In Tunisia, for example, each expert and his counterpart(s) represent a team which reports jointly to the Director and Project Manager.

In the context of discussing the position of the experts it was mentioned by some participants that the "Guide for the UN Technical Assistance Experts" contains some provisions which apply to EPTA and SIS experts but not to experts assigned to a UNDP(SF) project. These provisions may cause a lot of misunderstanding (relationship with the Project Manager, Res. Rep., reporting etc.). The expert should be properly briefed and advised of the position of the Project Manager as the leader of the team.

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The experience of the Iran Centre shows that a complicated situation may develop if an EPTA or SIS expert works in co-operation with the Centre. The expert is often briefed by UNIDO to report directly to Headquarters so that sometimes the Project Manager is not fully informed about the progress and results of the expert's mission.

3. It was stressed that the Centres need highlevel experts with a university background and good experience. The idea was expressed that the more advanced developing countries require specialized experts while the less developed developing countries need experts preferably with broad and diversified experience.

As far as the composition of the Centres work team is concerned it was recommended that a sufficient number of run-months and funds should

be agreed when the original is a sided are determined as a result of the experience of the contract of the contract of the term experts are or i made or as a fall market remarks and are time studies whereas activities like expert presenter are better corried out by long-term experts.

- 4. It was also recommended that UTDC should seek out once experts in consulting companies, factories, inclinations also, since they would not ordinarily by themselves initiate actions to heart W experts. Some directors proposed that the covernments for actively assist in the recruitment of experts or at least of the Propert Remarks.
- 5. Some participants observed that the failures of the experts sometimes have not been recorded in their ribes to the time evaluators did not have the full picture about the mandadate.
- 6. It was also recommended that the Iroject Managers add specific questions to the god dereciption which may help the interviewer to identify the qualifications of the sandidate. The Project Danagers should also inform Headquerter, My the expense recommended by UNIDO were not found suitable for the post. This would malp in evaluating new candidates for the post.
- 7. As far as out-contracting is concerned note described installization was requerted by the particlements. It was fall that the Project Monagers will know which institutions might be suitable for a special task to be subcontracted. In such serve if night be convenient that they are given reaxinum freeder to assect that

8. The carrying out of studies, the advising on policy matters and on technical and accnomic problems of existing enterprises should be supported by a pertinent documentation system consisting of books, periodicals, technical prospectures, offers, data on the country's scorery etc. On the other hand the studies, reports and findings should be disseminated to all interested parties (governmental bodies, industrialists to.). The importance of the documentation and information services should be acknowledged and sufficient financial allocations made in the Flen of Operations.

## 5. System for Continuous Exchange of Experience

In the discussion concerning a flow of information system it was suggested that in addition to the main types of pertinent documents to be exchanged and disseminated routinely or made available freely on an ad-hoc basis (plemops, programmes of work, basic statutes, progress reports, and selected studies), a periodic UNIDO News Sheet should be designed and produced principly for project managers. This publication would highlight, possibly in a general manner, "case studies" of project difficulties and problems, and v you in which they were evercome, or the reverse, if attempted remedial action happened to prove unadcaseful. Stress was laid on the fact that while project successes were normally widely publicated, there was a logical tendency for malfunctions, and near and more complete failures to be softpedalled. On the other hand, it was pointed out and generally agreed to that an honest view of negative results and their surrounding circumstances could, if carefully edited, serve a more constructive purpose than institutional chest-bentine or other similar expressions. In rebuttal, the difficulties of earrying out such a programme, both administrative and conceptual, were fully ventilated. In the end the consensus of the meeting

appeared to be that periodic informal collegerial anchorses among Project
Managers rather than publicity regarding aborteomings of various actions
might serve better the original clips five of profiting from the experiences
of others and forestellar our occurry fluctuations.

- 2. Another suggestion is blood to the highlighting of success-stories exemplified by perhaps formance of individual experts, (as well as the obverse) to recented then for continued explayment ord/or future placement. This suggestion is a with modern that agreement enough the assembled project managers and dis accord if was period out that the mutual exchange of information on the indequacy of a verte should not duplicate the existing reporting system (Rev. Rep.'s confidential actors etc.).
- 3. It was extend that planeps, and -semical reports, work programmes etc. should not be discoming to automatically. It was also noted that releasing of reports and studies might be tropy the confidentiality of the information. Therefore, it was recommended that UFIDO discominates a list of studies undertaken by the Centres. These intracted in them should request the documents from the national director of the Centre who would be responsible for obtaining the approval of the Gov rement.
- 4. UNIDO was requested to collect and linearizate dristing and available documentation and publications which may help the Project Harrigers in their management functions. Factions: reference was made to the "Manual on the Harrigement of Industrial Research Institutes in D veloping Countries (ST/CID/6).

## 6. Evaluation of the Centre's Ferformance

- 1. The opening discussions stressed the belief that the evaluation of a project should be inseper blorion that evaluation of the Centre because the immediate results may not 1, every same be as important as the long-term offects.
- 2. The criteria for the evaluation would depend on the type of the Centre. It was agreed that quantitative criteria can be applied only in some cases (long-term studies, tec.). More often, also, qualitative analysis and review of the performace, taking into consideration the conditions of work, etc. might be more adequate.

It was generally agreed that no universal criteria can be applied and that the investment generated by the Centres work should not be the most important yardstrek of success. Schetines the prevention of unsound investment is even more important. Many participants explained that it is not possible to identify quantitatively the share of the Centre's contribution to decision making which generates investment.

The impact on the economy should be analysed in its totality. The following appects should be considered: inventment generated, increase in plant utilization, increase of productivity, projects prepared and implemented, employment opportunities generated, regional development, etc.

Training of counterparts was considered as a very important criterion.

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It was suggested that the <u>Central performance be madeured</u> not only by the final and direct impact of the work, which map to beyond the <u>Centrals</u> influence, but also by the quality of the work currently carried out.

- 3. The Centre's and the projects evaluation, which exculd be carried out periodically, can be initiated either by UnIDC, by the Project Manager or by the Governments. UNIDC scale for an a cetalyst. The evaluation should, however, be done joined, by all the elements.
- 4. It was stressed that the background and apprions of the evaluators are very important clements in the challest and the last in the evaluation. A suggestion was most that Wallie invite sate is consultante, well-versed in the management of mirrler inscitutions, or attribute in the evaluation.

  It was the suggested that from time to the qualified staff management with different technical specific technical activities.
- 5. Though the project is to be reviewed in the initial period of operation, it should not be reviewed before to retain a "thing down period and before "teething treables" are ever. Two to there dryps' visits were not considered as sufficient for a thorough review.

## 7. Additional Meads and Possible Arrests, a to takin Schution

1. The participants presented navoral problems to the Mosting group which they considered in artent from the sountries industrial development point of view. Among these were introduced of the properties of industrial plane, industrial researching, investight presents and economists, and repair and maintenance.

They agreed that the problems could not be discussed in detail at the meeting within the existing time limit. Therefore individual consultations with some UNIDO staff members were arranged for. The meeting then concentrated on the practical application of a uniform technique of project evaluation.

The experience of Iran shows that there was a gap between training in 2. project evaluation and the application of the methodology acquired at training workshops, seminars etc. The participants did not apply the new techniques they learned to their industrial development tasks. The reason often-times was that what they learned was not fully in line with existing conditions. UNIDO should give some thought to this problem and try to institutionalize the application of the new technique taught at its seminars and training workshops. It would be worthwhile to arrange to have one of the lecturers (discussion leaders) of the training workshop (deminar) remain in the country for several months to see that the newly introduced technique is understood and is being applied and implemented. After a year or two another seminar could be neld in which the experiences gained in the interim would be summed up. Some participants felt that in some cases the experts themselves are not adequately versed in evaluation techniques. Very often, the approaches to the problem of project evaluation differ from one expert to another. Training of the project staff themselves (including international experts) on project evaluation techniques and methodology is being considered by some of the Centres to fill this gap.

4. Extensive exchange of views among the participants about project evaluation proved that the participants the macles applied different terminology and approaches to the profile. In order to contribute to the uniformity in project evaluation techniques ULIDO was requested to speed up proper tion of the machine or project evaluation; efforts should be made to issue the manuals in French, too.

## IV. RECOMMENDATIONS FOR ACTION

(to improve the substantive and administrative backstopping of the Centres)

Beside discussing the guidelines and policies to be followed in designing the Centres, and the assistance projects the participants commented also
on the difficulties which existing Centres are meeting and, in particular,
on the possibilities of UNIDC in helping to colve these difficulties. The
recommendations for actions to be taken by UNIDC, although recorded in the
Froceedings of the Meeting, are, for reasons of convenience, also set out
in this Chapter.

In the course of the discussions it was recommended that UNIDC:

- 1) contribute to achieving uniformity in the terminology regarding project preparation by defining the stages of work involved in project preparation and the type of information and data needed at each stage;
- 2) examine possible follow up of UNTDO training workshops in project evaluation which would increase the utilization by the traineer of the new teamiques and methodology in their day-to-day work;
- 3) assist in designing information and programming data systems within the Centres;
- 4) collect and disseminate existing information and available documentation and publications which may help the Project Managers in their management functions;
- 5) discominate lists of studies undertaken by each of the Centres;

- examine whether all briefing instructions for experts working in the SF resisted Centres clearly establish the specific and general roles of the experts in the total programme and their responsibility is all aring reports and actions with the Project Manager so that the programme as a whole in fully coordinated,
  - 7) establish a system which would ensure for record purposes full appraisal of an experts work, including a notation of failures and unfinished tasks.
  - 8) request all the Project Menagers to report the reasons, professional and other, for which the candidates recommended by UNIDO were not accepted by the Government;
  - 9) speed up short-term advisory service: (consultancy) to the Centrer by establishing a router of readily available exports, by engaging a number of toplevel experts on a permanent basis or by other means.

## ANNOTATED AGENDA

	Monday, 2 June 1969		
(1)	09.00 - (9.30	Opening Specol by the Executive Director	
(2)	09.30 - 10.00	Brief introduction of individual projects	Project Managers Directors
(3)	10.00 - 10.30	Major Activities of UNIDO	Mr. Lurié
(4)	10.30 - 11.00	Purpose of the Mediting	Mr. Le Gury
(5)	11.30 - 12.45	Unjor Frogrammer and Frinciples of Technical Co-operation Activities	Mr. Quijano-Caballero
<b>(</b> 6)	14.00 - 16.00	Functions of the Centres Issue Payer, Fart I	Mr. Rao
(7)	16.30 - 17.30	Outside Contacts of the Centres Issue Paper, Part 2	Mr. Klinghoffer
	Tuesday, 3 June 1969		
(8)	(9.00 - 11.00	Legal position Issue Paper, Part 3	Mr. Richardson
(9)	11.30 - 12.30 14.00 - 15.60	Internal organization and management laste imper, fort 3	Mr. Schroll
(10)	15.00 - 16.00	System for continuous exchange of experience Issue Paper, Part 6	Mr. Reischer
(11)	16.00 - 17.00	Statuments by the co-directors	
(12)	17.00 - 17.45	UNIDC Investment Promotion Programme and Second Develop- ment Decade	Mr. Le Guay

## Wednesday, 4 June 1969

Wednesday, 4 June 1909		Mr.	Osman	
(13) 69.00 - 10.30	Evaluation of the Convrest performance Issue Issue, Part 4			
(14) 11.00 - 12.30	Additional needs and possible approaches to their solution Issue in per, hart b	Mr. Dzierzyneki		
(15) 14.00 - 17.30	Consultations with Technical Programmes Financial Management Section, Technical Equipment Frocurement and Contracting Office, Recruitment Office, Fellowship Section	Mr Mr	Mr. Pichler Mr. Newton Mr. discheidt Mr. Holmes	

## Thursday, 5 June 1969

	The state of the s		
(16)	09.00 - 12.30	Individual consultations on specific problems of the projects	
(17)	14.00 - 17.30	Individual consultation on	

(17) 14.00 - 17.30 specific problems of the projects

## Friday, 6 June 1969

Final Session (18) 69.00 - 13.00 Conclusions and recommendations for follow-up

## LIST OF PURTICIPAL TO

## Centre for Industrial Studies for the Maghreb, Tripoli

Mr. S. Klinghoffer, irogest Manager

Mr. M. M. S. Bekoush, Director

## Centre for Industrial and Technological Studies, Algeria

Mr. J. Dzierzynski, Project Man 👵 r

Mr. B. Akrouf, Actual Director

## Institute of Technological Research (Phase II), Colombia

Mr. R. Rich rdson, Project Menager

Mr. N. Young Lopez, Director

## Research Centra for Industrial and Trada Development, Iran

Mr. N. Ran, aroject I mager

Mr. J. Vofa, Deputy ham ging Director

#### Centre for Industrial Development, Jordan

Mr. O. Raischer, Project Eunger

Mr. G. Arafat, Director

#### Industrial Studies and Development Centre, Saudi Arabia

Mr. A. Osman, Project Manager

Mr. N. Alsalch, Assistant Director General

#### Industrial Research Institute, Sudan

Mr. Y. El Ghazouli, Acting Project Manager

Mr. A. K. Soliman, Deputy Co-Manager

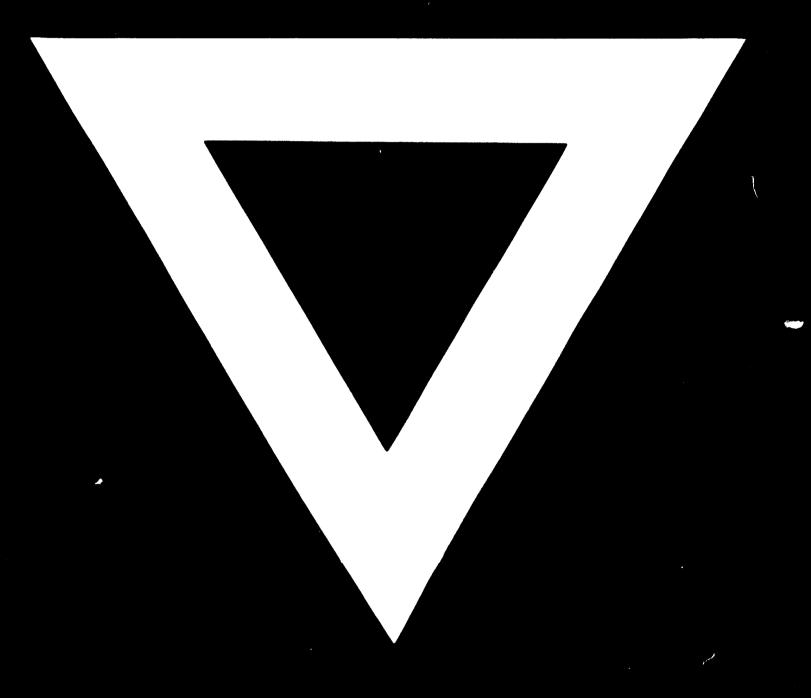
#### Industrial Studies and Development Centre, Tanzania

Mr. G. Birch, Project Membger

## National Centre for Industrial Studies, Tunisia

Mr. R. Schroll, Project Maxager

Mr. M. Days, Acting Director



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