



TOGETHER
for a sustainable future

OCCASION

This publication has been made available to the public on the occasion of the 50th anniversary of the United Nations Industrial Development Organisation.



TOGETHER
for a sustainable future

DISCLAIMER

This document has been produced without formal United Nations editing. The designations employed and the presentation of the material in this document do not imply the expression of any opinion whatsoever on the part of the Secretariat of the United Nations Industrial Development Organization (UNIDO) concerning the legal status of any country, territory, city or area or of its authorities, or concerning the delimitation of its frontiers or boundaries, or its economic system or degree of development. Designations such as “developed”, “industrialized” and “developing” are intended for statistical convenience and do not necessarily express a judgment about the stage reached by a particular country or area in the development process. Mention of firm names or commercial products does not constitute an endorsement by UNIDO.

FAIR USE POLICY

Any part of this publication may be quoted and referenced for educational and research purposes without additional permission from UNIDO. However, those who make use of quoting and referencing this publication are requested to follow the Fair Use Policy of giving due credit to UNIDO.

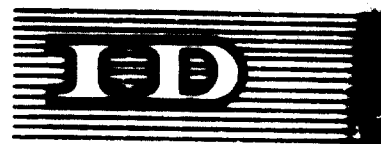
CONTACT

Please contact publications@unido.org for further information concerning UNIDO publications.

For more information about UNIDO, please visit us at www.unido.org



DO 1418



United Nations Industrial Development Organization

Distr.
LIMITED

ID/WG.70/1
14 July 1970

ORIGINAL: ENGLISH

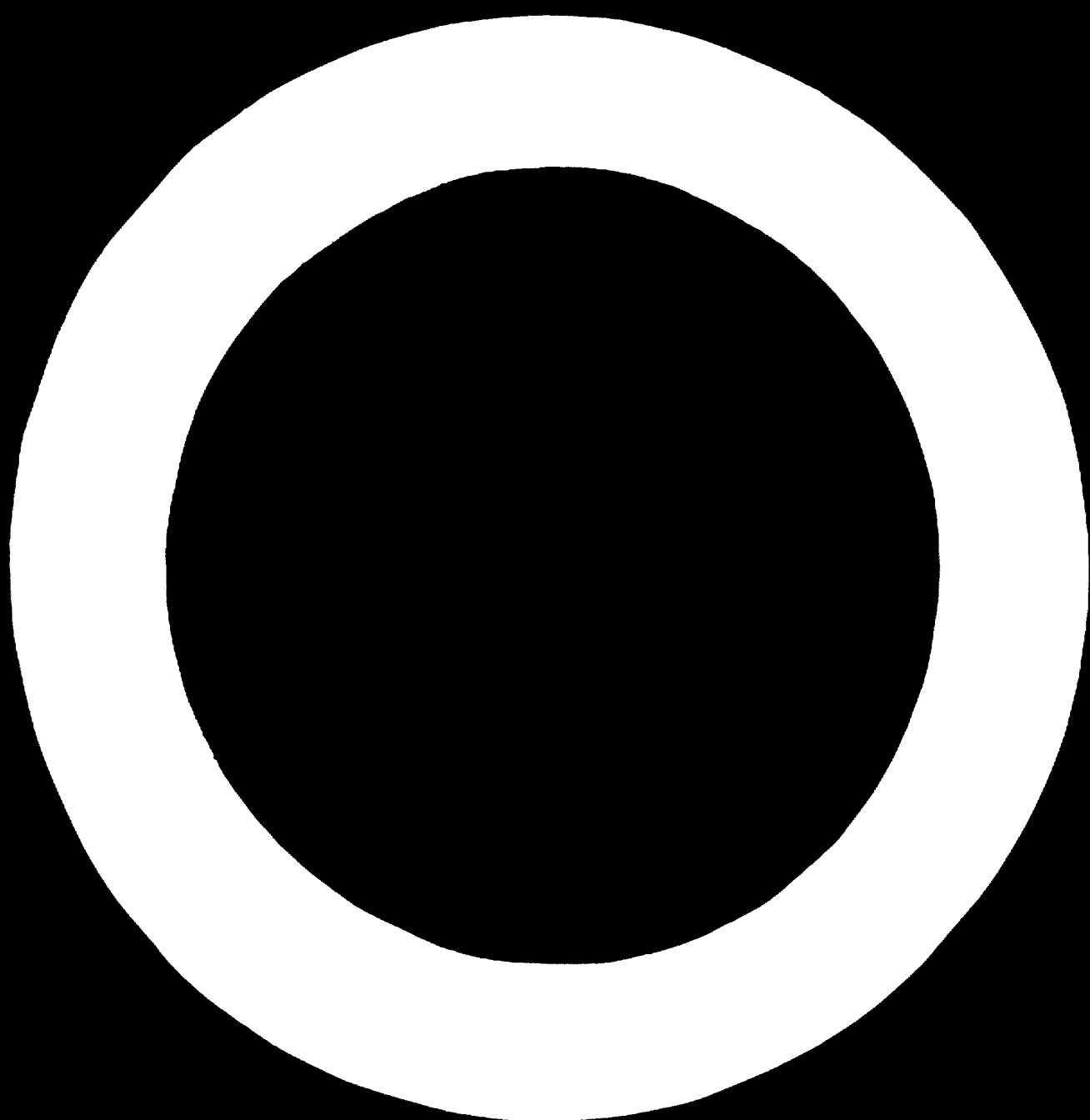
Training Workshop for Managerial Staff
of Chambers of Industry in Africa

Addis Ababa, Ethiopia, 19 - 24 October 1970

PROVISIONAL AGENDA

1. Opening Addresses
2. Election of Officers
3. Adoption of the Agenda
4. The Concept and Scope of Chambers of Industry and similar institutions
5. Activities Related to the Process of Industrial Development
 - Industrial Planning
 - Industrial Management
 - Investment in Industry
 - Industrial Research
 - Industrial Training
 - Standardization
 - Marketing of Manufactured Products
 - Patents and Trade Marks
6. Organizational Structures of Chambers of Industry and similar institutions
7. Financial Policies
8. Problems of Staffing
9. Problems of Co-ordination
10. Bilateral Aid
11. United Nations Technical Assistance
12. Adoption of Recommendations

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.





United Nations Industrial Development Organization

Distr.
LIMITED

ID/WG.70/1/Add.1
14 July 1970

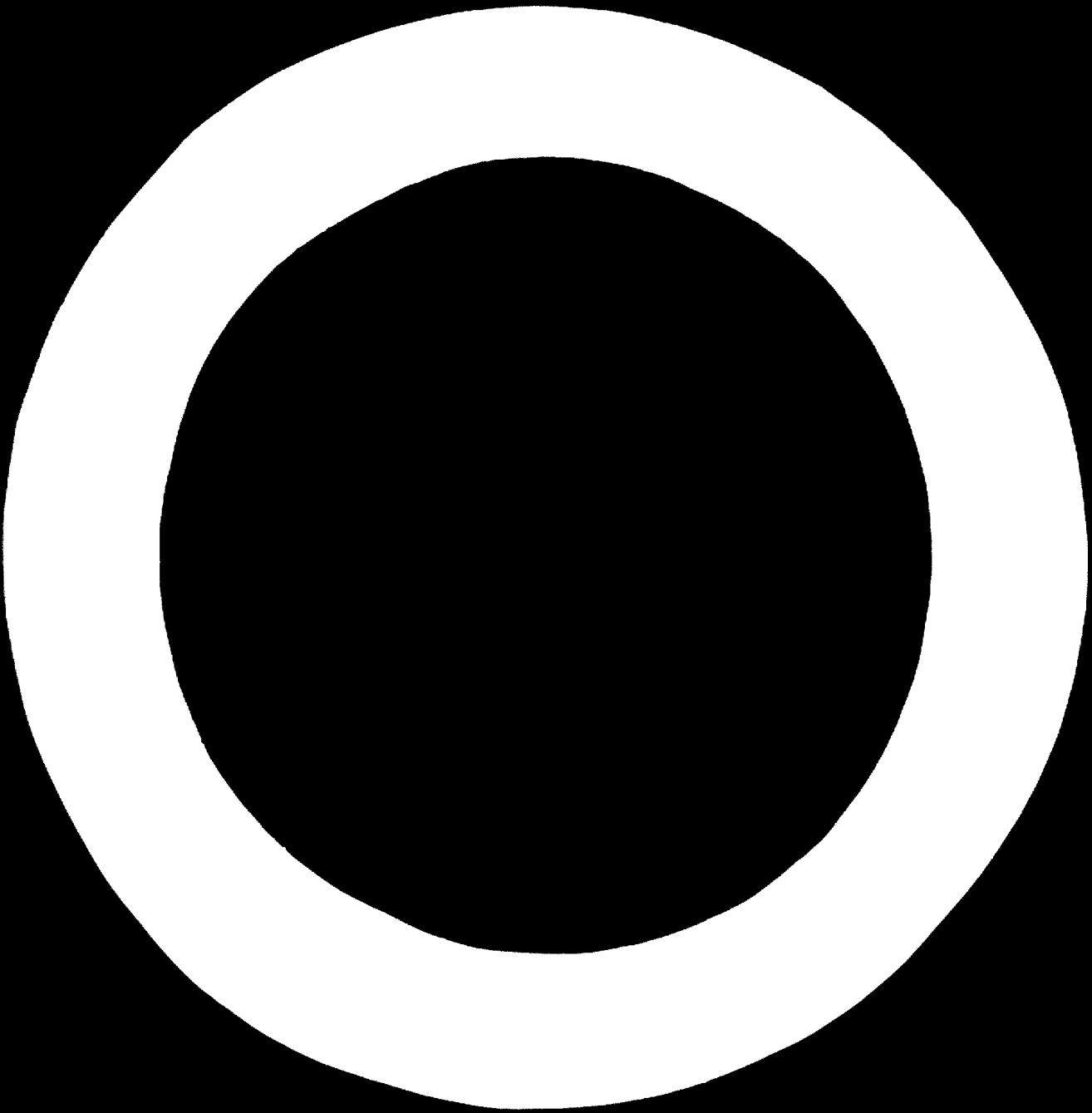
ORIGINAL: ENGLISH

Training Workshop for Managerial Staff
of Chambers of Industry in Africa

Addis Ababa, Ethiopia, 19 - 24 October 1970

PROVISIONAL ANNOTATED AGENDA

id.70-3937



I. CONCEPT AND SCOPE OF CHAMBERS OF INDUSTRY AND SIMILAR INSTITUTIONS

1. In order to establish a common frame of reference for an effective discussion, the first item of the Agenda will seek to identify the various existing types of chambers of industry and other similar institutions, such as chambers of commerce and industry and/or manufacturers' associations, and their functions, with special emphasis on those activities which are aimed directly or indirectly at the acceleration of industrial development.

2. The distinguished common characteristics of the above-mentioned institutions to be considered are:-

- that each of them is an institutionalised collectivity of business undertakings,
- that all, or a preponderant proportion, of the business enterprises which each of them aggregates are engaged largely in manufacture, and
- that all are engaged in activities which support or enhance the development of industry, such as participation in industrial planning; industrial production and productivity; industrial management; investment in industry; marketing of industrial products; industrial promotion; advisory and extension services, (including training, standardization, feasibility studies, industrial legislation, etc.); and other related fields.

II. ACTIVITIES RELATED TO THE PROCESS OF INDUSTRIAL DEVELOPMENT

3. Chambers of industry and other similar organizations, provide their members with certain services, or engage on their behalf in some specific activities related to the acceleration of industrial development. Few, if any, enterprises in the developing countries can individually provide all the necessary industrial services for themselves. Some services, because of their nature or for economic reasons, or lack of resources, may be carried out by

a Government department, semi-public institution or a private organization, such as a chamber of industry or a manufacturers' association.

4. The Workshop will examine various aspects connected with some of those services to industry which are, or can be, provided by chambers of industry or similar institutions.

A. Industrial Planning

5. A number of chambers of industry and generally, associations of manufacturers, concern themselves with national industrial planning, for example, they may urge their members to set up joint committees for groups of industries which would prepare medium or long term plans and programmes of industrialization.

6. They may be concerned also with the planning of overall economic and social development. Chambers of industry and similar institutions study various problems relating to economic development and in some cases they are represented in national economic councils or other advisory bodies which advise the government on economic and social planning.

B. Industrial Management

7. Many chambers of industry or associations of manufacturers organize their own training courses in industrial and business management. They also establish advisory services on management problems for their members and publish articles on industrial management. In some cases they help to establish management associations.

C. Investment in Industry

8. The efforts of some chambers of industry in this field are directed towards the creation of a normal economic climate which will encourage investment in industrial development. These efforts take various forms, as for example they carry out investigations on the bearing of public monetary and fiscal

policy on the financing of industrial undertakings; the regular issue of analysis on the investment plans of industrial undertakings; and on work programmes directed towards acceleration of local investment.

D. Industrial Research

9. Technical applied research is fostered by chambers of industry and other similar organizations, and they provide their members with comprehensive research and advisory services aimed at identifying and filling gaps in fundamental engineering knowledge and advise on instrument application.
10. Chambers of industry and similar institutions also support the development of industrial research and participate in the boards of semi-public industrial research institutes which serve a wide range of industries and government departments.

E. Industrial Training

11. Chambers of industry and manufacturers' associations are taking a keen interest in industrial training in a number of countries. Some of them are directly involved in the maintenance of training centres or in the organization of special courses for business executives and engineers. They also participate actively in bodies or committees of public or semi-public technical schools.

F. Standardization

12. National standardization institutions are being established not only in the developed countries but also in a growing number of developing countries, and are often associated with chambers of industry and manufacturers' associations engaged in activities related to this field. In many cases they are represented in committees that cover a wide range of products and which are engaged in drafting standards.

G. Marketing of Manufactured Products

13. Chambers of industry and commerce and manufacturers' associations provide, in some cases, marketing and promotional services for their members, designed to assist in the finding of domestic markets for new locally manufactured products. They seek also to co-ordinate export policies of individual companies, carry out occasional market surveys in other countries, provide programmes in techniques of exporting and the characteristics of foreign markets, and other activities directed at improving and extending exports.

H. Patents and Trade Marks

14. The activities of some chambers of industry and associations of manufacturers in this field tend to be confined to the study of legislative modifications and were deemed necessary to make appropriate representations to the government concerned.

III. ORGANIZATIONAL STRUCTURES OF CHAMBERS OF INDUSTRY AND SIMILAR INSTITUTIONS

15. With regard to the overall efficiency and effectiveness of chambers of industry and similar institutions, the Workshop will examine questions such as the following:

- (a) Under what conditions chambers of industry and similar institutions such as chambers of commerce and industry, chambers of manufacturers or manufacturers' associations can serve the interests of industry as a whole, and assist effectively in the acceleration of industrialization of developing countries?
- (b) Are the interests of industry adequately represented and promoted in a single organization such as a chamber of commerce and industry?
- (c) If existing conditions call only for the establishment of a single organization such as a chamber of commerce and industry, would such an organization become more effective if it

consisted of two separately administered departments, one serving commerce and the other industry, but both being responsible to the same board?

- (d) What should be the major sections of a chamber of industry covering all the known main functions of such institutions?
- (e) Should such institutions be established on a regional or national basis (or both), and what should their relationship with kindred international organizations be?
- (f) What relationships should be developed between the chambers' of industry internal structure and its assigned functions and objectives?
- (g) What should be the degree of delegated authority given to the director/secretary-general, of a chamber of industry or similar institution, by its executive board or council?

IV. FINANCIAL POLICIES

16. In order to function effectively, chambers of industry and similar institutions must be assured of a reasonable degree of financial support. These institutions generally derive either the whole or the greater part of their income from the dues payable by their members. The dues may include entrance fees, regular subscriptions, contributions and special levies. With an increasing number of activities, the expenses of chambers of industry are increasing correspondingly, and in a number of developing countries they encounter serious financial difficulties.

17. The Workshop will consider a number of questions related to financial problems and among others, the possibility of direct financial assistance from international or regional kindred associations, and the pros and cons of accepting financial assistance from their respective governments.

18. The Workshop will also consider whether or not certain services provided to their members, should be paid by the industrial enterprises that utilize them and the financial provisions that can be made to expand their activities.

V. PROBLEMS OF STAFFING

19. Chambers of industry and similar institutions in developing countries are faced with the same staffing problems as semi-public organizations and government departments which are involved in the process of industrialization. The most prevalent is the shortage of qualified personnel.

20. The increasing needs of members and the consequent rising number of diversified activities is making staff problems more acute. It is generally accepted that if industrial organizations were able to offer adequate salaries and other incentives, they would be able to attract and retain qualified personnel, especially those who have studied or trained abroad.

21. The Workshop will consider also the desirability of chambers of industry organizing national training programmes for their own man-power requirements, or instigate the establishment of such training programmes by kindred international organizations.

VI. PROBLEMS OF CO-ORDINATION

22. In a number of cases, industrial institutions, including chambers of industry which play an important part in the process of industrialization, have joint or interlocking responsibilities in a certain area of activity. In such cases it is not unusual to find these institutions adopting divergent or even conflicting approaches to the same problem with resultant dissipation of energy and resources. One of the major problems is the co-ordination of similar industrial services which may be provided by private organizations, such as chambers of industry, and those provided by semi-public or government institutions.

23. The Workshop will discuss mechanisms for co-ordination between these institutions and the fuller utilization of the private sector, whether local or international.

VII. BI-LATERAL AID

24. A number of chambers of industry in developing countries have received technical assistance from kindred organisations

in the developed countries as well as from kindred international organizations.

25. The Workshop will examine those cases which involve foreign assistance and the strengthening, in particular, of those activities aimed directly or indirectly, at the acceleration of industrial development.

VII. UNITED NATIONS TECHNICAL ASSISTANCE

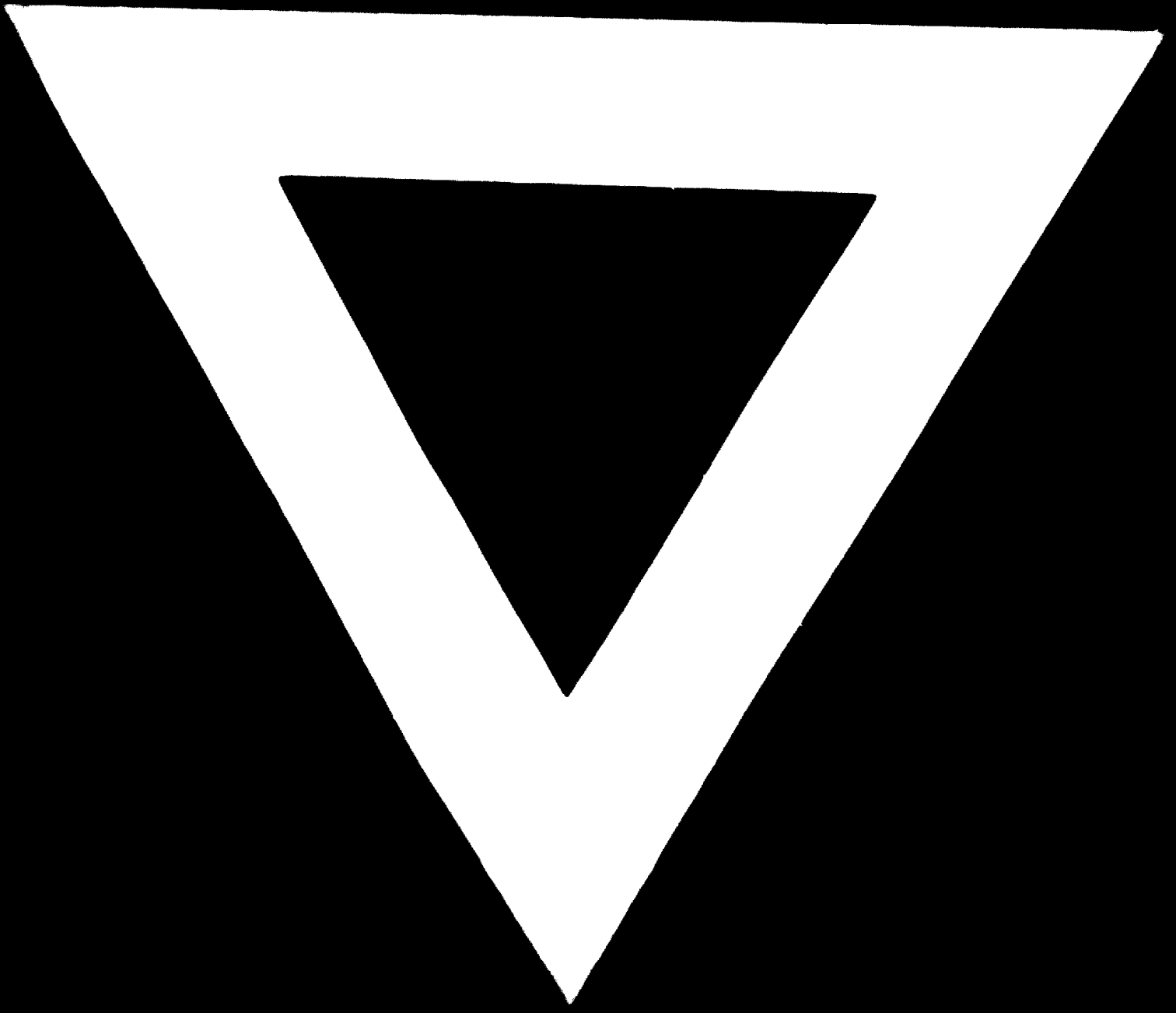
26. The United Nations Industrial Development Organization (UNIDO) has been active in the field of industrial services in developing countries. A survey of the organization and administration of industrial services in thirty-one developing countries has been conducted. Twelve of these countries are in Africa, namely, Ethiopia, Ghana, Guinea, Kenya, Morocco, Nigeria, Senegal, Tanzania, Tunisia, Uganda, Upper Volta and Zambia. One of the objectives of the survey was to enable UNIDO to bring its technical assistance programmes into better alignment with the actual needs of developing countries in the area of industrial services.

27. UNIDO has also carried out comprehensive studies on the roles of private institutions and organizations in industrial development. These include associations of manufacturers and professional associations.

28. The Workshop will examine the type of technical assistance that UNIDO and other international organizations could offer to chambers of industry and other similar institutions in developing countries with the view to strengthening, in particular, those of their activities which are aimed directly or indirectly, at the acceleration of industrial development.

IX. ADOPTION OF RECOMMENDATIONS





74.10.18

