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Meeting of Government Experts on  
Regulatory Functions in Transfer of Technology

Vienna, Austria, 29 May - 2 June 1978

Agenda Item No. V

**TECHNOLOGICAL CO-OPERATION BETWEEN  
DEVELOPING COUNTRIES \***

prepared by  
the Secretariat of UNIDO

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id. 78-2587

1. The continuing technological gap between developed and developing countries and the rapidly-growing needs of the latter in respect of industrial technology necessitated significant enlargement of the scope and content of technological co-operation between developing countries and at the international level. Increased co-operation among developing countries is necessary because of the considerable similarity in the problems and issues of technological development facing these countries. Closer direct relationships between enterprises in developing countries should also be advantageous, not only because commercial acquisition of technology from enterprises in developed countries often poses various constraints and limitations, but because technological needs and experience in developing countries bear close affinity and follow a similar pattern. Technological development and capability in several developing countries has also achieved a level, both in terms of indigenous processes and techniques and absorption and adaptation of foreign technology, where it can be effectively transferred to enterprises in other developing countries. Such technology and knowhow extends over the production of a wide range of consumer durables, intermediate products and light and medium engineering goods and equipment in which enterprises from developing countries are achieving increasing technological competence. Technological service capability has also grown considerably in many of these countries including consultancy and engineering services which can be suitably extended to other developing economies. The arrangements for commercial transfer of technology between enterprises in developing countries should, however, ensure that technology supply is made in a manner and on terms and conditions which are suitable and appropriate for recipient countries. Technology regulation agencies can play a leading and significant part in achieving such technological co-operation to a much greater extent.

2. The need for greater industrial and technological co-operation between developing countries was stressed in the Round-table Ministerial Meeting held at New Delhi, India in January 1977. In this meeting, specific areas of co-operation were identified which included, inter alia, co-operation in respect of industrial technology so as to improve the use of techniques already available; co-operation in respect of contract and agreements

already concluded to provide guidance to others; promotion and collective action for negotiating and bargaining for more equitable economic relationships and acquisition of technology; development of concrete programmes for using engineering and consultancy capabilities available in developing countries; and co-operation in the establishment of national regional technology institutions and for research and development in specific sectors.

3. The necessity for greater co-operation in the field of industrial technology was also emphasized in a meeting of Senior Officials and Heads of national offices of technology from developing countries, held in Vienna on 6-10 March 1978. This meeting also considered it both necessary and practicable to evolve several programmes of co-operation among technology regulation agencies and similar institutions. The specific objectives of such co-operation were identified in this meeting as being:-

- (i) enhancement and development of national capabilities in the identification, evaluation and selection of foreign technology;
- (ii) rationalization of inflow of foreign technology, emphasizing both the regulatory and promotional functions necessary in this regard;
- (iii) strengthening of the bargaining position of governmental institutions and industrial enterprises in developing countries in negotiations on foreign technology;
- (iv) mutual assistance in the formulation of policies and programmes for technology application and development;
- (v) monitoring and review of the impact of foreign technology on national economies; and
- (vi) promotion and development of indigenous technological capability, including appropriate indigenous processes and techniques, technological service capability, and the development of technology institutions engaged in R & D activities.

4. The meeting of Senior Officials in March 1978 also agreed on significant measures for exchange of information and experience between the various national regulatory agencies on terms and conditions and experience of technology contracts. The meeting recommended that the programme for exchange of information should be on a reciprocal and

mutually beneficial basis. Information and experience of technology contracts would be exchanged through:

- (a) a periodical review by each participating country on trends and features of foreign technology inflow;
- (b) general information on certain selected appropriate sectors in the participating countries; and
- (c) specific information on individual contracts.

5. A number of appropriate sectors were also defined in the meeting and the format for submission of information was also agreed upon. In order to facilitate such exchange of information and to enable effective analysis and dissemination, UNIDO was entrusted with the responsibility of receiving, processing, analysing and distributing the information which would be supplied by participating countries under this programme.

6. This meeting also considered it necessary to exchange information among developing countries in respect of legislative or administrative measures introduced in each country, guidelines for evaluation being compiled in each country and information on indigenous technologies and services which could be utilized by other participating countries. Several other suggestions were also made with a view to facilitating greater co-operation among developing countries in this field.

7. The exchange of information and experience regarding the terms and operation of technology contracts among developing countries would greatly strengthen their bargaining power because of the greater knowledge and information at their disposal, apart from extending the area of technological choice. There is generally a tacit understanding between licensors and licensees that the terms of the technology agreement should be kept confidential and this implicit confidentiality is sought to be extended to regulatory agencies also. Technology contracts, however, are purely commercial arrangements and so long as proprietary or confidential technical information is not divulged, there is no legitimate objection to the sharing of information among national regulatory institutions. The claim of licensors that special provisions are being made for particular developing countries, which is often quoted as the justification for keeping the terms confidential, should be able to stand the test whether this is actually so. The disclosure of commercial terms by one national regulatory agency to another would not normally injure the interests of licensors or licensees but would rather enable regulatory agencies to take decisions in the light of wider experience of other developing countries.

8. It is against the above background of decisions taken in the Meeting of Ministers in New Delhi and the recommendations of the Meeting of Senior Officials representing technology institutions in developing countries in Vienna (March 1978) that the question of technological co-operation between developing countries and at the international level needs to be viewed. A number of specific issues need to be considered in this regard, which are briefly discussed below.

9. (i) What measures need to be undertaken to collect and disseminate information among developing countries regarding the availability of appropriate technology and knowhow in one or other developing country?

(ii) Should such information be collected for specific sectors?

(A list of sectors considered to be of priority in developing countries in the last March meeting is enclosed at Annex A.)

(iii) Should such information be collected through UNIDO as part of the clearing-house functions and disseminated in appropriate language to other developing countries?

There is, in general, inadequate awareness regarding the availability of appropriate technology and knowhow in other developing countries. The fact that such knowhow could be transferred to other licensees in other developing economies, who would be operating in a similar technological environment and would consequently be more attuned to local constraints and difficulties, is also not adequately appreciated. Most prospective developing-country licensees continue to seek knowhow from transnational corporations in developed economies even in respect of relatively unsophisticated production processes, in which a fairly wide range of technological choice is available in other developing countries. The problem is partly of lack of knowledge regarding such alternatives and partly a continuing preference for more sophisticated production techniques used in highly-industrialized countries. Both these aspects need to be overcome through closer contacts and greater sharing of knowledge and experience between developing countries.

10. Apart from dissemination of information regarding availability of technology and knowhow in certain sectors of developing country enterprises, should any specific programme be undertaken for transfer of technology and knowhow in such sectors of other developing countries? If so, the nature of such a programme would need to be broadly defined. In view of the historical preference for acquisition of technology from enterprises

in developing countries, particularly TNCs, it may be necessary for technology regulation agencies to specifically encourage enterprises in their respective countries to consider the availability of technology and knowhow from other developing countries where this may be available. This would be particularly relevant in sectors where conditions in respect of raw materials, local skills, plant size, etc. are similar. Unless positive measures are taken to encourage the flow of technology and knowhow between developing countries, developing-country enterprises are likely to continue to seek technology from industrialized economies even in sectors where adapted technology from other developing countries may be more suitable and appropriate.

11. What measures should be undertaken to promote greater utilization of technological services, including consultancy engineering facilities available in other developing countries desirous of such facilities?

In a number of developing countries considerable development of consultancy and engineering service capability has taken place. Since the growth of such capability has taken place in the context of local requirements and skill endowments in developing countries, these may prove more adaptable and suitable to conditions in other developing countries. This would be particularly so in several sectors such as light consumer goods and intermediates, certain categories of capital goods and equipment and a wide range of small-scale industries, apart from fairly sophisticated engineering and other facilities in sectors such as petrochemicals, electronics and the like. While there has been some exchange of technological services between developing countries, only a beginning has been made so far and there is considerable potential for exchange of service capacity among these countries. Part of the problem again is in respect of lack of detailed information regarding such capability and the preference given to service agencies from industrialized economies.

12. In order to promote transfer of technology and knowhow, together with technological services between developing countries, should a new set of norms be formulated? While commercial transfer of technology and knowhow and of technological services can and should take place to a greater extent between developing countries, it would perhaps be both appropriate and necessary that new norms of conduct in respect of such technology supply arrangements should be made, which would be followed by technology-supply agencies from developing countries. The determination of a new set of guidelines and norms in respect of such arrangements between enterprises



in developing countries would greatly facilitate such technology flow. Licensor enterprises from developing countries should not adopt the same role as was often assumed by technology licensors from developed countries who imposed unduly harsh and restrictive contractual conditions on developing country licensees. On all critical negotiable issues such as extent of foreign holding, duration of agreement, technology remuneration, technical service support and other contractual conditions, new standards and principles should be set and agreed upon, based on a maximum degree of co-operative partnership. A model set of guidelines should be prepared, which should be considered and adopted by governments in developing countries, who should ensure the application of such guidelines by licensor-licensee enterprises from their respective countries. With the greater degree of regulatory control exercised by governmental agencies in most developing countries over the production sector, it should be feasible and practicable that such guidelines and principles as are agreed upon at inter-governmental level will be universally applied in technology and investment-cum-technology transactions between developing country enterprises.

13. What measures should be adopted to ensure that technology suppliers do not take undue advantage of developing countries by offering competitive facilities between developing countries, particularly in the same region?

While the adoption of a uniform code of conduct in respect of technology supply arrangements would ensure greater uniformity in contractual arrangements, developing countries need to ensure that technology suppliers, particularly transnational corporations, do not create a competitive situation between two or more developing countries in respect of specific projects and technology supply arrangements. This is especially relevant in different regions in respect of projects of fairly large magnitude. It would be desirable that a system of information and consultation should be developed among the developing countries concerned to ensure that no undue advantage is taken on this account.

14. Should uniform policy guidelines governing foreign technology inflow in certain sectors be adopted by developing-country groups to avoid such competition? It would appear useful to adopt uniform policy guidelines governing the inflow of foreign technology in certain sectors among certain groups of developing countries so that undue competition between countries themselves can be minimized.

15. A significant field of technological co-operation among developing countries could be the joint acquisition of technology and knowhow for use in more than one developing country through a process of collective bargaining. Should such an approach be considered in the case of certain selected sectors or projects for some groups of countries? Though seemingly difficult, the joint acquisition of technology and knowhow for use in more than one project can hold out considerable possibility in the future. There is considerable commonality in industrial programming in countries in comparable stages of development and projects in the same field may be undertaken in more than one developing country at around the same time. Such projects can range from large-scale industries such as steel, petroleum, fertilizers and chemicals, machine building and the like to medium-size plants for textiles, sugar, cement and agro-industries and small-scale units covering a wide range of intermediate and consumer products. In a number of these cases, the acquisition of foreign knowhow on a collective basis for more than one project, can be considered. This would enable more detailed evaluation and consideration of technological alternatives and would reduce technology costs, apart from securing better contractual terms. Such an approach towards collective bargaining would have particular significance in countries geographically contiguous to one another, as in the case of the Andean group or regional country-groups in Asia and Africa. It would also, however, have relevance for countries in a similar stage of industrial growth such as Brazil, India and Mexico. Significant collective action has not so far been initiated in acquisition of technology primarily because this issue has been viewed in national terms and left to the initiative of individual enterprises. With growing realization of the inter-relationships in technological growth, a joint or collective approach in technology acquisition has dynamic possibilities for developing countries in the future.
16. The institutional arrangements for joint acquisition of technology also need to be considered. These can either take the form of joint negotiations by a group of developing countries for identified sectors in which the country-groups are interested or the establishment of an international mechanism through which technology can be acquired and transferred to projects in more than one developing country. The former approach necessitates close collaboration and co-ordination between developing-country groups and the identification of common technological needs in specific industrial sectors, after which a joint body can be constituted for evaluating, negotiating and acquiring selected technology

in the identified fields. The second alternative requires the creation of an appropriate international mechanism through which such joint technology transactions can be channelized.

17. An important area of co-operation could be the development of consultancy and engineering services, including managerial expertise. What programme of action can be envisaged in this regard? With the need for development of technological service capability, most developing countries need to set up certain domestic facilities in this regard. This could undoubtedly be a very fruitful area of co-operation among developing countries, both in the setting up of such facilities where they do not exist and in the development of such facilities on the basis of a joint programme or exchange of information of knowledge. Hitherto, linkage in these fields have been established primarily at enterprise level between developing-country licensees and foreign parent organizations and technology licensors from industrialized nations, though some joint training programmes have been undertaken in some developing countries. The potential for greater co-operation among developing countries is particularly marked in respect of consultancy services and detailed engineering facilities and there is considerable scope for setting up joint consultancy and engineering services, either on a regional basis or between developing-country groups at a similar stage of industrial growth. The first step in this direction is the greater use of consultancy and engineering services available in certain LDCs by other developing countries, followed by the creation of appropriate national consultancy services in each developing country or in regional groups through such collaboration.

18. Greater co-operation should also be developed in respect of joint training programmes. Should a more extensive programme for joint training facilities be taken up in selected sectors? To some extent, training facilities for personnel from developing countries are being provided in one or other developing country at present. This has, however, been a very limited programme so far as such training is normally linked with the overall technology supply arrangements entered into with licensors and suppliers from industrialized economies. It would be desirable to define certain appropriate sectors where programmes of training could be jointly undertaken in enterprises in one or other developing country, irrespective of the course of investment and technology.

19. Co-operation in research and development among developing countries also has considerable potential. It needs to be considered as to what concrete programmes of co-operation can be drawn up in this regard. Should certain sectors be defined for this purpose and closer contact ensured between concerned institutions in developing countries? A number of institutions engaged in various types of R & D, including multi-disciplinary research, have been set up in several developing countries. There appear to be a pressing need and considerable possibility of greater co-operation in joint R & D activities between such institutions. Experience of industrial R & D in the several institutions set up in developing countries has, at best, been fairly mixed, and this further highlights the need for sharing of experience and the implementation of joint research activities. Fields such as electronics, drugs and pharmaceuticals and non-conventional sources of energy represent priority areas of research, which can be followed by joint R & D programmes in agro-industries, leather, chemicals, engineering products and several other sectors of basic interest to a number of developing countries. It is essential, however, that R & D programmes are directly related to the needs of the production sector and, though the results of industrial research can only be assessed over a relatively long time-span extending from three to five years, such an assessment has to be made in terms of costs and benefits over such periods. Such cost-benefit analysis in terms of utilization of research results by industry would be all the more necessary and significant for joint research programmes.

20. It will thus be seen that technological co-operation between developing countries can and needs to be extended over a fairly wide area. The role of technological regulation agencies, which institutions are central to the implementation of technology policies, could be very crucial in directly negotiating such programmes of co-operation or co-ordinating such programmes with other concerned institutions in each country. In certain areas of co-operation, it may even be necessary for developing countries to arrive at inter-governmental agreements which would specify the nature and extent of mutual assistance and co-operation and, within the framework of which bilateral or multi-lateral arrangements, could be worked out. In this respect also, the role of technology regulation agencies could be very significant in providing a suitable and appropriate lead.

Regional technological co-operation

21. An important aspect of technological co-operation related to regional programmes in this field. In this regard, UNIDO has established active links with the regional economic commissions and, in particular, with the newly established ESCAP Regional Centre for Technology Transfer as well as the African Regional Centre for Technology Adaptation and Development. UNIDO also promoted a joint ESCAP Workshop for Directors/Officer-in-charge of National Focal Points for the ESCAP Regional Centre, in Bangalore, India, from 18 - 25 April 1978. Thirteen countries of the region were represented at this meeting and drew up a programme of work for the promotion of co-operation among the countries of the region to strengthen their national technological and development capacities.

22. In order to implement the work programme of the Regional Centre for Technology Transfer (RCTT), UNIDO would provide assistance in organizing workshops, on a national as well as regional level, on development plans and policies, improving the working position for technology in selected sectors as well as providing assistance in the negotiation of contracts. It is also proposed to develop RCTT as a sub-regional focal point as well as a means of contact with the relevant national agencies on information regarding technological alternatives to facilitate technology selection. It is expected that regional centres for transfer of technology such as the RCTT, would actively promote technological co-operation at the regional level for the benefit of the developing countries in the region.

Technological co-operation at international level

23. While there is great need and potential for technological collaboration among developing countries, it must be emphasized that such co-operation must increasingly be extended at the international level. For quite some time to come, enterprises and institutions in industrialized nations will continue to be major sources of industrial technology. In recent years, there has been increased recognition in highly-industrialized economies of the necessity of more rapid technological growth in developing countries as a pre-requisite for global restructuring of industry. This needs to be translated in terms of a more sympathetic appreciation of the genuine problems and difficulties in developing countries and concrete action-programmes by enterprises and governments in developed nations to achieve more effective technological co-operation.

24. Except for the centrally-planned economies, ownership and knowledge relating to industrial technology in developed countries largely rests with individual enterprises and groups and technology flow takes place through various mechanisms, ranging from supply of capital goods and licensing arrangements to joint ventures and foreign affiliates with varying degrees of foreign ownership. In almost all cases, technology transfer takes place through contractual arrangements between enterprises in these countries and those in developing nations. It would be increasingly difficult, in the present context when elaborate screening procedures are operative in several developing countries and likely to be set up in others, to expect that highly restrictive and unreasonable provisions would continue to be part and parcel of technology contracts. It would be desirable nevertheless for representative bodies of technology suppliers and licensors in industrialized economies to prescribe and adopt such guidelines in technology supply and contracting as are consistent with the requirements of developing countries. It is only then that the present trends towards confrontation would be more effectively resolved and a more appropriate climate created for investment-cum-technological collaboration at enterprise level.

25. There is also need for greater flow of technology from a larger number of enterprises in developed countries. Hitherto, investment-cum-technological collaboration with developing-country enterprises has largely been concentrated in the hands of relatively few transnational companies having close trade or industrial links with one or other developing country. Technological knowledge and capability in various sectors is, however, available with a much larger number of enterprises in industrialized countries, particularly medium-sized manufacturing units, and the field of technological choice would be considerably widened if such enterprises were also brought within the ambit of technological collaboration with developing-country enterprises.

26. It is also necessary to consider the need for industrialized economies to take certain positive policy and institutional measures in the interest of greater technological collaboration with developing countries. Firstly, an appropriate policy could be set up, either at international level or by individual developed economies to ensure that technology-supplying enterprises from these countries comply with guidelines for technical collaboration or investment-cum-technological collaboration with developing-country enterprises. Secondly, greater incentives could be provided for

flow of technology to developing countries. These could take the form of tax relief or subsidies in respect of incomes accruing from supply of technology or technical services to these countries. Thirdly, greater technological co-operation could be ensured through governmental and semi-governmental institutions dealing directly or indirectly with R and D in various production branches with corresponding institutions and enterprises in developing countries. Further, it is necessary that developed countries should participate financially in providing a greater flow of technology to developing countries. Even if a small percentage of the income generated from external technology supply could be set apart by these countries for financially assisting the flow of industrial technology to developing countries, a significant beginning could be made in generating adequate resources to ensure a substantial increase in the supply of technology and expertise to these countries. Such resources could be channelized through an international mechanism which would represent a practical and tangible expression of greater international technological co-operation.

#### International mechanism for technology transfer

27. Such an agency could take the form of an International Technology Bank, ✓  
the functions of which would be to assist and facilitate the flow of technology to and from developing countries on equitable terms.

28. The functions of such a bank could be to:

- (i) assist in identifying technological needs of developing countries, particularly the specific technical needs identified, priority sectors of production/manufacture;
- (ii) assist enterprises, institutions and other bodies in these countries in identifying technological alternatives, evaluating such alternatives and negotiating for the acquisition of selected technology on equitable terms and conditions, for production/manufacturing activities;
- (iii) acquire licensing rights for technological processes, production techniques, trade secrets and knowhow, both patented and unpatented (hereafter referred to as technology), for selected production branches and products, for the purpose of transferring such technology to developing-country enterprises, other than wholly-owned or majority-owned foreign subsidiaries and affiliates on appropriate terms and conditions, for production/manufacturing activities;

✓ The concept of a Technology Bank was specifically recommended by the Meeting of Ministers in New Delhi (January 1977).

- (iv) assist developing-country enterprises in initial financing of the cost of acquisition of technology for selected production branches and products, either wholly or partially, principally by way of a loan and on such terms as may be agreed upon, such financing also being extended to cover the cost of technological services in certain cases but not the cost of machinery and equipment or any other supplies required for the production/manufacturing operation in question;
- (v) assist developing-country enterprises in such other manner and on such terms as may be agreed upon between the International Technology Bank and developing-country enterprises.

29. For the purpose of registering technology licensing rights, the Bank could provide for the registration of commercially-proved technology for selected production branches and products which would be announced by the Bank from time to time. The registration of technology from proprietors, owners and suppliers of such technology from developed and developing countries could be undertaken by the Bank on specific terms and conditions which could, inter alia, provide for the following:

- (a) The application for registration shall be accompanied by such information as may be prescribed by the Bank as being necessary to determine the commercial viability and extent of use of the technology in question but shall not include any details of the technology as may be considered confidential or falling under the category of trade secrets.
- (b) The owner/supplier of technology should agree to assign to the Bank full rights to license the technology in question to such developing-country enterprises as the Bank may determine, subject to the conclusion of a technology-supply contract between the Bank and the owner/supplier of technology. Such contract shall, inter alia, determine the remuneration and terms of payment for the technology in question, duration of contract, details of technology and technological data, including necessary documentation, drawings, etc. and services to be provided by the technology owner/supplier as part of the license, performance and other guarantees in respect of the technology in question and such other terms and conditions as may be agreed upon between the Bank and the owner/supplier of technology including any limitations and constraints in the use of a particular technology.



- (c) No remuneration shall be payable in respect of technology registered by the Bank to the technology owner/supplier till such time as the technology is transferred to one or more enterprises. In the latter event, the Bank shall assume the responsibilities for such payments for registered technology as agreed upon in the technology contract between the Bank and the owner/supplier of technology. The owner/supplier of technology shall, in turn, be required to discharge his obligations as a licensor as specified in the technology contract between the Bank and the owner/supplier of technology, in respect of the enterprise or enterprises licensed by the Bank.

30. Such technology as is registered with the Bank and licensing rights to which are acquired by the Bank by agreement with registering owners/suppliers of technology, could be transferred to suitable developing-country enterprises on suitable terms and conditions, including rights to patents and trademarks, as may be agreed upon. Such terms and conditions would include the conditions of repayment of any loans as may devolve on developing-country enterprises for acquisition of the technology in question.

31. The concept of an International Technology Bank has been briefly outlined above only to highlight the vital and practical role that such an alternative channel for technology transfer could play in facilitating and financing the flow of technology to developing countries. If the concept and role of such an institution is accepted in principle, details of implementation and operation of such a mechanism could be drawn up.

32. It must be emphasized that such an institution can only supplement and should not, supplant enterprise to enterprise transactions in technology. Such technological exchange will continue to take place to the extent practicable and within existing constraints. At the same time, an institution of this nature could well emerge as a significant new channel of technology transfer to developing countries over a period of time. Such an institution would also be very useful for a large number of medium-sized enterprises in industrialized countries, who possess processes and techniques of great value and utility to developing countries but who may otherwise be unable or hesitant to enter the field of technological collaboration with developing-country enterprises.

33. Apart from such an international mechanism, international agencies such as UNIDO would also need to play a critical role. The future role of UNIDO in particular was discussed in detail in the March meeting of senior officials and heads of technology-regulation agencies and the recommendations of that meeting are reproduced below.

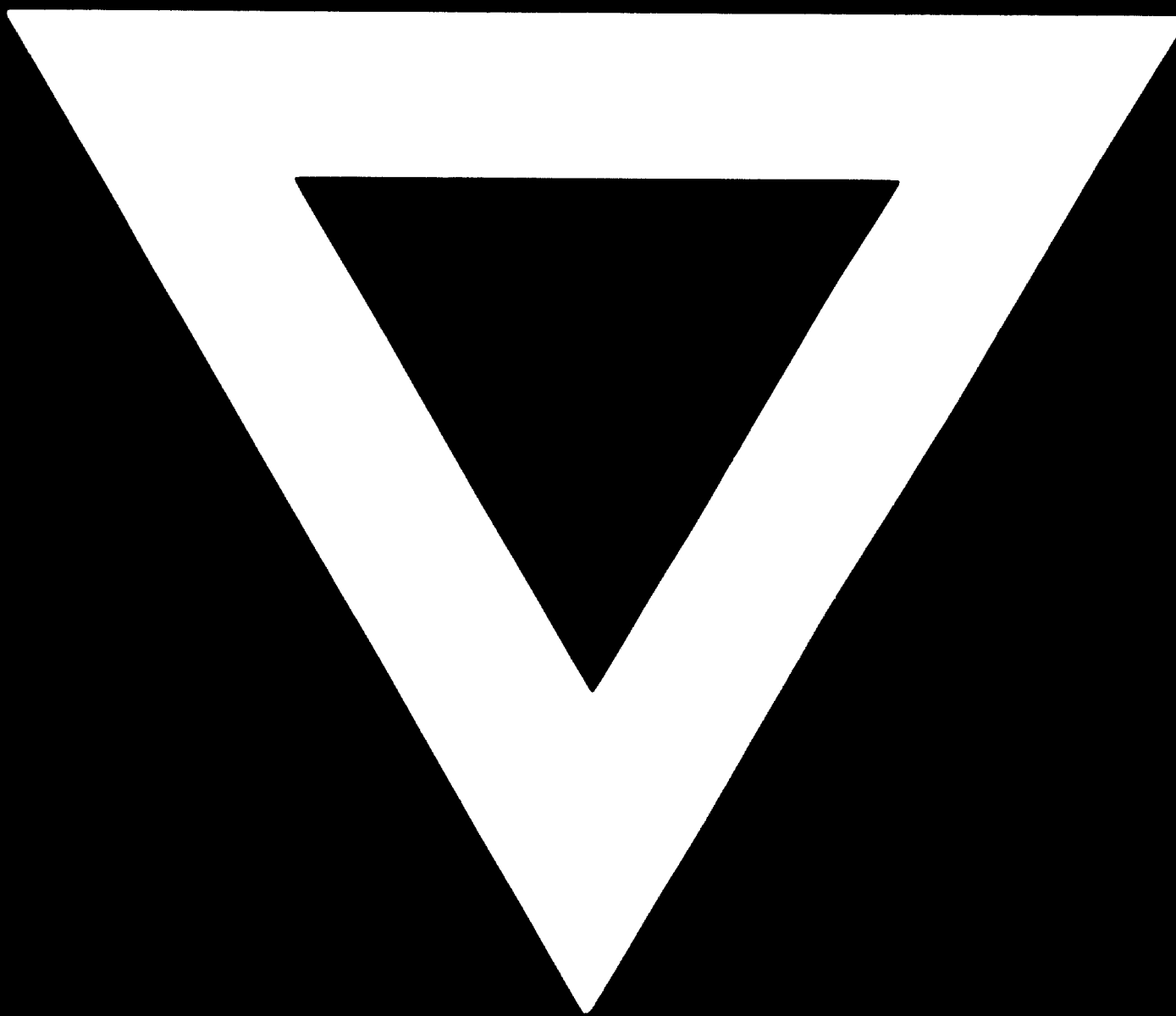
34. "The meeting recommended that as an integral part of its activities to accelerate industrial and technological growth of developing countries, UNIDO should implement a comprehensive programme for the promotion of technological co-operation among governmental agencies dealing with transfer of technology. Such a programme should inter alia include the following:

- UNIDO should compile necessary publications containing analytical information on legislative, administrative and related aspects on the work of the registries of the participating countries;
- UNIDO should organize programmes of training for the personnel of national institutions connected with the acquisition of technology;
- UNIDO should assist national institutions through the provision of methodologies, expertise and other services, as appropriate, in the preparation of national inventories of indigenous technologies and services; and also promote the dissemination of such information to other developing countries;
- UNIDO should, as part of INTIB, establish a clearing house of information on terms of conditions and related aspects of technology transaction for the purposes of the programmes to exchange information and experience as approved in the meeting;
- UNIDO should provide relevant supporting services to national institutions connected with the acquisition of technology, including:
  - (a) review of data collection and analysis of various contractual provisions relating to different sectors and consideration of revised guidelines in technology and acquisition for particular branches of production;

- (b) assistance to individual national registries and similar institutions in the analysis of sectoral trends and objectives and in respect of individual proposals where this may be considered necessary by participating countries concerned;
- (c) analysis of technology agreements in different sectors and dissemination of the results of such analysis to participating countries;
- (d) organization of regular exchange of visits of personnel of national technology registries and similar institutions to institutions in other participating countries;
- (e) under the auspices of the Industrial and Technological Information Bank, UNIDO should compile information on major suppliers of technology, including where possible their corporate structure;
- (f) provision of technological advisory services for selected programmes and projects desired by particular countries;
- (g) assistance in the preparation of joint and collective negotiations for the acquisition of foreign technology for similar projects in groups of participating countries;
- (h) developing an integrated package of assistance linking acquisition of technology with "feasibility studies, investment and technical operations and management."



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