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*for a sustainable future*

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## Industrial Development Board

Fifth session

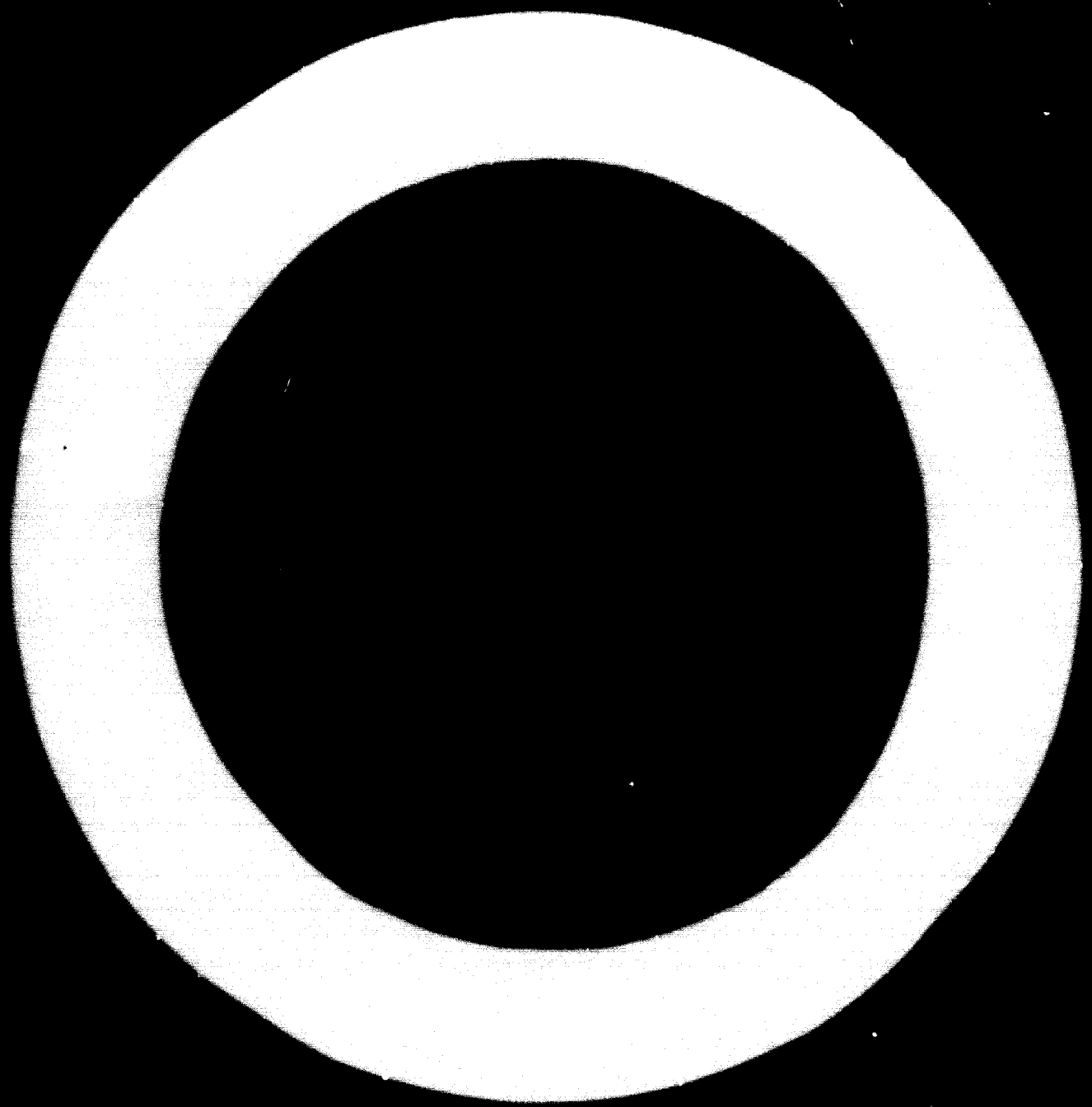
Vienna, 24 - 28 May 1971

Agenda item 5

PROGRAMME OF WORK FOR 1972, REPORT OF ACTIVITIES IN 1970  
AND UPDATING OF 1971 PROGRAMME

PART TWO

Addendum to the 1972 work programme of the  
Industrial Policies and Programming Division



Programme of product adaptation and development  
for export-oriented industries (14.05)

1. UNIDO proposes to hold in May/June 1972 an Export development orientation meeting (14.05.02). The purpose of the meeting is to orient manufacturers of a number of developing countries with regard to the various aspects of preparation necessary to embark on export development programmes within their firms by giving them opportunities to meet and discuss in pre-scheduled, face-to-face appointments with experts conversant in how manufactures should be designed, produced and packaged in order to compete in overseas markets.
2. The orientation meeting will be organized jointly with the World Trade Centre and the United States Agency for International Development (USAID) on a pilot basis. After the pilot operation, it is envisaged that a series of regional meetings will be organized.
3. This type of meeting is timely as it is in line with the latest development in exempting manufactures of developing countries from various tariffs imposed by developed countries.

Programme for transfer of technology and know-how  
through subcontracting and licensing agreements

4. On various occasions, interest has been expressed by representatives of developing countries in receiving UNIDO assistance in order to improve their access to modern technology and know-how, to obtain better conditions for these transfers and to increase their capacity of making an adequate selection in line with their own programmes and policies for industrial development.
5. Existing programmes of UNIDO already partially meet these requirements. Such transfers of technology are already taking place through the programme of promotion of specific industrial projects (13.09) and through the programme of promotion of international subcontracting arrangements (14.04). They are also currently undertaken in the activities of the various sections of the Industrial Technology Division as well as in the Industrial Services and Institutions Division (see in particular projects 7.03 and 7.04 on patents and licensing).

Taking into account the interest previously mentioned, UNIDO proposes to organize in the course of 1972 a meeting that would give a new stimulus to this activity, correct the orientation according to the needs expressed by developing countries and provide new opportunities for transfer of technology and know-how through subcontracting and licensing agreements.

6. The main objectives of the proposed meeting would be to provide a place for face-to-face conversations between potential partners from developing and industrialized countries. The conversations would be on specific industrial projects and would hopefully provide a basis for further negotiations and actual business arrangements and contracts.

7. On the subcontracting side, the contacts would draw mainly on the programme recently undertaken and would provide increased opportunities to the developing countries which are already participating in it. On the licensing side, special efforts would be made to provide for the developing countries an opportunity of making contacts with the holders of technical know-how who do not have international experience and whose technology remains partly unused.

8. In addition to the private individual conversations, which will occupy the major part of the meeting, a few general discussions might take place on matters of common interest. On the subcontracting side, for example, an exchange of views could be made on the practical conditions of successful subcontracting arrangements, on possible changes to be introduced in national legislation and policies and on the role of UNIDO programme.

9. In the field of licensing, the ways and means of creating better adjustment between the needs of the developing countries and the capabilities of the licence holders might be studied; a review could be made of some concepts such as payment of royalties, payment of intangibles, secrecy agreements and contract negotiations; and the role of UNIDO could be examined in fostering licensing agreements.

10. Participants of the meeting would be essentially industrialists from developing and industrialized countries who had expressed interest in industrial co-operation in specific projects circulated before the meeting. Some participants would be interested in co-operation in both subcontracting and licensing;

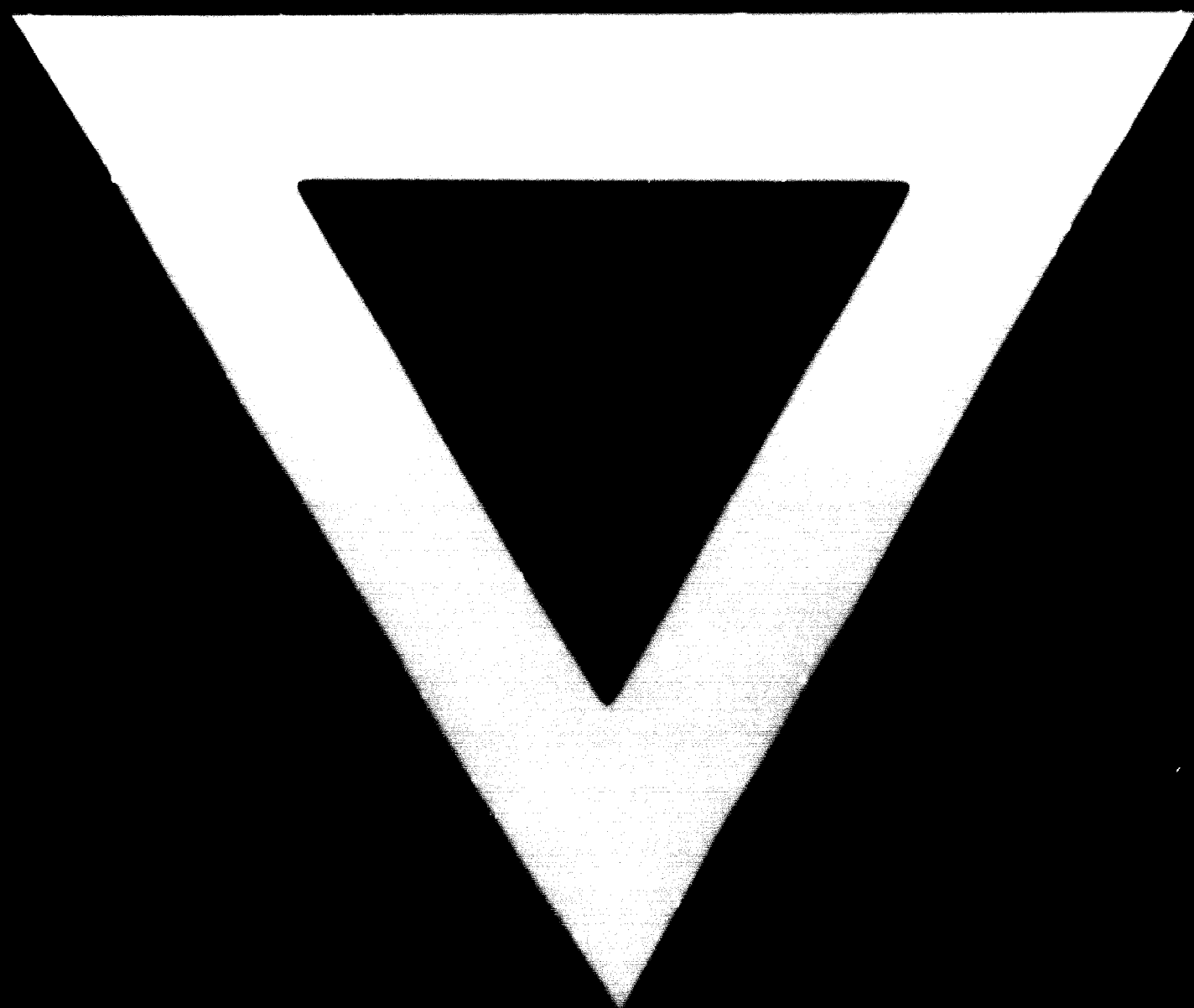
others would come only for one of the two aspects. Some government officials would be invited as observers to the meeting and as participants to the general discussions.

11. UNIDO will seek the co-operation of the World Intellectual Property Organization (WIPO) and other international organizations active in the field, particularly UNCTAD.

12. It is expected that the meeting will have a duration of seven working days. It will take place in Vienna or in another city in Europe.

13. The meeting will be organized by groups 13 and 14 as a development of projects 13.09 and 14.04, in co-operation with the Industrial Technology Division and group 7 of the Industrial Services and Institutions Division.





**22.7.74**