

Annexure-1

Syllabus **Registration and Conduct of Written Test for Selection** **of Trade Officers for BS-20, 2017**

Part I: Test of Subject Matter of International Trade and the WTO

Four structured questions will be asked, to be answered in 60 minutes, from the following syllabus:

- A. Basic structure of Pakistan's economy & industry
 - Macroeconomic conditions in Pakistan
 - Major imports, exports and trends overtime
 - Major services exports and trends
 - Major trading partners
 - Potential for export promotion
 - Major industries and their exportable surplus
- B. Trade theory & policy: basic concepts
 - Comparative advantage, absolute advantage
 - Tariffs, quotas, NTBs and their implications
- C. Political economy of trade policy
 - Import substitution vs. export promotion
 - Lobbying and groups affected from free trade
- D. International marketing:
 - International marketing environment
 - Competing in international markets
 - Researching and analyzing overseas markets
 - Sources of information
 - Market entry methods
- E. The Harmonized Commodity Description and Coding System:
 - Basic knowledge about Harmonized System codes of World Customs organization (HS codes)
 - Applications of HS codes
 - Combined Nomenclature
- F. Regionalism:
 - SAARC, SAFTA, ECO, RTAs signed by Pakistan, etc.
 - Pak-China and Pak-Sri Lanka Free Trade Agreements

- European Union and GSP Plus status for Pakistan; ASEAN
- Understanding of other regional groupings
- Subsidies of advanced countries and impact on Pakistan

G. GATT 1994, GATS, TRIPS & New Round of Talks

- Regulatory framework in Pakistan
- National Tariffs Commission
- Major anti-dumping cases
- Dispute settlement mechanism of the WTO; Pakistan's experience; and major cases
- Doha Development Agenda

Part II: Test of Analytical Skills and Data Response

To test analytical abilities, data response questions would be asked to be answered in 30 minutes. The data response questions would be based on economic data to be taken from government reports, e.g., Economic Survey, newspapers or magazines, etc.

Part III: Test of IT Skills

This part of the test is aimed at examining computer skills of the candidates in: communication using email and other tools; documentation and word processing; data manipulation using spreadsheets such as Excel; presentation authoring e.g., use of power point; Internet usage such as search engines, portals, websites and social media. The mode of examinations for this portion of the written test could be multiple-choice questions, structured questions or true-false questions to be answered in 30 minutes.