

Syllabus:
Written Test for Selection of Trade and Investment Officers (TIOs)
(Total Marks: 100)

PART-I (25 Marks)

PAKISTAN'S ECONOMY, INTERNATIONAL TRADE & EMERGING TRENDS

(SHORT QUESTIONS, CASE STUDIES)

- 1) Pakistan's Economy:
 - a) Structure and Macro-Economic perspective
 - b) The Economics of Capital and Current Account - Balance of payments
- 2) Important Economic Policies having an impact on Pakistan's Trade:
 - a) Fiscal/Monetary Policy, Strategic Trade Policy Framework, Tariff Policy, Textile Policy, Investment Policy, Domestic Commerce Policy, and Industrial Policies
- 3) Current Economic Challenges: Trade Deficit, Exchange Rate, Public Debt, Inflation, Trade Restrictions.
- 4) Sectoral Analysis of Pakistan's potential export sectors and their supply chains – Problems/Remedies.
- 5) International Trade Theories:
 - a) Absolute & Comparative Advantage
 - b) The Four Core Theorems of Trade
 - c) Effects of Tariffs and Subsidies, Quotas and Non-Tariff Barriers
 - d) Instruments of Trade Policy, Tools for Assessing Impacts of Trade Policy
- 6) Multilateral Trading System:
 - a) WTO as an Organization, Mandate, Effectiveness, and Future (impasse on DSB, plurilateralism etc.)
 - b) GATT, GATS, Agreements on Agriculture, SPS, TBT, TRIPS
 - c) Trade Remedy Laws, Dispute Settlement Mechanism
 - d) Trade Facilitation Agreement
- 7) Emerging Trends in Trade:
 - a) Digital Trade, E-Commerce Challenges/Opportunities for Pakistan
 - b) Barter trade mechanism and implications for Pakistan.
 - c) Trade and Environment Linkages, Sustainable/Green Trade
 - d) Pakistan's commitments under various International Conventions and their implication on trade
 - e) (GSP+, Human Rights, Labor issues, etc.)
 - f) Women Empowerment and Entrepreneurship
 - g) SME sector.
- 8) Regionalism
 - a) Trade Corridors (CPEC, TIR, APTTA, Transit Agreements, QTTA)
 - b) Regional trade integration blocks SAFTA, ECO, ASEAN, RCEP, SCO, CAREC,
 - c) Pakistan's Major Free Trade Agreements with partner countries, issues of rule of origin.
 - d) Unilateral Preferential Trade Arrangements under various Schemes

PART-II (45 Marks)
TRADE PROMOTION (20 Marks)
(STRUCTURED QUESTIONS, CASE STUDIES)

1. TRADE PROMOTION

1.1. Trade Promotion Tools

1.1.1. Conventional Methods: International Trade Exhibitions, Delegations to/from Pakistan, Single Country Fair, Product Specific Launches/Events, Road Shows, etc.

1.2. Organizational structures for promotion of trade.

1.2.1. Role and Functions of Trade Development Authority of Pakistan, Chambers of Commerce and Industries, Trade Associations, Directorate General of Trade Organizations, Trade Dispute Resolution Organization, Animal Quarantine Department, Plant Protection Department, Marine Fisheries Department and Pakistan Software Export Board, etc.

1.2.2. Opportunities in Government procurements of host countries.

1.3. Business Networking/Institutional Linkages

1.3.1. Bilateral Government to Government and Business to Business trade-related forums

1.3.2. Managing Trade Leads, Matchmaking.

1.3.3. Networking tools/international best practices

1.4. Modern Tools

1.4.1. Digital/E-Marketing

1.4.2. Private think tanks/business support organizations

2. MARKET INTELLIGENCE:

2.1. Assessment, Research & Analysis Techniques for Host Country Markets

2.2. Modus Operandi of Competitors in Host Market

2.3. Modes of acquiring information/Sources

2.4. Trade diplomacy to remove tariff/non-tariff barriers

2.5. Incoterms

3. TOURISM PROMOTION, IMAGE BUILDINGS

3.1. Disseminating information on Tourism potential

3.2. Creating cross border linkages on Tourism

3.3. Marketing of Pakistan's positive image through direct/indirect methods

INVESTMENT PROMOTION (25 Marks)
(STRUCTURED QUESTIONS, CASE STUDIES)

1. BOI Ordinance 2001 and Functions of Board of Investment, Islamabad
2. Provincial Boards of Investment and their functions
3. Investment Policy of Pakistan as notified by Board of Investment, Islamabad
4. Investment Protection Laws in Pakistan
 - 4.1. Foreign Investment (Promotion and Protection) Act, 2022
 - 4.2. Protection of Economic Reforms Act, 1992
 - 4.3. Foreign Private Investment (Promotion & Protection) Act, 1976
5. Comparative advantages of Pakistan as an investment destination
6. Pakistan Regulatory Modernization Initiative (PRMI) and its impact on investment
7. SEZ/STZA/EPZ Framework, Laws, Incentives and Regulations in Pakistan vis-à-vis similar institutional frameworks
8. Industrial cooperation under CPEC

PART-III (15 Marks)
IT SKILLS AND DATA ANALYTICS
(SHORT QUESTIONS, MCQs, TRUE/FALSE)

IT Skills Part shall include testing of candidate's computer literacy skills related to word processing, report writing, document compilation, data analysis using the spreadsheet, demonstration abilities using presentation applications, online collaboration, and virtual meeting tools, web-portals, usage of e-mails and other documents transfer applications, search engines, social media, e-commerce, and e-marketing tools, etc. The questions asked would be a combination of MCQs, short description, Fill in the Blanks, and True/False.

The purpose of the Data Analytics part is to check candidates' abilities to interpret data, understand trends numerically as well as graphically. Data response questions shall comprise a short description of the problem followed by MCQs, Fill in the Blanks, or True False. The Data sets shall be used from Pakistan's Economic Survey, World Bank, ITC tools of trade data, and published research reports.

PART-IV (15 Marks)
ANALYTICAL WRITING SKILLS

This part of the paper shall essentially test Candidates' analytic writing skills, especially report writing skills. The candidates would opt one out of the two given topics and write around 300 words (focus would be on competing arguments, comprehension, conclusion and relevant data, etc. depending on topic).