## CSEND Three Stage Model for Institutional Capacity Building

1.
Understanding of
Trade Rules
Negotiating Options by
Trade Officials

Analysis and
Consultations on the
Needs and Impact of
Trade Rules on Domestic
Development Policy

Application to the Trade
Policy-Making and
Negotiating Strategy of
the Trade Ministry &
Stakeholder Groups

Interactive learning of general knowledge

Active learning through adaptation knowledge to local context and capturing of local institutional knowledge

Institutional change

Traditional training at the individual level (usually a few days or weeks) Individual and institutional levels =
Development of the institutional capacity
and cross-sector multistakeholder networks
(usually staggered over 12 months or more)

(Source: First cited by the UNCTAD Trade & Development Board, 2003, TD/B/50/9, TD/B/WP/168)