



2024 PROSPECTUS

A prospectus of information related to **ESAMI-trapca** training programs and activities





TABLE OF CONTENTS

1.0	OUR 2024 MESSAGE	5
2.0	ESAMI-trapca AT A GLANCE	6
2.1	OUR MANDATE	7
2.2	VISION	8
2.3	MISSION	8
2.4	CORE VALUES	8
2.5	OUR STRATEGIC THRUST	8
2.6	PARTNERSHIPS AND COLLABORATIONS	9
2.7	WHY STUDY AT ESAMI-TRAPCA?	9
3.0	OUR PACKAGES	10
3.1	ACADEMIC COURSES	12
	3.1.1. LUND UNIVERSITY TRACK	13
	3.1.1.1 PRE-REQUISITE ADVANCED COURSES (TRP 400 SERIES)	13
	3.1.1.2 ESAMI-TRAPCA SPECIALIZED E-LEARNING COURSE- TRADE AND GENDER	13
	3.1.1.3 ADVANCED COURSE (TRP 500 SERIES)	14
	3.1.2 ESAMI TRACK	16
	3.1.2.1 MSC IN INTERNATIONAL TRADE POLICY AND TRADE LAW	16
	3.1.2.3 CERTIFICATE IN INTERNATIONAL TRADE FINANCE	17
	3.1.2.4 MASTER OF INTERNATIONAL TRADE FINANCE DEGREE	19
3.2	TAILOR-MADE COURSES	20
3.3	POLICY DIALOGUES	21
3.4	RESEARCH, CONSULTANCY AND ADVISORY SERVICES	22
4.0	OUR CONTACTS	23



OUR 2024 MESSAGE

01

ESAMI



In partnership with

www.trapca.org



LUND UNIVERSITY



ESAMI-trapca HEAD OF CENTRE



Greetings to you all!

The Eastern and Southern Africa Management Institute's Trade Policy Training Centre in Africa (**ESAMI-trapca**) continues to strive to enhance the capacity and capabilities of Sub-Saharan African countries to harness the opportunities offered by international trade through developing efficient trade-related strategies. Our commitment to our current and prospective partners, students and clients is that our unique programs will enable beneficiaries to actively and competently participate in trade negotiations, trade facilitation, trade policy and trade law crafting and implementation, as they nurture regional value chains and foster intra-African trade.

With emerging shocks, Sub-Saharan African Countries need recovery and sustainable growth strategies to shore up and grow their economies. Trade has proved a critical part of the solution for economic recovery, poverty reduction and the sustainability conundrum. It is in this regard, that it gives us so much pride to see our **ESAMI-trapca** alumni at the heart of the national, regional, continental and multilateral trade agenda facilitating countries to harness opportunities from international trade arrangements. Empowered with trade expertise, competence, and determination, our alumni are making trade

part of the solution by enhancing regional and continental integration outcomes.

In 2024, **ESAMI-trapca** will continue to enhance the competence of its students and participants through our Academic courses and Tailor-made/ Executive courses. In addition, under trade lab clinics and the WTO chairs program, students' research skills will be enhanced to enable them to provide strategic interventions for their countries. **ESAMI** through its specialized trade training Centre welcomes you all to make use of and benefit from our various offerings and products as we strengthen the capacity of African institutions to maximize gains for their development from the totality of the complex multilateral, inter-regional and regional trade agreements and negotiations.

I take the opportunity to thank our partners: The Kingdom of Sweden, Lund University, and all our other development partners that have collaborated with us for their continued support towards addressing the enormous existing and emerging trade-related capacity gaps in sub-Saharan African countries.

Caiphas Chekwoti, PhD
Head of Centre, ESAMI-trapca

ESAMI DIRECTOR GENERAL

Assoc. Prof. Martin M. Lwanga

Dr. Martin M. Lwanga is an Author, Management Consultant, and Associate Professor of Business Management. Presently he is the Director General of the Eastern and Southern African Management Institute (ESAMI) owned by 10 member African states. He has served as Dean of Uganda Christian University Business School, Head of Management Department at Uganda Management Institute and a lecturer at Makerere University. He is co-founder of one of Uganda's first private radio FM station and several enterprises.

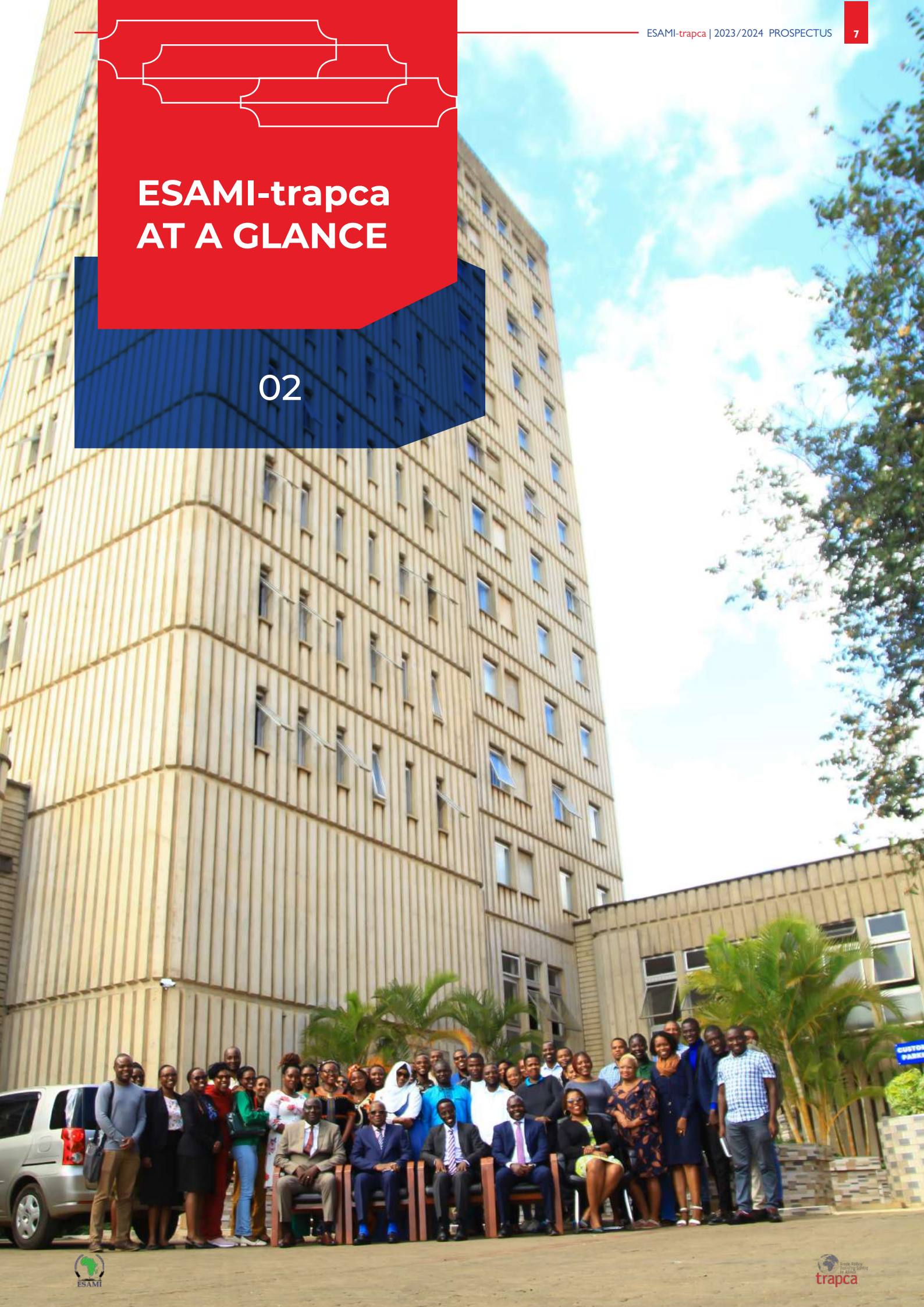
Martin devotes his time to teaching business students across universities in Africa, Europe, North America and Asia. Martin has written over a dozen books that include Everyone can Become an Effective Manager, Entrepreneurship through Generations, and Who is My Friend! As a Management Consultant, he has consulted for the World Bank, United Nations, European Union, Government, Private and

Non-Government organizations.

Martin speaks across the East African region and internationally on topics related to management, leadership development and personal effectiveness. He has published articles in refereed journals such as Uganda Journal of Management and Public Policy Studies and Journal of Public Administration. He is a columnist with Uganda's leading Daily, New Vision, where he publishes the long running The Effective Manager column. Martin is a twice recipient of Uganda Human Resource Managers Association award for Teaching the Practice of Management. Martin went to Kings College, Sudo and is a graduate of Makerere University, Oklahoma University, Maastricht School of Management/ ESAAMI, the Institute of Urban studies, Netherlands and University of South Africa. A Rotarian, he is married to Milly with children and is based in Kampala, Uganda.

ESAMI-trapca AT A GLANCE

02



INTRODUCTION

ESAMI-trapca is a Centre for all aspects of international trade research, training and consultancy within **ESAMI**, which is an Intergovernmental Institute that is ISO Certified, recognized by UNECA as a Centre of Excellence and with over 40 years of experience in management including visibility management. The centre has over 15 years of experience as a centre of excellence in capacity building on trade policy, trade law, trade facilitation, regional integration and trade finance. In pursuit of excellence, the premier institution leverages effective partnerships, networking, effective governance, and operational efficiency to realize results. To this end, the centre has a local faculty based in Arusha, Tanzania, and a pool of globally acclaimed Adjunct Faculty Members.

Our programs and curricula are reviewed and endorsed by an advisory council constituted of lauded senior trade experts and academics. The centre has managed to make the institution a place where governmental, civic organisations and private sector personnel from LDCs and low-income countries meet and share experiences on how to engage in the context of the multilateral, regional and bilateral trading systems. In this regard, we have over the years trained officials from over 49 African Countries at various levels.

In the centre, we value quality training, and quality advisory services and endeavour to uphold standards that are satisfactory and meet the expectation of clients and stakeholders. This has been achieved through strategic partnerships which are effective and result-orientated. Our scope of engagement has transcended capacity building on trade matters to consultancy services, periodic research carried out in the form of training needs assessments and participants' feedback. Consequently, this has propelled the institution to have a better understanding of the trade capacity needs and mitigation on the African continent.

ESAMI-trapca has strong linkages and partnerships with governments, state actors, non-state actors, development partners and donors. To maintain strong linkages and partnerships, the institute has collaborated in several programmes and initiatives to capacity build and advise state offices and other stakeholders on areas of negotiations, implementation of trade and trade-related agreements as well as enforcement processes of international trade commitments.

OUR MANDATE

The overall aim of the training activities of **ESAMI-trapca** is to bring new perspectives to world trade, to inspire the creation of networks in LDCs and low-income Sub-Saharan African countries and to develop competencies for strengthening the capacity of these countries to engage within the international trading systems with a view of overcoming the constraints to utilise the development-related opportunities provided by trade. The training activities of the centre are premised on the belief that LDCs and Low-Income Sub-Saharan African countries are not able to reap the benefits of globalisation and international trade due to inadequate capacity and knowledge of trade issues.



VISION

To be a centre of excellence in Trade Policy Capacity Building for Least Developed Countries and other Low-Income Countries. We will be the most competitive trade policy training institution internationally, guided by transparent, accountable and unshakably committed staff.

MISSION

To build and enhance the trade policy capacity of Least Developed Countries and Low-Income Countries in sub-Saharan Africa to negotiate for favourable international trade arrangements.

CORE VALUES

To fulfil its mission, **ESAMI-trapca** will be guided by the following core values in our interaction with our stakeholders:

Independence: We will remain neutral and independent as we carry out our work to gain the trust of all our stakeholders

Integrity and Professionalism: We will serve with integrity and professionalism by being accountable and transparent in all our dealings.

Teamwork: We will foster team spirit, collaboration and consultation as a way to maximise the synergy of working together for improved service delivery and to satisfy our customers.

Innovativeness and Creativity: We will be innovative and proactive in seeking better and more efficient methods of service delivery.

OUR STRATEGIC THRUST

The Centre's Programmes are based on the trade capacity needs of Sub-Saharan African countries. Therefore, ensures that programmes benefit from periodic research carried out in a form of training needs assessment and participants' feedback. Programme appraisal, tracer studies and impact assessment form important parts of instruments that inform the **ESAMI-trapca's** training and capacity-building interventions.

The different programmes presented in this prospectus create a strong bridge between theory and practice. In this connection, the instructional methods for these programmes aim at providing learners with work-related skills and high retention rates of the technical knowledge imparted. The pedagogy will incorporate multi-modal delivery mechanisms for course materials (e.g. case studies, in-field situational tasks, simulation and role-playing, trade data retrieval exercises, and presentation of course exercises and tasks).

Tailor-made programmes and courses are designed to address clients' specific training needs. These will be conducted on mutual agreement on the area of focus and arrangement of venues and dates convenient to the client.

PARTNERSHIPS AND COLLABORATIONS

The Centre maintains a network of reputable entities that contribute to her mandate. Lund University is the academic partner of the Centre in the Pre-requisites, advanced and MSc programs. Lund University provides academic support in the planning of curricula and is responsible for the implementation, quality assurance, examinations, thesis supervision and certifications in the International trade policy and trade law Post Graduate Diploma Advanced (PGDA) and the Master programs. In addition, the Centre collaborates with relevant International trade interested institutions such as the World Trade Organization (WTO), the United Nations Conference on Trade and Development (UNCTAD), The World Bank, the African Union Commission, Consumer Unit and Trust Society (CUTS) International, Food and Agricultural Organisation (FAO), the South-North Network and the World Trade Institute, and many other financial and technical assistance partners. The centre is also networked with like-mandated institutions and universities under the auspices of the Tradelab clinic and the WTO Chairs program.

WHY STUDY AT ESAMI-trapca?

As a highly specialised Centre in trade policy, trade law and trade facilitation training, the centre aims at providing a convergence platform where trade and supporting sectors personnel meet and share experiences on how to engage in the context of the multilateral, regional and bilateral trading systems. The Centre is a premier trade policy, trade law, trade facilitation and trade finance training institution in Africa. Its capability is defined by the following characteristics:

- A network of strategic institutional and individual contacts collated through the long history of the collaborating institutions, **ESAMI** and Lund University and the credibility as a Centre of excellence on International trade issues.
- A successful trade policy training institution based in Africa, managed by a competent team committed to the effective and innovative improvement of the Centre.
- A highly motivated, eminent global faculty of leading scholars and practitioners in trade policy, trade law and trade facilitation.
- Unique programs that are multi-disciplinary and cross-sectoral in nature and responsive to the current and emerging needs of target countries.



I am ever so grateful to the **ESAMI-trapca** family for acquiring such a rewarding degree that has imparted my career goals and objective in a positive direction. With the knowledge of International Trade Policy and Trade Law, I was privileged to be part of the technical team that drafted Liberia's Goods and Services offered at the WTO.

ALPHONSO JEROMAS SAIEWANE, LIBERIA
2018 **ESAMI-trapca** Alumnus

OUR PACKAGES

03



3.1 ACADEMIC COURSES

The quality of **ESAMI-trapca**'s academic training is unrivalled in Africa and it is renowned for being of international standard. The Centre has partnered with a renowned, high-ranking and internationally recognised institution, Lund University of Sweden as its academic partner. Under this partnership, **ESAMI-trapca** is the only African institution offering training on international trade policy, trade law and trade facilitation and is accredited by a top-notch European University. In addition, the centre's programmes are delivered by high-quality global faculty members and the curriculum is regularly reviewed and endorsed by an Advisory Council constituted of internationally acclaimed experts and academics.

ESAMI-trapca provides training programmes, consultancy services and research in four key areas of international trade namely:

- o International Trade Policy,
- o International Trade Law,
- o International Trade Facilitation
- o International Trade Finance.

The training programmes cover academic and competence-based training designed to equip participants with analytical skills relevant to international trade issues at negotiation, agreement drafting, domestication and implementation levels. In addition to the academic programmes, the Centre also provides tailor-made executive training designed to enhance specific skills of senior and technical officials from the public, and private sectors as well as from civil society.

Accreditation and Certification

- The **ESAMI-trapca** Master's Degree has dual accreditation (international and local). Internationally, it is accredited in Sweden through Lund University, while locally is accredited by the Government of Tanzania's National Council for Technical and Vocational Education (NACTVET) through **ESAMI**. Consequently, certification for the Master's programme is done by Lund University, the academic partner of **ESAMI-trapca** and also **ESAMI**.

- **Lund Track;**
 1. Pre-Requisite Advanced Courses (TRP 400 Series)
 2. **ESAMI-trapca** specialized e-learning course- Trade and Gender
 3. Advanced Course (TRP 500 Series)
 4. MSc in International Trade Policy and Trade Law
- **ESAMI Track;**
 1. Master of International Trade Policy and Trade Law
 2. Certificate in International Trade Finance
 3. Master of International Trade Finance Degree

"Courses at **ESAMI-trapca** have honed my analytical skills in terms of organisation, analysis and presentation. Since joining trapca, I have left my position of trade Economist at the EU and joined a more senior position at the World Bank as a country economist. The new work requires more analytical work, a competency I have gained through the **ESAMI-trapca** MSc course."

TEMWA GONDWE

Senior Manager,
Intra-Africa Trade Initiate, Afreximbank, Cairo, Egypt.

3.1.1 LUND UNIVERSITY TRACK

3.1.1.1 Pre-Requisite Advanced Courses (TRP 400 Series)

• The pre-requisite advanced courses also known as the TRP 400 series serve as prerequisites to admission into advanced courses. The courses are offered online but subject to a prior agreement may be conducted onsite. The courses are offered in both English and French Language. These courses ensure that participants acquire foundational knowledge that is key to their conceptualisation of trade policy, trade law and trade facilitation. The modules are both self-contained and collectively serve as pre-requisites for student admission in the advanced courses stream. Because of the diversity of specialisations of students and the fact that the content of the modules constitutes legal, economic, and sectoral aspects of international trade, the modules seek to provide students with standardised knowledge. They, therefore, prime students to ably cope with the rigours of advanced courses. The onsite and online versions of the pre-requisite courses entail the following modules:

- **Module 1:** International Trade law,
- **Module 2:** International Trade and Development
- **Module 3:** Quantitative Trade Policy Analysis.

• These modules are offered for an uninterrupted period of six weeks. Fulfilment of all pre-requisite course requirements and successful completion of their constituent modules provides an opportunity for students to be considered for admission in the advanced courses presented in the subsequent section.

3.1.1.1.1 Pre-Requisites

CODE	ACTIVITIES	WEEKS	VENUE
TRP 400	MSc Pre-requisite trade policy and trade law (eLearning)	6	E-platform
TRP 400	MSc Pre-requisite trade policy and trade law (eLearning) Franco	6	E-platform

3.1.1.1.2 Pre-Requisite Advanced Courses: Apply [here](#)

3.1.1.2 ESAMI-trapca specialized e-learning course- Trade and Gender

• The Trade and Gender course discusses the linkage between trade policy, gender, poverty alleviation and development. The course also discusses international trade from a gender and development perspective. This understanding is expected to increase the competencies of the course participants to identify trade policy and poverty alleviation priorities as well as mainstream gender into trade and poverty development policies. The course is also expected to help participants assess and monitor the mainstreaming of gender and its impacts on trade and poverty alleviation policies. Focus areas of the course include:

1. The basic linkages between trade, growth and poverty and the importance of gender analysis for policy development.
2. How gender issues can be addressed by trade policy and the role of gender impact assessment.
3. How trade liberalisation or FTAs as instruments of development policy may have gendered social structures.
4. How to analyse and mainstream gender issues into trade and development policy

• The course is offered in both English and French and is a must for anyone intending to take TRP 500 Courses.

3.1.1.2.1 Trade and Gender calendar

CODE	ACTIVITIES	WEEKS	VENUE
TRP 311	Trade and Gender (eLearning)	5 - 16 Aug	E-platform
TRP 311	Trade and Gender (eLearning) Franco	5 - 16 Aug	E-platform

3.1.1.2.2 Trade and Gender Courses Apply here [Trade and Gender Courses Apply here](#)



3.1.1.3 Advanced Course (TRP 500 Series)

• The Academic Courses are offered in both English and French Language and are accredited by Lund University (Sweden). The successful completion of five courses inclusive of core courses leads to an award of a Post-Graduate Diploma issued by **ESAMI-trapca** in conjunction with Lund University. Individual advanced courses are offered in a two-week onsite interface. Moreover, the successful completion of 10 courses and a thesis leads to an award of Master of Science Degree in International Trade Policy and Trade Law issued by Lund University.

• The list of all level 500 courses available in the form of Independent Advanced Level Courses is published at the beginning of each year in the academic calendar available on **ESAMI-trapca's** website. The list of advanced courses includes:

1. **TRP 501:** Economic Foundations of Trade and Trade Policy.
2. **TRP 502:** Legal Foundations of Trade and Trade Policy.
3. **TRP 503:** Tools for Trade Policy Analysis.
4. **TRP 504:** Economic and Legal Aspects of Trade in Services.
5. **TRP 505:** Intellectual Property Law and Development.
6. **TRP 506:** Competition Policy, Law and Development.
7. **TRP 507:** Regional Economic Integration and Trade Facilitation.
8. **TRP 508:** Sectorial Trade Policies and Development.
9. **TRP 509:** Drafting and Interpretation of Trade Agreements.
10. **TRP 510:** International Trade Negotiations.

"**ESAMI-trapca** gave me the confidence that I could obtain a Master`s degree though I faced work and family related complications. The flexibility of classes and the relevant learning resources made me feel connected and confident.

ESAMI-trapca made me the Proud Executive Diplomat I am today".

BARBARA MUKOKI,
Economic Counsellor, Zimbabwe Embassy,
Ankara, Turkey

• The first two of the above courses are core courses which must be passed for students to be awarded a Post-Graduate Diploma in International Trade Policy and Trade Law, Advanced Level and to be considered for admission into the Master of Science Degree in International Trade Policy and Trade Law stream. There are also fundamental courses namely TRP 503, TRP 504, TRP 505, TRP 507 and TRP 508. These courses are a key feature of the advanced courses and further constitute fundamental areas in which the sectoral dimension of international trade policy and trade law find their practical meaning. There are also elective courses that are made up of TRP 506, TRP 509 and TRP 510. The elective courses may each cover more than one module. These courses are differentiated by their areas of specialization in response to emerging trade capacity needs. For instance, TRP 506 may be offered in a given academic year under either a module on "Competition Policy, Law and Development" or one on "Logistics and Trade Facilitation". The elective courses importantly provide an avenue through which the course curriculum can be responsive to emerging trade and development issues in a world characterized by ongoing developments and changes.

• All the advanced courses are subject to annual review in recognition of swift changes and economic developments of consequence to beneficiaries of **ESAMI-trapca's** training. These changes and developments may occur in individual countries, regions and the global economy. While maintaining their academic rigour, the courses are designed to be responsive to the actual trade and trade-related needs of beneficiaries, be they individuals, institutions or countries.

3.1.1.3.1 Admission requirements

To be admitted to any academic programmes, at the minimum the applicant must:

1. Hold a first degree in Economics, Law, Social Sciences or any other relevant field from a recognised university or academic institution. Before admission into Advanced programmes, students must first enrol and pass pre-requisite courses.
2. Have work experience from a trade or development-related area in government, the wider public sector, private sector or non-governmental/civil society organisation;
3. Demonstrate high motivation to pursue a career in international trade albeit subject to requisite consideration;
4. Have a proven command of the language in which the programme or course is advertised and offered.

3.1.1.3.2 Relevance of Academic Courses

The relevance of the above programmes resides in their ability to promote the kinds of knowledge and understanding as well as key analytical competencies and capacities that make it possible for participants to help their countries, regions and institutions to:

- Make full use of existing trade opportunities in foreign markets.
- Choose import, industrial, investment and trade facilitation policies conducive to development and poverty reduction, in light of existing and prospective trade agreements.
- Advantageously influence future agreements by negotiating improvements for Sub-Saharan African countries access to foreign markets while maintaining their abilities to pursue trade and trade-influencing policies conducive to development and poverty reduction.

3.1.1.3.3 Target Group

- The target audience consists of individuals involved in trade-related activities in their capacity as officials, executives or members of relevant ministries and government agencies, parliamentary institutions, universities, representatives from the private sector and civil society.

3.1.1.3.4 How to apply

- Prospective trainees should apply using forms available on **ESAMI-trapca's** website **www.trapca.org**, **ESAMI-trapca's** offices at the ESAMI Headquarters in Arusha, Tanzania or from ESAMI Country offices in Dar es Salaam (Tanzania), Harare (Zimbabwe), Kampala (Uganda), Lilongwe (Malawi), Lusaka (Zambia), Nairobi (Kenya), Maputo (Mozambique), Mbabane (Eswatini) and Windhoek (Namibia). See contact details of ESAMI-trapca, ESAMI Headquarters and Country Offices in subsequent sections.

3.1.1.3.5 Fees and Financing

- Limited financial support from the Swedish International Development Cooperation Agency (Sida) may be availed to qualifying applicants from African LDCs, LICs and women from Sub-Saharan African middle-income developing countries on a full or partial scholarship basis. Priority is accorded to female applicants who are largely underrepresented in the trade sector. The tuition fee for self-financed participants is specified under section 3.1.5.1

3.1.1.3.6 Duration and Calendar

- Each advanced course is physically offered through a two-week on-site learning and off-site pre-session and post-session assignments each corresponding to two weeks of learning activities.

CODE	ACTIVITIES	WEEKS	VENUE
TRP 501	Economic Foundations of Trade and Trade Policy	2	Arusha
TRP 502	Legal Foundations of Trade and Trade Policy	2	Arusha
TRP 503	Tools of Trade Policy Analysis	2	Arusha
	Write-up seminar	1	Arusha
TRP 504	Economic and Legal Aspects of Trade in Services	2	Arusha
TRP 505	Intellectual Property Policy, Law and Development	2	Arusha
TRP 506	Competition Policy, Law and Development	2	Arusha
TRP 507	Regional Economic Integration and Trade Facilitation	2	Arusha
TRP 508	Sectorial trade Policies and Development	2	Arusha
TRP 509	Drafting and Interpretation of Trade Agreements	2	Arusha
TRP 510	International Trade Negotiations	2	Arusha

3.1.1.3.7 Advanced Course: Apply [here](#)



3.1.2 ESAMI TRACK

3.1.2.1 MSc in International Trade Policy and Trade Law

The Master programme entails ten advanced courses equivalent to ten modules plus a Master's thesis which is equivalent to two modules, amounting to a total of twelve modules.

To qualify for a MSc degree in International Trade Policy and Trade Law level, the candidate must apply for admission into the MSc-track. Master of Science Degree in International Trade Policy and Trade Law is achieved by taking advanced courses and a thesis. trapca's Master programme consists of 10 advanced courses and one Master thesis. In total the Master programme consists of 90 credit units of which 75 are taken in the form of course work and a thesis amounting to 15 credits. For the Master's degree to be awarded, the programme must be completed within five years.

Accreditation and Certification

- This Master program is accredited by the Government of Tanzania's National Council for Technical and Vocational Education (NACTVET) through **ESAMI**. Consequently, certification for the Master's programme is done by Lund University, the academic partner of **ESAMI-trapca** and also **ESAMI**.

3.1.2.1.1 Minimum admission requirements for the Master's Programme

- The candidate must have completed and passed

at least six Advanced level courses, including TRP 501, TRP 502 and TRP 503 from the Advanced level program. Students who meet these requirements will be considered for admission and the most qualified applicants shall be prioritised. The students are expected to get at least an average mark of 60% on taking courses. Consideration for admission will be given to those students expected to complete the Master's programme but have not met the above requirements. Unsuccessful participants will be advised on the best way forward.

3.1.2.1.2 Thesis Writing

- To be allocated a supervisor, the student must be admitted into the Master's programme. Before applying for a supervisor allocation, the candidate is strongly recommended to consider formulating a suitable thesis proposal and also plan for the thesis. The student may write the thesis as he/she enrolls for the last four Advanced courses, to make a total of ten courses and a thesis to qualify for the award of Master's degree in International Trade Policy and Trade Law. The requirements for the thesis include;

- o The thesis shall be approximately 15,000 words in length.
- o The grading scale for the thesis is the same as for the taught courses. The thesis proposal as well as the oral defence must meet certain criteria.
- o A student who fails to pass will be allowed to re-write and re-submit the thesis a maximum of two times.
- o A pass after a re-submission of the thesis shall be recorded as an E in the academic transcript.

"**ESAMI-trapca** unlocked numerous doors for me. I enrolled for the then 'Foundation courses' in 2016. I attained a Post-graduate Certificate in Trade Facilitation in 2016. I went on and attained a Post-graduate Diploma in Trade Facilitation the same year. I then immediately enrolled for the Master's Program in International Trade Policy and Trade Law. I graduated in 2019. Throughout my **ESAMI-trapca** journey, the educational content and experience, coupled with networking with fellow students from all over Africa shaped my career journey. When I was enrolling at **ESAMI-trapca**, I was working as a customs officer in Malawi Revenue Authority. My career has evolved over time. I am now working as a Senior Tax Policy Analyst in Malawi Revenue Authority's Policy, Planning and Research Department. In 2022, I won the Best Research Paper Award at the African Tax Administration Forum's (ATAF) ATRN Congress."

Miriam Banda Mhango, Malawi
2019 **ESAMI-trapca** Alumnus



3.1.2.2 Certificate in International Trade Finance

• The African Union recognises trade finance as one of its clusters of importance in its Boosting Intra Africa Trade (BIAT) program. This intergovernmental recognition of trade finance represents a direct admission by African countries that economic integration through trade is not a monolithic endeavour that can only be made a reality through integration initiatives such as AfCFTA alone. Consequently, **ESAMI-trapca** programs in international trade finance are aimed to produce trade finance experts that are competent in analysing the needs of clients within the context of international trade, advising the clients with practical trade finance solutions and preparing relevant trade finance instruments that are compliant with statutory requirements as well as policies existing within their organizations. Capacity deficits in the area of trade finance among financial institutions, regulators, importers and exporters remain one of the key limitations to harnessing benefits presented by the elimination of trade barriers. Therefore, practical challenges arising from an inability to provide and secure fitting trade finance solutions to enhance the movement of, and payment for goods from one country to another remain one of the greatest hurdles. Consequently, this trade finance course will expose participants to financing solutions that are more robust and can mitigate most of the risks associated with complex trade transactions. The duration of the course is six weeks. During this period the course is delivered through intensive online training. The language of instruction is English. The objectives of the certificate course are to promote knowledge and understanding as well as key competencies for:

- They use trade finance and its various products effectively.
- Analysis of the methods of payment, their use, risks and benefits to the buyer, seller and financier.
- Gathering information is key for decision-making in trade finance transactions.
- Analysing the market trends and developments in trade finance.
- Understanding the role of banks and related financial institutions in both facilitating payments and providing funding for international trade.
- Recognition of the role of trade finance in spurring regional and continental economic integration.

3.1.2.2.1 Target Group

- This includes General Practitioners working in Financial Institutions in positions such as Relationship Managers, Trade Finance and Marketing Professionals, International Division

Bankers, Middle Office and Front Office Deal Structuring and Negotiating Managers, Loan Administration and Monitoring Managers, Credit and Deal Risk Analysts, Document Checkers and Supervisors, Risk Distribution Staff, Trading Company Corporate and Treasury Staff, Auditors, Central Bank Regulators, Compliance Division Staff, Private Sector and Public Sector Practitioners involved in the buying and selling of goods, Export and Commodity Finance Professionals, Import and Export and Trade Operations Professionals, Business Organisations and Regional Economic Communities. The target audience must have an interest in trade finance.

3.1.2.2.2 Course Content

- The course is multi-disciplinary in nature covering legal as well as economic aspects of trade finance. The course is offered through an e-learning platform over a duration of six weeks focusing on the following three key modules:

1. International Trade and Trade Finance Relationship.
2. Trade Policy and Economics of International Trade
3. Multilateral and Regional Regulations on International Trade
4. Trade Finance Overview & Financing of International Trade.
5. International Trade, associated challenges, risks and costs
6. Comparison of financing trade through trade finance solutions and traditional banking solutions.
7. Key international trade documents and contracts.
8. Trade-Based Financial Crimes and Money Laundering.
9. Key Trade Finance Solutions and the Associated Risks.



- The modules are evaluated through weekly exercises and online end-of-module examinations. Participants who complete the assessments qualify for enrolment and admission into the master's degree in International Trade Finance, the very first of its kind on the African Continent.

3.1.6.3 Entry Requirements

- The general admission requirements for the Certificate course are:
 - o Participants should have a first degree in relevant fields or their equivalent. Participants should have work experience in relevant institutions.
 - o Participants should have a good command of the English language. Where English was not the medium of instruction during the applicant's first degree or its equivalent, there must be evidence of good knowledge of English demonstrated through appropriate passes in TOEFL or other internationally recognised English language proficiency qualifications.

3.1.6.4 Fees for the certificate in trade finance

- The tuition fee for the E-learning Certificate in International Trade Finance Course is \$.

3.1.6.5 How to Apply

- Additional information on this e-learning course and the master's degree programme in International Trade Finance as well as the application process can be accessed by emailing us at tradefinance@trapca.org. Prospective trainees can assess additional information either **ESAMI-trapca's** website www.trapca.org, **ESAMI-trapca** offices at the ESAMI Headquarters in Arusha, Tanzania or from ESAMI Country offices, currently present in Dar es Salaam (Tanzania), Harare (Zimbabwe), Kampala (Uganda), Lilongwe (Malawi), Lusaka (Zambia), Nairobi (Kenya), Maputo (Mozambique), Mbabane (Eswatini) and Windhoek (Namibia). The contact details of **ESAMI-trapca**, ESAMI Headquarters and Country Offices are given at the end of this Prospectus.

3.1.6.6 International Trade Finance Certificate: Apply here



3.1.2.4 Master of International Trade Finance Degree

• The multidisciplinary Master of International Trade Finance Degree is aimed at providing practical skills to effectively negotiate trade finance contracts, review and analyse regulatory aspects of trade finance, assess trade finance-related risks, advise clients on appropriate trade finance solutions, prepare trade finance contracts and instruments and further understand the confluence of trade finance and international trade regulatory framework. This will be achieved by taking the following 12 modules and a master thesis:

- **ITG 09101:** Regulatory Framework for International Trade and Regional Integration.
- **ITG 09102:** Economics of International Trade and Trade Finance.
- **ITG 09103:** International Trade Finance Practice.
- **ITG 09104:** Practical Trade Finance Solutions
- **ITG 09105:** Contractual Aspects of International Trade Finance
- **ITG 09106:** Research Methods
- **ITG 09207:** Law and Practice Relating to Trade Finance Instruments
- **ITG 09208:** Factoring, Forfaiting and Receivables Financing
- **ITG 09209:** International Trade Finance for Trade and Development
- **ITG 09210:** Trade Finance and Good Governance
- **ITG 09211:** Contemporary Issues in International Trade Finance
- **ITG 09212:** Negotiations for Trade Finance Instruments
- **ITG 09313:** Thesis in relevant aspects of Trade Finance.

The 12 modules plus the thesis add up to 180 credit units out of which 20 are for the thesis. For the Master's degree to be awarded, the programme must be completed within two to five years.

3.1.2.4.1 Minimum admission requirements for the Master's Programme

• Applicants eligible for admission must:

1. have a bachelor's degree from a recognised university.
2. have either completed the **ESAMI-trapca** e-learning pre-requisite course or a relevant equivalent from other institutions. Applicants with proven relevant experience in trade finance transactions will be exempted from this requirement.
3. have a good command of the English language. Where English was not the medium of instruction language during the applicant's

first degree, there must be evidence of good knowledge of English demonstrated through appropriate passes in internationally recognised English language proficiency qualifications.

3.1.2.4.2 Thesis Writing

• To be allocated a supervisor, the student must have completed a total of six courses inclusive of the Research Methods module. Before applying for a supervisor allocation, the candidates are strongly recommended to consider formulating a suitable thesis proposal and also plan for the thesis. The student may write the thesis as he/she enrolls for the last four modules, to make a total of eleven courses and a thesis to qualify for the Master's degree in International Trade Finance. The requirements for the thesis include;

1. The thesis shall be approximately 15,000 words in length.
2. The grading scale for the thesis is the same as for the taught courses. The thesis proposal as well as the oral defence must meet certain criteria.
3. A student who fails to pass will be allowed to re-write and re-submit the thesis a maximum of two times.
4. A pass after a re-submission of the thesis shall be recorded as an E in the academic transcript.

3.1.2.4.3 Accreditation and Certification

• The Master of International Trade Finance Degree is accredited by the Government of Tanzania's National Council for Technical and Vocational Education (NACTVET) through **ESAMI**. Consequently, certification for the Master's programme is done by **ESAMI**.

3.1.2.4.4 How to Apply

• Additional information on this master's degree programme in International Trade Finance as well as the application process can be accessed by emailing us at tradefinance@trapca.org. Prospective trainees can assess additional information either ESAMI-trapca's website www.trapca.org, **ESAMI-trapca** offices at the ESAMI Headquarters in Arusha, Tanzania or from ESAMI Country offices, currently present in Dar es Salaam (Tanzania), Harare (Zimbabwe), Kampala (Uganda), Lilongwe (Malawi), Lusaka (Zambia), Nairobi (Kenya), Maputo (Mozambique), Mbabane (Eswatini) and Windhoek (Namibia). The contact details of **ESAMI-trapca**, ESAMI Headquarters and Country Offices are given at the end of this Prospectus.

[Learn more here](#)



TAILOR-MADE COURSES

- **ESAMI-trapca** offers several tailor-made/Executive courses on a demand-driven basis. These courses range from short duration awareness raising interventions, mostly targeting high-level decision-makers in the public and private sector as well as from civil society entities. They also adopt a problem-solving approach by addressing specific trade and trade-related concerns at policy design, formulation, implementation and enforcement levels.
- In respect of the content, the courses are multidisciplinary and they focus on topical trade policy issues that incorporate ongoing and prospective trade negotiations, trade policy implementation issues and concerns, domestic, regional, continental and global debates and developments in the area of trade policy. The course delivery approaches emphasise participant-led learning environments and foster the sustainability of training interventions. Amongst others, the courses are conducted in a training of trainers format and provision of materials customized to specific challenges or issues considered. The centre may offer the courses commissioned to it or in partnership with other institutions.
- During the last part of the year 2024, **ESAMI-trapca** has the following Executive Courses on offer (and these can also be specifically tailored to the needs of a client):

- o Economic Diplomacy in the Changing Global Economic Relations– Rationalizing African Countries' Role in and Approach to Economic Diplomacy.
- o Tools for Trade Policy Analysis.
- o Cross-Sectoral Dimensions of the AfCFTA

and African Trade Regimes: Negotiations and Implementation Issues.

- o Understanding the Applied Interface of Sectoral International Standards and Trade Facilitation Agreement Measures.
- o Negotiation and Utilization of Trade Defense Instruments in African Regional Economic Integration.
- o The role of parliamentarians in trade negotiations, international rule-making and implementation of international trade commitments.
- o Critical Aspects of Trade Policy, Trade Law and Trade Negotiations for Practitioners and Executives.
- o Understanding implications and impact of e-commerce on domestic trade and Africa's regional and multilateral economic integration.
- o Applied Negotiation Skills–Engaging in Bilateral, Regional and Multilateral Trade Negotiations.
- o Understanding Trade in Services Disciplines and Domestic Regulations.
- o Understanding the implications and impact of e-commerce on domestic trade and Africa's regional and multilateral economic integration
- o SPS and TBT Non-Tariff Measures and the Right to Regulate.
- o Tools for Trade Policy Analysis.
- o The role of parliamentarians in trade negotiations, international rule-making and implementation of international trade commitments.





POLICY DIALOGUES

- Policy dialogues are designed to provide a platform for researchers, practitioners and policy-makers to interface and deliberate on key trade policy issues of paramount importance to on-going developments at national, regional and multilateral levels. The dialogue events include conferences and policy forums. **ESAMI-trapca** offers several non-academic courses. These are specialised short courses and tailor-made executive courses. These courses are designed to address knowledge gaps both at the level of raising awareness on policy and implementation challenges and concerns and further equip participants with hands-on skills that are immediately deployable in their respective areas of work.

- They focus on topical trade policy, trade law, trade facilitation and trade-related sectoral issues. The scope of coverage these courses address policy design issues, trade and sectoral negotiations, and implementation and enforcement of trade and trade-related obligations. The courses focus on multilateral, continental, regional and domestic trade issues of consequence to African countries. They are highly intense and run on a short-duration basis. They target both senior policy and decision-makers and technical experts in the public and private sectors as well as civil society entities. The course delivery approaches emphasize the sustainability of interventions provided and thus focus on building that can be perpetuated beyond the training event. Each course provides participants with tools that can sustainably be deployed in their institutions or areas of work. The courses may be offered exclusively to organizations, departments, specific countries or representatives from multiple countries. Most importantly, the courses are offered on a demand and fee-paying basis.

RESEARCH, CONSULTANCY AND ADVISORY SERVICES

- **ESAMI-trapca** realises that research is essential for decision-making and driving key operational tasks for all types of organizations. To enhance the research skills of our students we conduct qualitative and quantitative research using such mechanisms as the tradelab clinic. The legal clinics and practica are composed of small groups of highly qualified and carefully selected students who work on specific legal questions posed by beneficiaries. The students work in groups under the close supervision of one or more Professors (Academic Supervisors) and are also teamed up with experts (Mentors) from law firms, national or international organizations or academia, who lend their knowledge, time and feedback to the students, pro bono.

- The centre is best placed to offer strategic advisory services to African Union Member States and all regional bodies on trade negotiations, trade policy crafting, trade agreements domestication, policy design and implementation. In collaboration with various partners, **ESAMI-trapca** has proved to be a most trusted expert opinion source for offering capacity building and advisory services to governments and regional bodies, which it does through the establishment of mechanisms of benchmarking and self-assessment in trade aspects at the regional and country levels. The centre has and continues to offer advisory and consultancy services in trade policy, trade law, and trade facilitation to African Countries and Regional Economic Communities. In line with this, ESAMI-trapca advised the African Union Commission on the AfCFTA, the EAC, COMESA and SADC during the formation of their Tripartite Free Trade Area, as well as each of the three Regional Economic Communities individually.

- Under the auspices of the World Trade Organization (WTO) Chairs Programme (WCP), the centre conducts research and outreach programmes on WTO-related topics. The WTO launched the WCP in 2010 intending to strengthen knowledge and understanding of the trading system among academics, citizens and policymakers in developing countries by stimulating teaching, research and outreach activities concerning international trade and trade cooperation in universities and research institutions. The Chairs programme enables teams of trade experts on the ground in developing and least developed countries to conduct outreach among policymakers alongside curriculum development and training activities. The Trade Policy Training Centre in Africa (**ESAMI-trapca**) was admitted into the WCP in 2022 under [phase III](#) of the WCP. This was after a rigorous selection process conducted by the WTO Secretariat with the participation of the WCP Advisory Board,

which resulted in [17 institutions](#) being selected in the current phase. The WCP aims to enhance academic institutions' expertise on WTO work and issues, to improve research, teaching, as well as outreach to policymakers. These aims are expected to be achieved via i) Research on trade policy and WTO-related matters; ii) Courses with WTO content developed by WCP Chairs; iii) WTO Chairs' research disseminated to policymakers and other stakeholders; iv) the Number of students trained on WTO work and issues. WTO Chair holders on behalf of the centre are **Dr Caiphas Chekwoti**, Head of Centre (WTO Chair) and **Tsotetsi Makong**, Trade Law and Trade Facilitation expert (co-Chair).



4.0 OUR CONTACTS

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