

Cambridge University Press

978-0-521-51604-4 - Opening Markets for Trade in Services: Countries and Sectors in  
Bilateral and WTO Negotiations

Edited by Juan A. Marchetti and Martin Roy

Frontmatter

[More information](#)

---

## OPENING MARKETS FOR TRADE IN SERVICES

Trade in services is an increasingly important part of global trade and, as such, figures prominently in multilateral, regional and bilateral trade negotiations. In this volume of essays, academics, negotiators and experts from various international organizations explore the challenges, motivations and achievements of such negotiations. The contributions highlight issues in important services sectors, such as distribution, energy, finance, telecommunications, air transport and the postal and audiovisual sectors, as well as areas such as cross-border trade, the movement of natural persons and government procurement. Case studies look into the experiences of specific countries. The focus on sector analysis and country experiences sheds light on the state of services liberalization and the regulation of international trade in services at the beginning of the twenty-first century, making this an indispensable guide to ongoing and future international negotiations on this topic.

Cambridge University Press

978-0-521-51604-4 - Opening Markets for Trade in Services: Countries and Sectors in  
Bilateral and WTO Negotiations

Edited by Juan A. Marchetti and Martin Roy

Frontmatter

[More information](#)

OPENING MARKETS FOR  
TRADE IN SERVICES  
COUNTRIES AND SECTORS IN BILATERAL  
AND WTO NEGOTIATIONS

Edited by

JUAN A. MARCHETTI AND MARTIN ROY



CAMBRIDGE  
UNIVERSITY PRESS

Cambridge University Press

978-0-521-51604-4 - Opening Markets for Trade in Services: Countries and Sectors in  
Bilateral and WTO Negotiations

Edited by Juan A. Marchetti and Martin Roy

Frontmatter

[More information](#)

CAMBRIDGE UNIVERSITY PRESS

Cambridge, New York, Melbourne, Madrid, Cape Town, Singapore, São Paulo, Delhi

Cambridge University Press

The Edinburgh Building, Cambridge CB2 8RU, UK

Published in the United States of America by Cambridge University Press, New York

[www.cambridge.org](http://www.cambridge.org)

Information on this title: [www.cambridge.org/9780521735919](http://www.cambridge.org/9780521735919)

© World Trade Organization 2008

This publication is in copyright. Subject to statutory exception  
and to the provisions of relevant collective licensing agreements,  
no reproduction of any part may take place without  
the written permission of Cambridge University Press.

First published 2008

Printed in the United Kingdom at the University Press, Cambridge

*A catalogue record for this publication is available from the British Library*

*Library of Congress Cataloguing in Publication data*

Opening markets for trade in services : countries and sectors in  
bilateral and WTO negotiations / [edited by] Juan A. Marchetti, Martin Roy.

p. cm.

Includes bibliographical references and index.

ISBN 978-0-521-51604-4 (hardback) – ISBN 978-0-521-73591-9 (pbk.)

1. Service industries. 2. International trade.

I. Marchetti, Juan A. II. Martin, Roy. III. Title.

HD9980.5.O64 2008

382'.9–dc22

2008043 673

ISBN 978-0-521-51604-4 hardback

ISBN 978-0-521-73591-9 paperback

Cambridge University Press has no responsibility for the persistence or  
accuracy of URLs for external or third-party internet websites referred to  
in this publication, and does not guarantee that any content on such  
websites is, or will remain, accurate or appropriate.

Cambridge University Press  
978-0-521-51604-4 - Opening Markets for Trade in Services: Countries and Sectors in  
Bilateral and WTO Negotiations  
Edited by Juan A. Marchetti and Martin Roy  
Frontmatter  
[More information](#)

CONTENTS

<i>List of figures</i>	page viii
<i>List of tables</i>	xi
<i>List of boxes</i>	xv
<i>List of contributors</i>	xvi
<i>Foreword</i>	xix
PASCAL LAMY	
<i>Acknowledgments</i>	xxiii
<i>Disclaimer</i>	xxiv
Summary and overview 1	
JUAN A. MARCHETTI AND MARTIN ROY	
PART I From Policy to Negotiations 19	
1 Services trade and growth 21	
BERNARD HOEKMAN AND AADITYA MATTOO	
PART II Multilateral and Bilateral Negotiations on Services: Overall Perspectives 59	
2 Services liberalization in the WTO and in PTAs 61	
JUAN A. MARCHETTI AND MARTIN ROY	
3 PTAs in services: friends or foes of the multilateral trading system? 113	
CARSTEN FINK	
PART III Challenges, Issues, and Opportunities in Services Sectors 149	
4 Telecommunications: can trade agreements keep up with technology? 151	
L. LEE TUTHILL AND LAURA B. SHERMAN	

Cambridge University Press  
978-0-521-51604-4 - Opening Markets for Trade in Services: Countries and Sectors in  
Bilateral and WTO Negotiations  
Edited by Juan A. Marchetti and Martin Roy  
Frontmatter  
[More information](#)

5	The liberalization of cross-border trade in services: a developing country perspective	184	SUMANTA CHAUDHURI AND SUPARNA KARMAKAR
6	Out of stock or just in time? Doha and the liberalization of distribution services	224	MARTIN ROY
7	Air transport liberalization: a world apart	264	PIERRE LATRILLE
8	Financial services liberalization in the WTO and PTAs	300	JUAN A. MARCHETTI
9	Beyond the main screen: audiovisual services in PTAs	340	MARTIN ROY
10	The liberalization of postal and courier services: ready for delivery?	378	RUOSI ZHANG
11	The liberalization of energy services: are PTAs more energetic than the GATS?	405	MIREILLE COSSY
12	Market access for the government procurement of services: comparing recent PTAs with WTO achievements	435	ROBERT D. ANDERSON AND ANNA CAROLINE MÜLLER
13	A warmer welcome? Access for natural persons under PTAs	475	ANTONIA CARZANIGA
<b>PART IV Country Experiences with Services Trade</b>			<b>503</b>
14	GATS plus or minus? Services commitments in comparative contexts for Colombia and Uruguay	505	J. P. SINGH

Cambridge University Press

978-0-521-51604-4 - Opening Markets for Trade in Services: Countries and Sectors in  
Bilateral and WTO Negotiations

Edited by Juan A. Marchetti and Martin Roy

Frontmatter

[More information](#)

CONTENTS

vii

15	Opening services markets at the regional level under the CAFTA-DR: the cases of Costa Rica and the Dominican Republic	537
	MARYSE ROBERT AND SHERRY STEPHENSON	
16	Why isn't South Africa more proactive in international services negotiations?	573
	PETER DRAPER, NKULULEKO KHUMALO, AND MATTHEW STERN	
17	Services liberalization in PTAs and the WTO: the experiences of India and Singapore	600
	ARPITA MUKHERJEE	
18	The domestic dynamics of preferential services liberalization: the experience of Australia and Thailand	633
	MALCOLM BOSWORTH AND RAY TREWIN	
19	The Chilean experience in services negotiations	667
	SEBASTIÁN SÁEZ	
	Appendix: A reader's guide to basic GATS concepts and negotiations	706
	<i>Index</i>	727

FIGURES

1.1	Services imports as a percentage of GDP by income group, 1994 and 2004	<i>page 29</i>
1.2	Average growth rate of business services exports for selected countries, 1995–2005	32
1.3	Shifting comparative advantage: India’s RCA for services exports (based on commercial services exports), 1990–2005	32
1.4	Time path of services sector reform for selected transition economies, 1990–2004	34
1.5a	Services policy reforms in India, FDI and TFP, 1991–2004	39
1.5b	Impacts of banking and telecoms reforms on user industries	39
1.6a	Skill intensity of sectors (skilled to total labor ratios)	45
1.6b	Per capita services output and tertiary education in Indian states, averages 1980–2000	45
1.7a	Institutional dependence of sectors (measured by concentration of upstream and downstream transactions)	47
1.7b	Per capita services output and institutional quality in Indian states (measured by transmission and distribution losses of public electricity undertakings)	47
1.8	Sequencing of telecoms reforms and outcomes	49
2.1	Number of WTO members with specific commitments in selected sectors, by country group	64
2.2	Proportion of WTO members with specific commitments in selected sectors (as a percentage of each country group)	65
2.3	Sector coverage of existing GATS commitments and DDA offers	71

Cambridge University Press

978-0-521-51604-4 - Opening Markets for Trade in Services: Countries and Sectors in  
Bilateral and WTO Negotiations

Edited by Juan A. Marchetti and Martin Roy

Frontmatter

[More information](#)

LIST OF FIGURES

ix

2.4	Scores of each country reviewed for GATS commitments, GATS offers, and PTAs	83
2A.1	Types of market access commitments undertaken in selected sectors	101
2A.2	Scores for selected countries' commitments, by agreement	108
3.1	PTAs notified to the WTO, by year of entry into force, 1948–2006	114
4.1	Growth in fixed, mobile, and internet services, 1996–2005	153
4.2	Distribution of major ICTs by income group of economy	154
4.3	International trade in ICT goods in the OECD area, 1996–2005	156
4.4	Businesses accessing the internet and with websites in non-OECD economies, 2006	157
4.5	Telecommunications regulatory agencies worldwide (cumulative), 1990–2007	158
4.6	GATS commitments, and proposed offers, on basic telecommunications (by number of governments), 1994–2008	160
5.1	Share of IT outsourcing revenues by region (world), 2004	191
5.2	Trends in telecoms cost reductions vis-à-vis the growth of MNE activism, 1930–2005	196
5.3	Level of commitments (market access), all WTO members	199
5.4	Level of treatment in new sectoral entries proposed in Doha offers	201
5.5	Proportion of sub-sectors with new and improved commitments under mode 1, per WTO member (when comparing the GATS offer to the GATS schedule ["GATS"] and the PTA commitments to the GATS offer ["PTA"])	205
5.6	Proportion of countries reviewed that improve their commitments or commit for the first time in selected sector groups (mode 1) (when comparing the GATS offer to the GATS schedule ["GATS"] and the PTA commitments to the GATS offer ["PTA"])	209



6.1	Average market share of foreign suppliers across eighty-eight countries, 1999 and 2005	234
6.2	Restrictiveness index for distribution services	244
6.3	Relationship between restrictiveness index and concentration (modern grocery distribution)	245
7.1	Air freedom rights in ASAs	265
8.1	Financial services landscape	302
8.2	Financial liberalization in emerging and mature markets	309
8.3	Financial liberalization in G7 countries, Europe, Asia, and Latin America	309
9.1	Local films' share of the domestic market, 2006	344
16.1	Trade in services as a share of total trade (by value), 1970–2006	577
19.1	Chile's services restrictiveness index	679
19.2	Chile's outward direct investment stock (by country and sector of destination), 2006	683
19.3	Non-conforming measures in investments and cross-border trade in services: Annexes I and II	692
19.4a	Number of investments and cross-border trade in services measures: Annex I	693
19.4b	Number of investments and cross-border trade in services measures: Annex II	694

TABLES

1.1	Services imports as a percentage of GDP by income group, 1994 and 2004	<i>page 28</i>
2.1	Sectoral coverage across groups of members	67
2.2	Average level of treatment in selected sectors committed by WTO members	68
2.3	Cross-tabulation of parties to the services PTAs reviewed	76
2.4	Fictional examples to illustrate the methodology: “Niceland’s” GATS commitments, GATS offers, and PTA commitments with countries A, B, and C (mode 3)	80
2.5	Average score across members reviewed	82
2.6	Scores for the commitments undertaken by Singapore and its trading partners in their PTAs	87
2.7	Scores for the commitments undertaken by the trading partners of EFTA, the European Communities, Japan, and the United States in their PTAs	88
2.8	Average scores for GATS commitments, GATS offers, and “best” PTA commitments across all members reviewed, per selected sector grouping	90
2.9	Share of bilateral trade in services trade (percentage of total), 2005	92
2A.1	Additional details on PTAs reviewed	102
3.1	Trade preferences created by services PTAs	118
4.1	PTAs reviewed and their scheduling modality	164
4.2	Examples of telecoms commitments in the GATS and PTAs	167
4.3	Telecoms regulatory provisions in selected PTAs	172
5.1	GATS+ commitments under mode 1 by developed and developing countries in PTAs, Compared to GATS offers	207
5.2	Advances in PTAs compared to GATS commitments	215

Cambridge University Press

978-0-521-51604-4 - Opening Markets for Trade in Services: Countries and Sectors in  
Bilateral and WTO Negotiations

Edited by Juan A. Marchetti and Martin Roy

Frontmatter

[More information](#)

xii

LIST OF TABLES

6.1	Top twenty-five global retailers	231
6.2	Summary of specific commitments	236
6.3	Level of access bound in WTO members' distribution commitments	238
6.4	Golub's FDI restrictiveness index	241
6.5	Additional measures (and weights) comprising the restrictiveness index for distribution services (wholesale and retail)	242
6.6	Restrictiveness index: summary results	243
6.7	Advances in PTAs compared to GATS commitments (modes 1 and 3)	255
7.1	Top ten airlines by traffic, 2006	269
7.2	Air transport in the US–Australia PTA	279
7.3	Coverage of cross-border air transport services in selected non-US PTAs	281
7.4	QUASAR's scorecard	285
7.5	QUASAR types of bilateral ASAs	286
7.6	Agreements required to exercise fifth freedom traffic rights	291
7.7	Sequence of aviation liberalization	295
8.1	Foreign bank ownership, by region	313
8.2	Examples of barriers to trade in financial services in selected countries	318
8.3	Financial services: specific commitments by sub-sector (as of November 2007)	324
8.4	Real liberalization of financial services in PTAs	335
9.1	Ten largest motion picture firms, by estimated global box-office revenue and market share, 2005	343
9.2	Summary of specific commitments	356
9.3	Advances in PTAs compared to GATS commitments (modes 1 and 3)	364
10.1	Advances in PTAs compared to GATS commitments (modes 1 and 3)	395
12.1	Commitments on services procurement in the GPA, by sector	442
12.2	The treatment of government procurement in PTAs: basic characteristics of agreements reviewed	446

Cambridge University Press

978-0-521-51604-4 - Opening Markets for Trade in Services: Countries and Sectors in Bilateral and WTO Negotiations

Edited by Juan A. Marchetti and Martin Roy

Frontmatter

[More information](#)

LIST OF TABLES

xiii

12.3	Approaches to the listing of covered “services” and “construction services” in GP provisions of PTAs compared to the GPA	451
12.4	Thresholds in PTA procurement chapters compared to the GPA (expressed in SDRs)	457
12.5	Entity coverage in GP provisions of PTAs compared to the GPA	464
13.1	Entries of temporary workers in selected OECD countries by principal categories, 2003–2005	480
13.2	Advances in mode 4 access in PTAs compared to GATS commitments	497
14.1	GNP and demographics	510
14.2	Trade profiles, 2000 and 2005	511
14.3	Merchandise exports and imports by trading partner, 1998 and 2004	512
14.4	Commitments/offers under the GATS versus regional and bilateral trade agreements	514
14.5	Summary of commitments in services	516
14.6	Examples of Colombian commitments in key sectors	522
15.1	Free trade agreements signed by Costa Rica prior to the CAFTA-DR	545
15.2	Trade agreements signed by the Dominican Republic prior to the CAFTA-DR	546
17.1	Ranking of India and Singapore among WTO members in trade in commercial services, 1995 and 2006	602
17.2	Comparative positions of India and Singapore vis-à-vis selected countries in commercial services trade, 2006	603
19.1	Share of SOEs in GDP (percentages per sector), 1965–98	670
19.2	Characteristics of Chile’s trade agreements	674
19.3	Foreign direct investment by economic activities: inflows (\$ millions)	680
19.4	Chile’s exports of goods and services, 2000–2006 (\$ billions)	684
19.5	Chile’s participation in the GATS	685

Edited by Juan A. Marchetti and Martin Roy

Frontmatter

## More information

## xiv

## LIST OF TABLES

19.6	Chile's commitments in comparison: sector bindings under the GATS and in the Chile-US PTA (modes 1 and 3)	696
19.7	Chile's commitments in comparison: sector bindings under the GATS and in the EC-Chile PTA (modes 1 and 3)	700
A.1	Plurilateral requests	719

Cambridge University Press  
978-0-521-51604-4 - Opening Markets for Trade in Services: Countries and Sectors in  
Bilateral and WTO Negotiations  
Edited by Juan A. Marchetti and Martin Roy  
Frontmatter  
[More information](#)

BOXES

2A.1	Additional details about the methodology	<i>page</i> 109
10.1	Examples of privatization of the public postal operator	382
10.2	Provision of universal postal services under full liberalization	386
12.1	The structure of GPA market access schedules (Appendix I of the Agreement)	440
12.2	Illustration of the interaction between GPA and GATS commitments	445
18.1	Selected Australian foreign equity rules	642

Cambridge University Press

978-0-521-51604-4 - Opening Markets for Trade in Services: Countries and Sectors in  
Bilateral and WTO Negotiations

Edited by Juan A. Marchetti and Martin Roy

Frontmatter

[More information](#)

---

## CONTRIBUTORS

**Robert D. Anderson**

WTO Secretariat

**Malcolm Bosworth**

Australian National University, Canberra

**Antonia Carzaniga**

WTO Secretariat

**Sumanta Chaudhuri**

Ex-Counsellor to the Permanent Mission of India to the WTO

**Mireille Cossy**

WTO Secretariat

**Peter Draper**

South African Institute of International Affairs

**Carsten Fink**

Groupe d'Economie Mondiale (Sciences Po)

**Bernard Hoekman**

World Bank and Centre for Economic Policy Research

**Suparna Karmakar**

Indian Council for Research on International Economic Relations

**Nkululeko Khumalo**

South African Institute of International Affairs

**Pierre Latrille**

WTO Secretariat

**Juan A. Marchetti**

WTO Secretariat

**Aaditya Mattoo**

World Bank

Cambridge University Press

978-0-521-51604-4 - Opening Markets for Trade in Services: Countries and Sectors in  
Bilateral and WTO Negotiations

Edited by Juan A. Marchetti and Martin Roy

Frontmatter

[More information](#)

LIST OF CONTRIBUTORS

xvii

**Arpita Mukherjee**

Indian Council for Research on International Economic Relations

**Anna Caroline Müller**

Barrister/Solicitor in training, Oberlandesgericht Dusseldorf, Germany

**Maryse Robert**

Organization of American States

**Martin Roy**

WTO Secretariat

**Sebastián Sáez**

Economic Commission for Latin America and the Caribbean

**Laura B. Sherman**

Consultant

**J. P. Singh**

Georgetown University

**Sherry Stephenson**

Organization of American States

**Matthew Stern**

DNA Consulting

**Ray Trewin**

Australian National University, Canberra

**Lee Tuthill**

WTO Secretariat

**Ruosi Zhang**

WTO Secretariat



Cambridge University Press

978-0-521-51604-4 - Opening Markets for Trade in Services: Countries and Sectors in Bilateral and WTO Negotiations

Edited by Juan A. Marchetti and Martin Roy

Frontmatter

[More information](#)

## FOREWORD

Gone are the days when services used to be considered as non-tradables. Not only did trade flows in services change as a result of technological innovation and trade opening, but our own conception of trade was substantially modified by the WTO General Agreement on Trade in Services (GATS), which prompted us to view trade in services through a different lens – that of the so-called four modes of supply. We came to accept that trade, particularly trade in services, can take place not only on a cross-border basis but also through the movement of natural persons, or, indeed, companies. That new paradigm opened up novel and promising perspectives for trade negotiations; no longer was there any excuse to ignore services in trade negotiations.

Very few would have predicted that world services exports would have come close to \$2.8 trillion in 2006. Even this large sum, however, underestimates the real size of services trade, since international trade statistics simply do not cover all trade in services as defined by the GATS. Moreover, it is not only the value of services trade that is impressive but also the pace of its growth. In fact, since the 1980s, world services trade has actually been growing more rapidly than world production and merchandise trade. Today, more than a half of annual world foreign direct investment (FDI) flows are in services.

The services revolution does not stop with the creation of new commercial opportunities in the services sector. Rather, services underpin virtually every economic activity needed in the production and distribution of other goods and services. Indeed, economy-wide gains from trade in manufacture and agriculture cannot be fully reaped if essential services do not support it; services are the speedy highways for trade. No company can function without a telephone, grow without finance, nor get its goods to a market without transportation. No modern enterprise can work efficiently without access to telecommunication, legal, accounting, computing, and other business services. No economy can prosper without an efficient services infrastructure. Additionally, an inefficient and costly

Cambridge University Press

978-0-521-51604-4 - Opening Markets for Trade in Services: Countries and Sectors in Bilateral and WTO Negotiations

Edited by Juan A. Marchetti and Martin Roy

Frontmatter

[More information](#)

services infrastructure would not only prevent trade flows but also hamper overall economic growth. Agricultural producers would suffer if they did not have access to efficient logistic and transport services. Restrictions limiting competition in the wholesale and retail sectors would reduce consumer choice and increase prices of goods. Companies would face multiple delays and obstacles if communication networks and services were substandard. Manufacturers would not be competitive if they did not have access to the best and most affordable finance available. Indeed, one proposition arising consistently from a broad range of studies is that the gains to be achieved from the further opening of trade in services far exceed those from lowering barriers to trade in goods.

For all these reasons, it is no wonder that countries have rushed to negotiate the opening of trade in services on both the bilateral and multilateral fronts. It is not regionalism, or preferential trade agreements (PTAs), that should come as a surprise. After all, almost 300 of these preferential agreements have been negotiated in the last half-century. Rather, what is more noteworthy is the inclusion of services trade within those agreements. A casual look at the notifications to the WTO suffices to highlight the flurry of negotiating activity on services in this first decade of the twenty-first century.

I think it is only fair to acknowledge that the proliferation of preferential agreements, in services as in other areas of trade, is causing concern – concern about incoherence, confusion, the exponential increase of costs for business, unpredictability, and even unfairness in trade relations. I would not go as far as to say, however, that bilateral trade deals are all bad. On the contrary, some of them, particularly those achieved in the context of broader regional integration initiatives, have contributed to economic welfare and political stability.

To help improve our understanding of services trade negotiations, this volume brings together contributions from specialists in services trade from different regions and backgrounds: academics, negotiators, and experts from international organizations, including some from the WTO Secretariat. Two key concerns underlying this book are, on the one hand, the need to fully grasp the extent of services trade opening achieved in bilateral agreements, and how that interacts with multilateral negotiations at the WTO; and, on the other hand, the need to improve our understanding of the motivations, forces, and interests behind services

Cambridge University Press

978-0-521-51604-4 - Opening Markets for Trade in Services: Countries and Sectors in Bilateral and WTO Negotiations

Edited by Juan A. Marchetti and Martin Roy

Frontmatter

[More information](#)

## FOREWORD

xxi

trade negotiations, including key issues in the WTO services agenda. In essence, it is a discussion about the political economy of bilateral and multilateral negotiations on trade in services.

One could say that the chapters in this book go from the general to the specific. The general chapters deal with the positive economics of services trade opening (to remind us of the benefits and challenges of services trade opening), with the political economy of preferential negotiations (to examine some hypotheses about countries' motivations to negotiate bilaterally), and with the achievements of bilateral negotiations in services (to show the concrete inroads made by these negotiations in the long and winding road of trade opening, and the intended or unintended challenges posed to the multilateral trading system).

More specific chapters assess market access issues at the bilateral and multilateral levels by focusing on sector and country experiences. On the one hand, various chapters review negotiating issues in such key sectors and areas as distribution, finance, telecommunications, energy, cross-border trade, and the temporary movement of natural persons. These contributions consider market access issues in a comprehensive manner, reviewing unilateral reform, assessing bilateral deals, and comparing the latter with achievements at the WTO so as to underscore future opportunities and challenges in multilateral negotiations. As such, they are not just surveys of the state of play but true guides to some uncharted land.

On the other hand, probably the heart of the volume, several case studies compare the experiences of a number of countries with bilateral and multilateral negotiations on services. The experiences of countries as diverse as Australia, Chile, Colombia, Costa Rica, the Dominican Republic, India, Singapore, South Africa, Thailand, and Uruguay have been addressed, with a view to shedding light on the political economy of these negotiations. Why and how do governments negotiate bilaterally and multilaterally? What forces and interests shape those negotiations? What kind of impact do bilateral negotiations have on multilateral negotiations? Finally, do these bilateral agreements on services really discriminate against non-parties? These, among others, constitute the key questions that the authors have addressed.

As I have already suggested elsewhere, I find the debate about whether regionalism is a good or a bad thing rather sterile. Whether we like it or

Cambridge University Press

978-0-521-51604-4 - Opening Markets for Trade in Services: Countries and Sectors in Bilateral and WTO Negotiations

Edited by Juan A. Marchetti and Martin Roy

Frontmatter

[More information](#)

xxii

## FOREWORD

not, policy-makers are already into it. Rather, we need to better understand preferential trade agreements, to look at the manner in which they operate, and what effects they have on trade. And we definitely need to reflect on whether or not regionalism is causing harm to multilaterally based trading relationships. For example, it is now clear that a number of WTO members have entered into PTAs that contain significant improvements over their existing multilateral commitment in terms of the scope and depth of access granted. Moreover, these often go well beyond the offers that, by mid-2008, had been tabled in the Doha Development Agenda (DDA), and one wonders whether the ongoing preferential hyperactivity has not incited some members to make minimal DDA offers in services so as to have further negotiating chips to offer in other negotiating contexts. I would rather hope that those taking part in preferential agreements could lead the way and show support for multilateralism by narrowing the gaps between PTA commitments and GATS offers, thereby inspiring greater ambition. In any event, the benefits that members, especially developing country members, can get in return for their services commitments are much greater in the WTO than in bilateral deals. Together, the chapters in this volume provide valuable insights into all these issues, which are crucial not only to services trade policy but to trade policy in general at the dawn of this new century.

I could not end this foreword without a reflection on something dear to my heart – the Doha Development Agenda. At the time of writing, bringing the Doha Round to closure continues to be my priority. A successful round of multilateral negotiations would help governments refocus their attention on their broader global trade interests. It would also – I hope – significantly reduce the scope for discriminatory trade policy, not to mention all the other benefits from multilateral trade cooperation in terms of the global expansion of production and trade.

I hope readers will enjoy this book as much as I did.

Pascal Lamy  
Director-General, World Trade Organization  
Geneva

Cambridge University Press

978-0-521-51604-4 - Opening Markets for Trade in Services: Countries and Sectors in  
Bilateral and WTO Negotiations

Edited by Juan A. Marchetti and Martin Roy

Frontmatter

[More information](#)

---

## ACKNOWLEDGMENTS

We, the editors, would like to express our sincere thanks to the authors whose contributions appear here. Their expertise in services trade, knowledge of key services sectors, and insights into how economies approach services negotiations in the multilateral and bilateral/regional contexts make this book unique. We are grateful for their interest in the book and their willingness to accept to work within the guidelines of the project. We are also grateful to Pascal Lamy, the WTO Director-General, for preparing the foreword to the book.

We would like to thank in particular Jean-Guy Carrier for his support since the beginning of the project and his assistance in preparing the manuscript. We are also grateful to Anthony Martin, Serge Marin-Pache, and Heather Sapey-Pertin from the WTO Information Division for guiding the publication through the production process as well as to our many other colleagues in the WTO Secretariat for their encouragement. We would like to express our appreciation to Finola O'Sullivan, for her encouragement, and to the team at Cambridge University Press for their professional help in preparing the book.

Last but not least, we would like to thank our beloved families, for their constant and unconditional support and encouragement.

Cambridge University Press

978-0-521-51604-4 - Opening Markets for Trade in Services: Countries and Sectors in  
Bilateral and WTO Negotiations

Edited by Juan A. Marchetti and Martin Roy

Frontmatter

[More information](#)

---

## DISCLAIMER

The opinions and conclusions contained in the contributions to this volume are the sole responsibility of the individual authors. This includes contributions prepared by professionals from the WTO Secretariat. None of the chapters purports to reflect the opinions or views of members of the WTO or of its Secretariat. Any citation of chapters in this volume should ascribe authorship to the individuals who have written the contributions and not to the WTO. Nothing in this book is intended to provide a legal interpretation of WTO agreements.