One of the most pressing issues confronting the multilateral trade system is the challenge posed by the rapid proliferation of preferential trade agreements. Much has been written about why governments might choose to negotiate preferentially or multilaterally, but until now it has been written almost exclusively from the perspective of governments. We know very little about how non-state actors view this issue of 'forum choice', or how they position themselves to influence choices by governments about whether to emphasize PTAs or the WTO.

This book addresses that issue squarely through case studies of trade policy-making and forum choice in eight developing countries: Chile; Colombia; Mexico; South Africa; Kenya; Jordan; Indonesia; and Thailand. The case studies are based on original research by the authors, including interviews with state and non-state actors involved in the trade policy-making process in the eight countries of this study.

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ACKNOWLEDGEMENTS

First and foremost, the editors would like to thank the chapter authors for their patience, fortitude and commitment to making this project a success. The bulk of this volume is theirs and we have found it a great pleasure to work with them.

The volume is the product of research collaboration between the University of Melbourne and the World Trade Organization Secretariat, and was made possible by financial and/or in-kind contributions from a number of sources. First, we should like to express our gratitude to the Australian Research Council (Grant DP0772790) and the WTO for their valuable support, without which the project would not have come to fruition.

We wish to thank all the following individuals and institutions for their generous support: Ms Wendy Ruffles of the School of Social and Political Sciences, University of Melbourne for her administrative assistance throughout the course of the project; Paulette Planchette of the Economic Research and Statistics Division of the WTO, who has also provided assistance in preparing the manuscript for publication; Alvaro Baillet of El Colegio de México and El Colegio itself provided generous support for the first project meeting in Mexico City. Thitinan Pongsudhirak and the Institute of Security and International Studies of Chulalongkorn University did the same for our second project meeting; and Alejandro Jara was a valuable source of support and advice throughout the project.
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