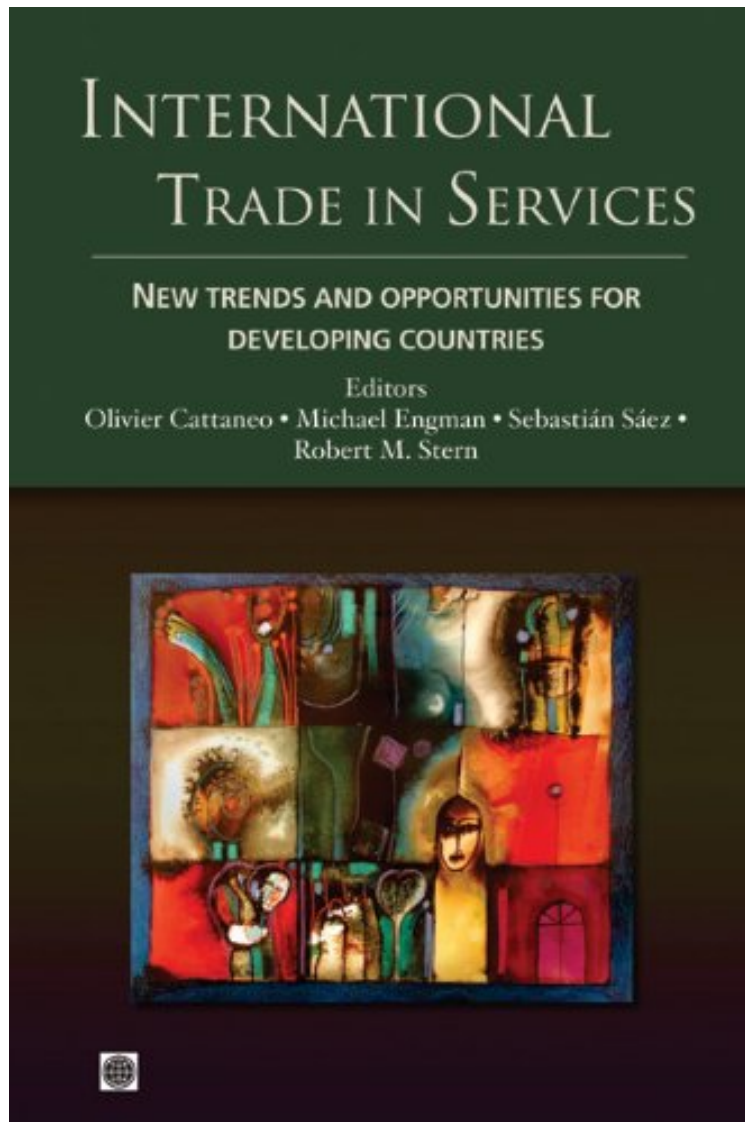


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## International Trade in Services

*Robert M. Stern, Olivier Cattaneo, Michael Engman, Sebastián Sáez*  
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**Robert M. Stern, Olivier Cattaneo, Michael Engman, Sebastián Sáez : International Trade in Services** before purchasing it in order to gauge whether or not it would be worth my time, and all praised International Trade in Services:

The services sector is key to economic growth, competitiveness, and poverty alleviation. Comprising more than two-thirds of the world economy, services are now commonly traded across borders, helped by technological progress and

the increased mobility of persons. In recent years, a number of developing countries have looked at trade in services as a means to both respond to domestic supply shortages and to diversify and boost exports. Any country can tap into the trade potential of services, but not every country can become a services hub across sectors. The opening of the services sector potentially comes with large benefits, but also fears and costs that should not be overlooked. This book provides useful guidelines for the assessment of a country's trade potential, and a roadmap for successful opening and export promotion in select services sectors. It looks at both the effects of increased imports and exports, and provides concrete examples of developing country approaches that have either succeeded or failed to maximize the benefits and minimize the risks of opening. It focuses on sectors that have been rarely analyzed through the trade lens, and/or have a fast growing trade potential for developing countries. These sectors are: accounting, construction, distribution, engineering, environmental, health, information technology, and legal services. This book is designed for non-trade specialists to understand how trade can help improve access to key services in developing countries, and for trade specialists to understand the specific characteristics of each individual sector. It will be a useful tool for governments to design successful trade opening or promotion strategies, and for the private sector and consumers to advocate sound domestic policy reforms accompanying an offensive trade agenda.

Services are often overlooked and untapped by developing countries. Yet they are crucial to them. Some services are essential building blocks in the development process, while others offer unique trade opportunities. This book uses a wealth of examples to make those important points plain. --Andre Sapir, Professor of Economics, Solvay Brussels School of Economics and Management (ECARES), Université Libre de Bruxelles Economists habitually focus disproportionately on merchandise trade, especially when it comes to developing countries. Yet, developing country services trade is rapidly growing, even outpacing the growth in merchandise trade in countries such as India. This indispensable volume not only corrects the existing imbalance in the literature but offers valuable original insights into how developing countries could take advantage of the vast opportunities services trade offers. --Arvind Panagariya, Professor of Economics Jagdish Bhagwati professor of Indian Political Economy, Columbia University, New York This is an important step forward in the learning curve of trade in services and developing countries. The book is relevant, among others, to policy makers who seek to implement efficient regulatory frameworks that allow the provision of services in competitive markets, particularly in the context of the fragmentation of production processes that generate important niches for the participation of developing countries suppliers from all over the world, including in highly complex services activities such as health and engineering, as well as capital-intensive activities such as distribution and construction services. --Alejandro Jara, Deputy Director General, World Trade Organization