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**PERMANENT COMMITTEE ON COOPERATION FOR
DEVELOPMENT RELATED TO INTELLECTUAL PROPERTY
(PCIPD)**

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OVERVIEW OF POLICY DIRECTIONS, PRIORITY AREAS AND
PROJECTS IN WIPO'S SUPPORT OF THE DEVELOPMENT
OBJECTIVES OF DEVELOPING COUNTRIES

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I. WIPO'S ECONOMIC DEVELOPMENT OBJECTIVE

1. There has been a major shift in priorities and direction in WIPO's development activities since the last meeting of the Permanent Committee on Cooperation for Development Related to Intellectual Property (PCIPD), held in October/November 2002. While retaining the traditional support to provide legal and technical assistance to developing countries, the overriding emphasis since 2004 has been to work closely with the governments of beneficiary countries in order to better enable them to realize real advantages from their IP assets. In the context of the significant changes, this document highlights the current and future policy directions, priority areas and projects of the Organization's work in support of their development objectives, using intellectual property as a tool.

2. In this context, the present aim of the programs and activities of the World Intellectual Property Organization (WIPO), to be intensified over the 2006-2007 biennium, is to assist developing countries in acquiring technology, creating intellectual property assets and generating income and employment, by integrating and implementing intellectual property strategies into their sustainable development goals. Sustainable development in this context means that economic goals are balanced by social objectives. While doing so, WIPO will also bear in mind the United Nations (UN) Millennium Development Goals. Special attention will continue to be given to the least developed countries (LDCs) and their specific needs.*

3. The fourth session of the PCIPD is being held at a critical phase in the evolution of the intellectual property system, marked by discussions in WIPO, the World Trade Organization (WTO), the World Health Organization (WHO) and the Convention on Biological Diversity (CBD), as well as other international fora.

4. The following sections address ways in which developing countries could leverage intellectual property assets for economic, social and cultural development in the knowledge-based economy. They also identify the specific action programs that WIPO has put in place for that purpose, and how they are to be reinforced over the next two years.

II. DEVELOPMENT OF NATIONAL INTELLECTUAL PROPERTY STRATEGIES AND POLICIES

5. The primary area of WIPO's work since 2004 is to support developing country Member States to develop and implement strategies to create, own and exploit intellectual property for economic, social and cultural development.

6. Intellectual property becomes a tool for economic development, when it is used in the context of well-articulated national, regional or enterprise-based strategies, to encourage and support innovation and creativity. A number of Member States are now developing, or have developed, such strategies, whether they are termed innovation plans, or intellectual property strategies in support of science and technology, investment promotion, access to affordable medicines or promotion of culture and creativity.

7. There is increasing recognition that intellectual property must be viewed in a larger context of resources and engagements to empower national researchers, scientists, authors, artists, technologists, entrepreneurs, musicians, publishers and other creators in their

* For an overview of the nature, spread and number of activities carried out, please refer to documents A/40/2 (pages 70-85 and 90-97) and A/40/3 (pages 24-32 and 34-38).

respective areas of work. In brief, an intellectual property policy must be integrated into other policies and programs. This would ensure that an overall enabling environment develops and exists in a developing country, where a national intellectual property policy dovetails with appropriate cultural, social, educational, investment and fiscal policies. For example, a policy to support intellectual property that does not support funding for science is not likely to be successful in terms of economic gains. Conversely, a strategy, whether at the regional, national or enterprise level, that supports science in effective, practical ways, and also makes it easy for the scientist to use the intellectual property system, is likely to result in a strengthened scientific environment.

8. WIPO's work in this area now stresses encouragement and expert support to Member States which seek to develop intellectual property strategies in the context of national or regional innovation plans for the promotion of science and technology and cultural industries. Specific WIPO support includes the conduct of national surveys on the existing state of the intellectual property system, particularly through intellectual property audits. To this end, special attention is being paid to developing methodologies and measurements, which would enable countries to assess their existing intellectual property system and determine the elements, which are either absent or need to be reinforced.

9. In this way, a strategy and related action plan can be established to marshal resources across the spectrum of government agencies, and other key partners in the non-governmental and business sectors. The subsequent steps would involve identifying areas for improvement and upgrading, such as professional capacity building in relevant areas, rendering the intellectual property system easy to use and affordable, extending intellectual property office outreach to potential users, enhancing the funding for users of the intellectual property system, facilitating licensing arrangements and valuing intellectual property. Working closely with the governments concerned, national intellectual property strategies have been, or are being, developed in a number of countries in all regions concerned. This new area of work has met a strong, positive response from participating countries.

10. Intellectual property policies and strategies, which support cultural, educational and research institutions in the public and private sectors, make it possible for institutions to develop and manage intellectual property assets. WIPO will assist and support such specialized institutions in developing and implementing appropriate intellectual property policies, so that they can protect, manage and exploit their research results and other valuable, though intangible, assets.

11. WIPO's work in intellectual property strategies and policies will target practical projects and deliverables. Pilot projects, expert studies, capacity building and the development of useful tools will be emphasized, in order to address concrete needs and challenges by the business sector. This will include the copyright-based or cultural industries, tourism, health-care, and branding strategies for the handicraft sector.

III. USE OF INTELLECTUAL PROPERTY IN THE MARKET PLACE; BEST PRACTICES, STUDIES AND SURVEYS

12. The creation of appropriate national strategies encourages the systematic, business-like use of intellectual property in the market place. In the knowledge-based economy, intellectual property has even greater potential to create economic value for its owners and society as a whole, by placing intellectual property in the market place in the form of products and services. To help developing countries reap the benefits of their intellectual property assets,

WIPO emphasizes that infrastructure modernization must be complemented with proactive assistance to innovators, business, public research institutions and academia, to assess and exploit their assets most effectively.

13. Many developing countries are beginning to use the intellectual property system for economic growth. While it may be early to summarize national experiences, many successful cases can be identified in developing countries showing that the strategic use of intellectual property has played an important role in the development of the economy, particularly of business activities. The sharing of such experiences could be a valuable tool to enable countries and institutions to conduct their own intellectual property mapping exercises and to prepare blueprints.

14. In the knowledge economy, economic growth can be stimulated by the effective utilization of science and technology, as well as copyright and development of cultural industries. Governments in developing countries are the largest source of funds for scientific and technological research and much of the intellectual assets generated, if effectively utilized, can be a powerful stimulus for industry. The government's policies can also channel public resources into priority areas such as science, education and development of indigenous technological capacity, including traditional knowledge. Government-level research priorities can be merged with business planning and development goals. The challenge is to effectively link "upstream" government-financed research with "downstream" commercial utilization of this research, by encouraging introduction of innovative discoveries in the market place.

15. The effective prioritization of resources is critical, as there are competing demands on limited resources in developing countries. Consequently, the overall research and development (R&D) expenditures are often inadequate. In such a situation, intellectual property rights are needed to provide greater incentive for private investments in research. The resulting increase in income from successful products would raise the level of resources available for further R&D.

16. To address this, WIPO has initiated projects to assist developing countries to effectively link research in specially identified publicly-funded research institutions to business priorities. These projects support the identification of national research priorities by linking research to product development. Moreover, incentives are suggested for scientists in public research institutions to commercialize their research and create synergies, through networks between research institutions in both developing and developed countries.

17. In the intensely competitive national and global business environment, intellectual property rights (IPRs) constitute an integral part of the intellectual capital of a business enterprise. There is evidence to show that intellectual property protected by IPRs is being used progressively as collateral to raise funds for business expansion and product or service improvements. Similarly, greater security over the ownership of IPRs would lead to wider availability of commercial funding and lower cost of financing. Security over IPR ownership is also supported by effective enforcement and anti-infringement strategies, as widespread unauthorized uses of IPR-protected subject matter in a country both erode investor confidence in the domestic economy, and undermine opportunities for local creators and innovators to exploit their rights effectively and generate economic growth.

18. The business activity of large firms as well as small and medium-sized enterprises (SMEs) can be stimulated by patent, copyright, trademark and design assets, as they can be leveraged in intellectual property licensing transactions. Trading in these assets enables a company to access another company's inventive ideas, through cross licensing.

19. Trade and service marks, certification marks, collective marks and geographical indications can play a strategic role in business. Developed strategically, trademarks can be immensely valuable in financial transactions like mergers and acquisitions, as their brand value may be higher than the value of physical assets.

20. WIPO's program for enhancing the capacity of SMEs and SME-support institutions works with relevant institutions in developing countries. This is to ensure that policies and programs targeting SMEs take into consideration the IP system as a tool to enhance the value of their products and services and improve their competitiveness. The ongoing national studies on the use of the IP system by SMEs in a number of developing countries will help in determining the current barriers and identifying sectors that could benefit from a more extensive and effective use of the system. Focus will be devoted to enabling SMEs with an export potential, to enhance the value of their products and services, through the use of IP assets.

21. Developing countries have a vast wealth of cultural assets, both physical and intangible, and their population is rich in cultural knowledge and traditional skills. The world map of cultural industries shows that, though it has narrowed over the last decade, a knowledge and information gap still exists between developing and industrialized countries. In many developing countries, cultural industries are not even recognized as an economic sector. At times, it is not clear how to define the sector, and this lack of a common conceptual framework makes it difficult for policy makers to effectively address problems and realize the economic potential of cultural activities. WIPO has developed a methodology for surveying the economic contribution of the copyright-based industries, in terms of generation of value added, employment and foreign trade. It has been tested successfully in a number of Member States and has provided countries with solid proof of the potential of the cultural sector. Similar instruments will be further developed and offered to the Member States, to facilitate the inclusion of cultural industries as an element in national development plans.

22. In the market place, each region has its own special culture, products and skills. They are the visible part of cultural diversity and tradition. Copyright-based goods, due to their intellectual and creative component, social roots, and positive economic impact, are a resource of great economic potential to developing countries, rich in folklore and artistic traditions. From both a material and economic point of view, it is critical to effect the transformation of vibrant traditional cultural assets into a resource, leading to the creation of jobs, higher revenues and development of sustainable tourism.

23. However, this is an area of activity, which continues to be overlooked. WIPO seeks to bring developing countries' attention to the urgency of tapping into such national resources and helping them to develop economic gains from national artistic creativity. This has special relevance for many developing countries with limited means, as the required investment threshold is low and accessing such resources does not require a high level of technological innovation, or a sophisticated industrial structure. Furthermore, through the use of appropriate intellectual property tools, distinctive products and services can be created to preserve and commercialize artistic traditions and expressions.

24. At a time when the wealth of nations should be tapped in every field, countries have recognized that traditional knowledge, genetic resources and their protection have tremendous potential for creating wealth and expertise. This also has social benefits, since they form an important part of the cultural heritage and historical identity of communities in developing countries. Genetic resources, and the traditional knowledge associated with using them in a

sustainable manner, place developing countries which possess such genetic resources and hold such knowledge at a comparative advantage. They also enable these biodiversity rich countries to participate more effectively in the global market place.

25. WIPO will continue to do extensive work on aspects relating to the commercial dimension of the protection of traditional knowledge and benefit-sharing from genetic resources. Strategies are being suggested which build on the knowledge of the people.

26. Traditional cultural expressions (or expressions of folklore), such as music, handicrafts and designs, are a source of contemporary creativity and can contribute towards the development of traditional communities through local job creation, skills development, cultural tourism, and foreign earnings from community products. By providing legal protection for tradition-based creativity, intellectual property can enable communities to commercialize their tradition-based creations and/or exclude free-riding competitors. The marketing of handicraft products also contributes to higher demand and enables communities to demonstrate and strengthen their cultural identity. Many businesses today, small, medium and large, in developed and developing countries, create wealth using the forms and materials of traditional cultures. For example, viable publishing, music, audiovisual, broadcasting and fashion industries are springing up and flourishing in developing countries worldwide.

27. In carrying out the work described above, policy makers and indigenous communities in developing countries have joined the international debate. This has facilitated the designing of appropriate support policies and programs, based on national development goals.

IV. ENHANCING TECHNOLOGY EXCHANGE

28. WIPO will assist developing country Member States in strengthening their capabilities to participate in, and benefit from, technology transfer and exchange (i.e., two-way technology flow) between countries. In the knowledge economy, full participation in technology exchange is premised on having informed bargaining positions, and sufficient numbers of professionals skilled in managing technology business transactions.

29. Negotiating strengths are derived from the ability to offer markets, financial compensation, skilled labor or intangible assets, such as intellectual property or know-how. For many developing countries, technology acquisition based on large markets or financial compensation alone is not a realistic option, as they are neither large geographically or demographically, nor do they have the resources to buy or license-in technology. Therefore, the best option for them is to enter into license agreements. In such agreements, the transferor of valuable technology is attracted by a combination of new markets, intellectual property protection, the prospect of tie-ins with local know-how and skilled labor, leading to the enhancement of the original intellectual property assets.

30. For these reasons, the success of technology transfer depends first on the implementation of an overall strategy in the developing country to create, own and exploit intellectual property assets. This should be based on human capital development and proactive public policies, to strengthen local R &D capacity and public-private sector collaboration. Therefore, a combination of technology transfer and exchange, based on locally-developed technology and know-how, may become an important tool for developing countries. Conversely, in the absence of locally owned intellectual property assets and know-how which permit an exchange of value, developing countries will continue to face

serious challenges in gaining access to externally-developed technology, as well as in developing and nurturing locally-developed technology-based businesses.

31. In supporting developing countries to create, own and exploit intellectual property assets, WIPO assists in improving their marketing strength in the process of technology transfer and exchange. WIPO also offers capacity-building programs to facilitate technology transfer and exchange in developing countries. Technology is transferred from one party to another by means of intellectual property licensing and know-how agreements, the latter generally occurring in the form of formal training agreements or joint ventures. Also, pursuant to joint ventures, co-development agreements, and manufacturing and distribution agreements, technologies may be transferred from one partner to another in an informal manner, as employees work together. In order to participate in such transactions, the developing country partner must have skilled negotiators who have been trained in intellectual property licensing, using tools for intellectual property asset valuation, marketing and distribution, product or service branding at the regional or national levels.

32. Licensing of copyright and related rights can be a major tool for economic growth and sharing of culture, knowledge and information, in addition to exchange of technologies. In addition, cultural institutions such as museums and local archives both license-in and license-out copyright content in order to develop and maintain a digital presence and to engage in marketing opportunities that sustain their cultural mandates.

33. Specifically, WIPO pays special attention to the following activities to strengthen technology transfer and exchange:

(a) Support for intellectual property asset development and management in research institutions: WIPO's program will continue to focus on concrete and practical activities targeting R&D, academic, and business institutions in developing countries, with high potential for generating intellectual property assets. A particular effort will be made to support developing country research institutions in forging stronger links with national intellectual property administrations, to improve outreach and develop synergies between science, business and government support agencies.

(b) Creation of networks of research centers, as strong research institutions and private enterprise clusters facilitate technology transfer and exchange: The reality today is that most research centers in developing countries are characterized by an inadequate research infrastructure. This is due to low levels of investment in and knowledge of intellectual property and a lack of legal, financial and professional support for utilization of the intellectual property system, nationally and internationally. In addition, some research institutions are seriously affected by a problem of retention of expertise and other resource constraints.

(c) Development of intellectual property licensing capacity: WIPO will continue to assist Member States in training a pool of professionals in licensing negotiations, using a locally-based, "train the trainers" approach. An important step in this direction has been the publication of guides on technology transfer and copyright licensing.

V. INSTITUTION BUILDING AND HUMAN RESOURCE DEVELOPMENT

34. The use of intellectual property as a critical factor in the development process must be supported by institution building and human resource development. WIPO extends assistance to developing countries and LDCs in building sustained national capacity and an infrastructure appropriate to their level of development. Many developing countries have also received assistance from WIPO in modernizing their intellectual property administrations and offices, thus effectively helping them to move from a purely manual system to a modern computerized environment. The human resource element is equally crucial. WIPO has provided extensive assistance in developing the necessary human resources by training intellectual property management and administration, and creating a critical mass of human resources who could take the lead in the active and efficient use of intellectual property as a tool for development.

35. To achieve this, WIPO deploys a wide range of programs and activities. Support to IP offices in streamlining administration and developing professional and administrative skills are carried out through expert advisory missions, on-the-job training, workshops, training courses and study visits, targeting specific groups such as IP administrators, policy makers, government officials, judges, enforcement officials, etc.

36. Human resource development activities are largely carried out through the WIPO Worldwide Academy. The Academy provides assistance in practical and policy training; teaching, advisory and research services on various aspects of intellectual property; and tailors them, wherever possible, to meet the specific requirements of diverse categories of beneficiaries.

37. The Academy's distance learning program, professional training courses and policy development programs for intellectual property managers and government officials, have become increasingly popular. In order to respond more effectively to the growing demands for education in intellectual property, the Academy has strengthened its distance learning program by offering the General Course on intellectual property in seven languages and introducing specialized courses. It also offers joint degree and diploma courses in cooperation with reputed institutions. The Academy is a dynamic institution, which will continue to adapt to changes in the demand for human resource development in intellectual property.

38. One of the effective tools for delivering such assistance has been through the nationally focused action plan (NFAP), which is a tailor-made and country-specific framework for technical assistance. WIPO also cooperates with national, sub-regional and regional institutions in developing countries for training nationals by establishing partnership arrangements with those intellectual property training institutions or centers, universities and research institutions.

39. Institution-building in WIPO's program of work in developing countries also covers various bodies which support the creative and artistic communities and copyright holders. Strong focus is given to supporting the creation of copyright and related rights collective management societies, in particular where they do not yet exist. The role of existing ones is reinforced, enabling them to properly fulfill their functions as a critical intermediary between creators and copyright users and licensees, thereby ensuring that artists, creators, writers and composers are adequately remunerated for the use of their works.

VI. FLEXIBILITIES AND PUBLIC POLICY

40. The recognition of intellectual property as a critical element in development and trade has concurrently brought attention to its relation to public policy issues, such as the interface between intellectual property and health, trade, education and competition policies. Within this broad framework, use of the intellectual property system should have the participation of wider constituencies, leading to a better understanding of the social contribution of intellectual property beyond tangible economic gains. WIPO assists its developing country Member States in building national intellectual property systems that are in line with national development objectives and with a long-term focus on creating indigenous capacity to meet future challenges. WIPO also engages a wide variety of stakeholders involved in inventive activity, promoting linkages and building synergies among civil society, the private sector and government.

(i) Legislative advice and using flexibilities

41. In addition to advising on the compatibility of national legislation with WIPO international agreements as well as the Agreement on Trade-Related Aspects of Intellectual Property Rights (TRIPS Agreement), WIPO's legislative assistance is aimed at enabling policy-makers and legal draftspersons to make informed decisions on the use of options and flexibilities, available in the international legal framework, in their national laws. For this, developing countries are also advised regarding accession to those treaties which support their intellectual property and development objectives. Upon accession, training is provided in their implementation.

42. WIPO's assistance is frequently requested by LDCs facing the 2006 deadline for full compliance with TRIPS obligations, or by developing countries preparing accession to the World Trade Organization (WTO). The flexibilities contained in the international framework have been clarified in recent years to respond to urgent needs of developing countries. These include the Declaration on the TRIPS Agreement and Public Health, adopted on November 14, 2001, at the fourth session of the WTO Ministerial Conference in Doha, and the Decision of the WTO General Council of August 30, 2003, on implementation of paragraph 6 of that Declaration, which focuses on providing developing countries with insufficient or no manufacturing capacities with affordable pharmaceutical products. WIPO also participates in the work of the WHO Commission on Intellectual Property Rights, Innovation and Public Health.

43. WIPO's development cooperation program will continue to respond to requests from countries seeking specific advice on implementing legislation in the area of patents and test data protection, and on the issue of technological protection measures, exceptions and limitations in copyright.

44. In parallel with the progressive work carried out by the Intergovernmental Committee on Intellectual Property and Genetic Resources, Traditional Knowledge and Folklore to explore legal solutions to protection requirements in these areas at the national level, WIPO continues to respond to requests for legislative assistance from developing country Member States. It is expected that the demand for such assistance will increase, along with Member States' desire to exploit opportunities to legally protect natural and traditional assets of their peoples. WIPO also supports developing countries, particularly those at a more advanced stage, in reviewing their existing intellectual property protection systems and examining

intellectual property tools for national development which had not previously been considered, such as protection of certain technical solutions through utility model legislation.

(ii) Public policy issues

45. The *rationale* for intellectual property protection is that it can stimulate creativity and innovation and encourage the exploitation of inventions for the good of society. Public policy here aims at maintaining an intellectual property system which encourages innovation through proactive protection initiatives, while at the same time ensuring that this is not at the cost of societal interests. In this context, the challenge for WIPO would be to incorporate public policy issues in programs carried out with developing countries, such as raising awareness of flexibilities in existing international intellectual property treaties.

46. Another aspect of WIPO's programs is to support developing countries in determining, defining, and formulating their policy options by promoting an exchange of experience between Member States, whether developing or developed, and facilitating discussion between the public and private sectors and civil society. A number of such fora have been organized and will continue to be conducted, as they have proved helpful in clarifying concepts or misunderstandings, and providing accurate information on the consequences of different policy options. Furthermore, the WTO Doha Declaration has also been discussed in WIPO meetings held in various developing regions.

47. The international copyright system has achieved a careful balance between the right of creators and authors to control the use of their works, and the public good in accessing such information. Exceptions and limitations to copyright and related rights help to maintain this balance, and are recognized in international conventions and codified in national legislation.

48. The digital environment in which copyright works are increasingly disseminated, or in which they are created, poses challenges to the balance between the rights of creators and users. Digital technologies need to be used in a manner that respects exceptions and limitations to copyright and related rights, and preserves both private rights and the public good. For example, under an appropriately-structured policy framework, increasingly sophisticated digital rights management technologies could be deployed to enable defined uses of digital content by qualified beneficiaries of copyright limitations and exceptions, for example in areas such as distance learning education and for the benefit of visually impaired people.

49. The WIPO Internet Treaties reaffirmed the need to maintain a balance between copyright and other rights holders and the public, notably in teaching, scientific research and access to information. Moreover, national legislation can provide for limitations and exceptions in the digital environment on the understanding that they do not undermine the normal exploitation of protected cultural works and performances, or unjustifiably prejudice the interests of authors and other rights holders. WIPO assists developing countries acceding to these treaties by advising them on appropriate copyright legislation to meet the challenges of the digital environment, and provide copyright protection to rights holders, while at the same time ensuring that access to information by legitimate users is not unduly impeded.

VII. LEAST DEVELOPED COUNTRIES (LDCs)

50. Among developing countries, the LDCs are given special consideration by WIPO in institution building. The needs of the LDCs are not the same as those of many developing countries, as there are differences in many areas of economic and social preoccupations. As developmental priorities vary among developing and LDCs, so do the public policy considerations required to address them.

51. In the light of the above, building appropriate intellectual property institutions in LDCs requires particular attention and must take account of public policy flexibilities available to them under various intellectual property treaties. Developed and some developing countries have well-established systems of regulations to ensure that monopoly rights do not unduly affect the public interest. In LDCs, particularly after the introduction of patent protection in the pharmaceutical sector, as well as protection of educational resource materials, computer programs and results of basic agricultural research, the intellectual property system would have to be balanced with the need for access to know-how and technology. The experience and support of both developed countries, as well as the more advanced developing countries, would be helpful to LDCs in devising their own intellectual property systems, suitable to their unique economic and social situation.

52. Developing the appropriate mechanisms for balancing the interests of rights holders and the user community requires a consultation process, reliable data and knowledge of the specific area. WIPO assists LDCs in identifying their options within the intellectual property system, in a manner consistent with their interests, development objectives, strategies and international obligations. Specifically, LDCs are also assisted in formulating and implementing appropriate intellectual property policies and strategies, building institutions and acquiring skills in administration and other aspects of the intellectual property system. This helps to support and sustain gainful inventiveness and creativity in sectors where they enjoy comparative advantages.

VIII. PARTNERSHIPS: GOVERNMENTAL, INTERGOVERNMENTAL AND NON-GOVERNMENTAL

53. In order to optimize use of resources, WIPO actively promotes interfacing between development projects and activities implemented by WIPO for developing countries with other bilateral, multilateral and international organizations involved with intellectual property and economic development issues. This also maximizes the benefits of the synergies thus created. It is recognized that in the globalized knowledge economy, different intergovernmental organizations have individual roles to play in the international debate on the use of intellectual property as a tool for economic development.

54. Instruments of cooperation, e.g., memoranda of understanding (MOU) and cooperation agreements, have been signed, thereby institutionalizing cooperation between WIPO and a number of intergovernmental organizations within and outside the United Nations family of organizations, including many in developing regions. Each of those instruments specifies objectives related to matters of mutual interest, and promotes coordination and cooperation in respect of intellectual property-related support for developing countries. A typical agreement would cover specific cooperation projects, such as exchange of information, training programs, mutual periodical consultation, financial contribution, participation and representation in meetings. It is expected that more such agreements would be signed in the future as other intergovernmental organizations, especially those functioning at the regional

level, incorporate intellectual property into their work programs and seek cooperation with WIPO.

55. Non-governmental organizations (NGOs) are also important players in WIPO's program in developing countries. They represent a variety of interests, whether business, professional or civil, and it is WIPO's policy to engage them in regular dialogue and to facilitate debate among them, and with governments in open fora. It has been WIPO's experience that open discussion, where different views are heard, is conducive to the decision-makers in developing countries and LDCs making informed choices and committing themselves thereafter to the implementation of those choices. This inclusive approach will be continued by WIPO, especially in the challenging tasks ahead of applying intellectual property to realize economic wealth, technology, know-how and employment.

56. A small number of Member States have traditionally offered financial support to WIPO's economic development program in the form of Funds-in-Trust (FITs) arrangements, in particular, France, Japan, the Republic of Korea, Spain and Sweden. It is hoped that, given the current recognition internationally of the importance of intellectual property in economic development, more Member States would contribute financial resources to support the Organization's vital work in this area. Support in kind, continues to come from an increasing number of countries, both developing and developed, mainly in the form of provision of experts, arranging meeting facilities and sponsoring studies. Some developing countries also make financial resources available to WIPO to administer programs for their own national intellectual property systems. This trend is likely to grow and intensify in the future. The situation today also calls for an exchange of experiences and perspectives across regional lines, with meetings and surveys covering countries from different developing regions.

57. In its future work, WIPO will continue to assist developing countries in the development of policy instruments with intellectual property components. The policy-level activities will be supported by practical training on managing intellectual property assets and exploiting them to promote economic growth. Various technical assistance facilities will be put in place to address issues of licensing, technology acquisition and research management, in order to boost the capacity of developing countries to cope with the challenges of the global intellectual property market. Given the different levels of development, WIPO will continue to support institution-building and human resource development in developing countries, in a manner consistent with their needs, requests and levels of development. Greater emphasis will be placed in the future on striking a balance between intellectual property protection and social development. Through its legal advice and technical assistance programs, WIPO will offer help to developing countries to identify and formulate their policy options, to enable them to enjoy the benefits of the intellectual property system. This strategy will be pursued in cooperation with all constituencies of the Organization and its partners.

58. The PCIPD is invited to note the information contained in this document and to make observations and suggestions, as appropriate, regarding future work.

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