



# REGIONAL WORKSHOP ON INVESTOR TARGETING

29 NOVEMBER – 1 DECEMBER 2000  
JAIPUR, INDIA

## PROGRAMME

*THIS WORKSHOP IS MADE POSSIBLE THROUGH THE  
FUNDING OF THE GOVERNMENT OF IRELAND*

**Day One**  
**Wednesday, 29 November**

09:00-09:45

**Opening**

Address by Mr. Valluri Narayan, Chief Commissioner, Indian Investment Centre (ICC)  
Introductory remarks by Mrs. Nazha Benabbes Taarji, Chief, UNCTAD, Investment Promotion Section (IPS)  
Words of thanks by Mr. Hussein Dabbas, WAIPA Steering Committee

- Coffee break -

10:00-12:30

**FDI Flows: Origins, Destinations and Determinants**

- FDI Trends in Asia and the Pacific  
Mrs. Nazha Benabbes Taarji, UNCTAD

- The Investment Decision  
Mr. Valluri Narayan, ICC  
Dr. Wolf G. Mark, CEO, MICO Bosch  
Mr. Sandeep Grover, Manager, Federal Mogul

- Luncheon -

14:00-17:00

**Investor Targeting**

- Principles of Investor Targeting  
Mr. John Firm, UNCTAD Consultant

- Identification of Target Sectors  
Mr. John Firm, UNCTAD Consultant

- Afternoon tea -

- Who and How to Target. Group Exercise  
Mr. Richard Banks, UNCTAD Consultant

20:00

**Dinner hosted by Mr. Subhash Vaswani, MD, Chokhi Dhani**

**Day Two**  
**Thursday, 30 November**

09:00-12:30

**Investor Targeting (cont.)**

- Promoting Target Sectors  
Mr. Richard Banks, UNCTAD Consultant

- Luncheon -

14:00 17:00

**Case Studies and Discussion on Investor Targeting**

- Investor Targeting in India  
Mrs. Veenu Gupta, Deputy Secretary, dept. of Chemicals and Petrochemicals, Government of India

- Afternoon tea -

- Investor Targeting in Jordan  
Mr. Hussein Dabbas, deputy Director General, Jordan Investment Board (JIB)

14:00-17:00

Parallel to the afternoon session: **Clinic Sessions, Individual One-on-One Sessions between Participants and Trainers**

- 20 minute sessions on an investment promotion issue selected by the participant-

20:00

**Dinner hosted by Shyam Telelink**

**Day Three**  
**Friday, 1 December**

09:00-12:30

**Networking**

- Outward Investment Agencies (OIAs): Allies in Investment Promotion  
Mr. Paul Wessendorp, Advisor, UNCTAD
  
- Case Study: The Inter Arab Investment Guarantee Corporation (IAIGC)  
Ms. Mona Bseiso, Economist, IAIGC

- Coffee break -

- Corporate Development Support  
Mr. John Firm, UNCTAD Consultant

- Luncheon -

14:00-16:00

**Networking (cont.)**

- Networking among IPAs  
Ms. Regina Bahoshy, WAIPA Secretariat
  
- Networking and Investor Targeting through the Internet  
Mr. Richard Banks, UNCTAD Consultant

16:00-16:30

**Closing Session and Distribution of Certificates**

20:00

**Dinner hosted by Mr. Umed Singh Champawat, CMD**