

to speak on the subject matter in question, as well as the experience base to support their views.

The heterogeneity of the surveyed institutions made a standardized questionnaire inappropriate. Accordingly, based on research drawn from publicly available sources on each institution, interviews were tailored to the specific interests of the institution in question. One obvious drawback of this approach is that it limited the ability to compare results across institutions.

As the experience of the survey team increased during the project, cross references to other institutions' activities were used during the interviews to facilitate discussion about different approaches, and to determine the distinguishing features in approaches between economies, private sector companies and government agencies. While this enriched the discussions, it did have the drawback of further limiting the direct comparability of the information gained from the various participating institutions.

Against this background, questions were asked in five general areas:

- Who leads or influences the development and implementation of electronic trade finance practices? What are your key service trade offerings (upstream and downstream); what has been the adoption rate and what have been your key market successes?
- How are the emerging or implemented electronic trade finance practices influencing integrative trade? Identify examples of trade finance value chain integration (working capital, bonding, insurances, data triggered financing).
- How are these electronic trade finance practices linked to domestic supply chains or critical sectoral supply chains in these economies? Have you targeted specific industry sectors, or size of companies?
- What is the role of the different public and private sector players in electronic trade facilitation?
- Has leadership in trade practices translated into leadership in E Trade services and electronic trade finance? If yes, in what way?"