

- The IFIs have no formal links to each other; they operate *autonomously* but frequently collaborate on projects.

There is no connection between the size of Canada's share in the capital of an IFI and the number and value of consultant contracts awarded to Canadian firms. Canada's member-

ship in these organizations merely entitles you to compete with other would-be suppliers of consulting services to developing countries. Your success in obtaining actual business depends solely on your company's willingness and ability to properly market and offer a competitive service.

The World Bank

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Cable:	INTBAFRAD WASHINGTON
Members:	148 countries; nearly 80 borrowing members
Staff:	Approx. 6,000; over 100 nationalities represented
Working Language:	English
Lending Territory:	Developing countries throughout the world
Lending Categories:	<ul style="list-style-type: none"> • Ordinary capital lent on IBRD (International Bank for Reconstruction and Development) terms • Concessional capital lent on IDA (International Development Association) terms

Organization of Lending Functions

The World Bank divides its borrowing members into six regions, each headed by a Vice President. The units, called Regional Vice Presidencies and located in Washington, represent the following regions:

- Eastern and Southern Africa
- Western Africa
- Europe, Middle East, and North Africa
- South Asia
- East Asia and Pacific
- Latin America and Caribbean

These are divided into Programs and Projects Departments. The

officers in the Programs Department, referred to as loan officers, are generally economists and are responsible for assessing the borrowing country's development needs and creditworthiness.

The staff member of greatest importance to the consultant is the Project Officer, who is responsible for shepherding a given project through its various processing stages, including consultant selection. This individual is usually on the staff of a Projects Division within a Regional Vice Presidency (RVP) in Washington.