

5. Management Issues:

- a. Who administers the programme?
- b. Process/ If there is a budget ceiling, can it be exceeded?
- c. Who does the risk assessment, and on what basis?
- d. How is the cash flow management dealt with?
- e. Who is responsible for the assessment of the programme in terms of political, economic, industrial and trade impact?
- f. Is there a report to the legislature on concessional financing activities?

6. Transaction Assessment:

- a. Who is responsible for the examination/assessment of the transactions?
- b. What criteria are used; i.e., banking viz national interest?
- c. Is there a cost/benefit analysis and, if so, what weight is it given?
- d. How responsive is the process, and what is the time frame from the time of the exporter request to the allocation of funding/commitment to giving funding?

7. Exporters Interest:

- a. Is there a strong business lobby; on the part of big business only?
- b. Is there a broad knowledge of this issue?
- c. Is there a considerable contribution to policy formulation?
- d. What would be the reaction if concessional financing was to be done away with?