



International
Trade
Centre

TRADE IMPACT
FOR GOOD

Consultative Committee of the ITC Trust Fund

26 November 2015



What is a corporate scorecard?

Also known as Corporate Results Framework

1

Development context

Contributing to the Global Goals for sustainable development

2

Development results

Outputs we deliver and the outcomes achieved with clients

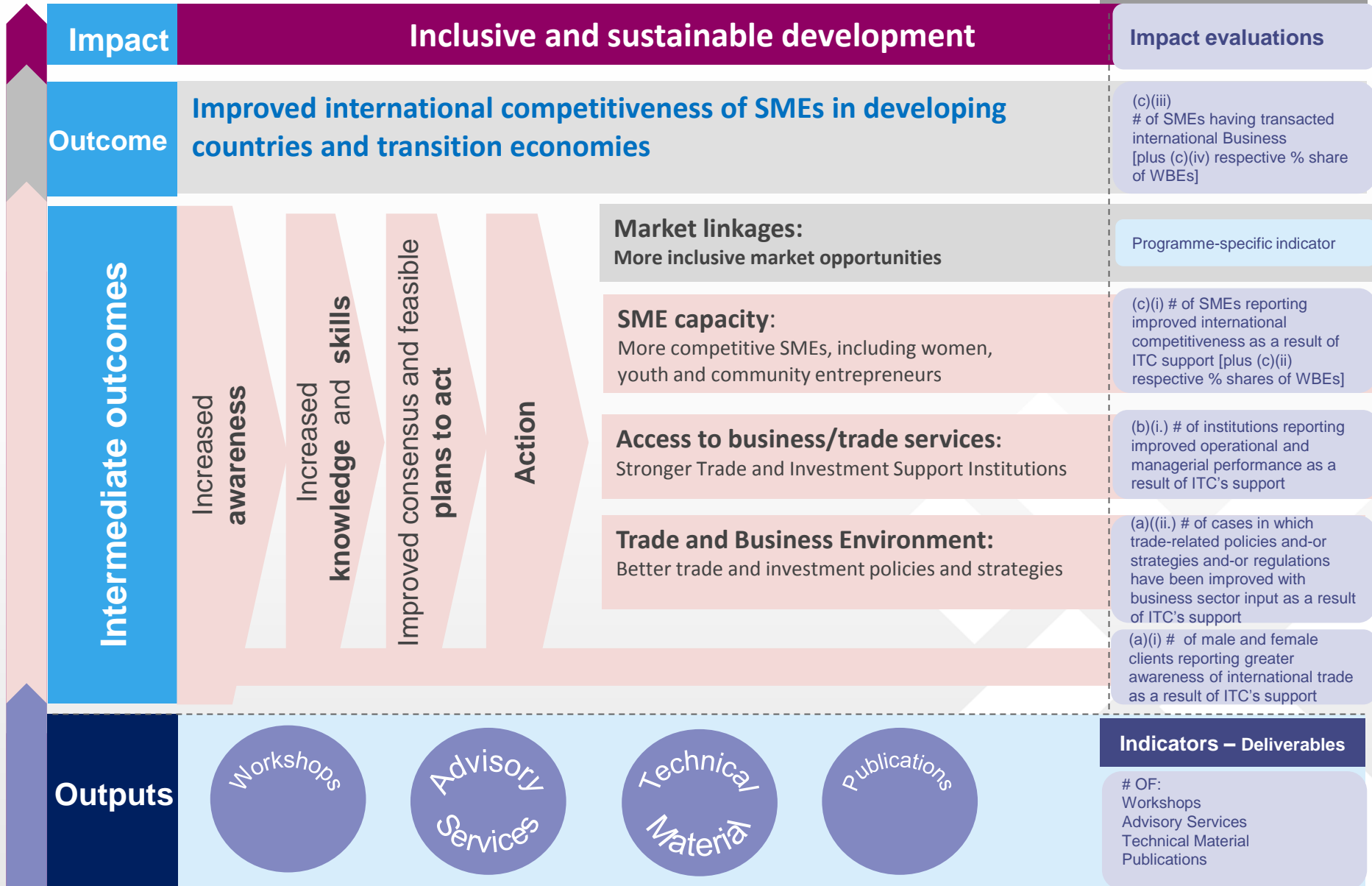
3

Effectiveness and Efficiency

Improvements in the way we do things

- An **integrated** performance management tool
- **High-level** view tracking the implementation of the **Strategic Plan**
- Bringing together what we **measure** to help us **manage**

Development results



Simplified and more coherent Strategic Framework

Strategic Framework 2014-2015

Objective of the Organization: To foster **sustainable economic development** and contribute to achieving the Millennium Development Goals in developing countries and countries with economies in transition through **trade and international business development**

2014-2015 Corporate	Indicators
A Strengthened integration of the business sector into the global economy through trade intelligence and enhanced support to policymakers .	1 Increased number of male and female users of trade-related intelligence, including cases in which a gender perspective in trade is integrated into national development strategies , as a result of ITC support to enable decision makers to prepare and/or design effective trade development programmes and policies.
	2 Increased number of male and female clients expressing awareness of trading system-related activities through the support of ITC to enable decision makers to understand business needs and create an environment conducive to business.
	3 Increased number of cases in which country negotiating positions have been enriched through analytical input and business sector participation, with the support of ITC, to enable decision makers to integrate business dimensions into trade negotiations.
B Enhanced trade support institutions and policies for the benefit of exporting enterprises.	1 Number of institutions reporting improvements in their managerial performance and/or services to small and medium-sized enterprises as a result of ITC assistance.
	2 Number of institutions reporting improvements as a result of their membership in networks supported by ITC.
	3 Number of institutions reporting improvements in their country's trade promotion and export development policies as a result of ITC assistance.
C Strengthened export capacity of enterprises to respond to market opportunities.	1 Increased number of enterprises enabled to formulate sound international business strategies through ITC training on export management issues, delivered directly or indirectly.
	2 Increased number of enterprises enabled to become export-ready through ITC training activities focusing on export readiness, delivered directly or indirectly.
	3 Increased number of enterprises having met potential buyers and, as a result, having transacted business through ITC support.
	4 Increased share of women-owned enterprises that report improved competency in export-related operations and that are exposed to new markets or market contacts as a result of ITC assistance.

Strategic Framework 2016-2017

Objective of the Organization: To foster **inclusive and sustainable growth and development** in developing countries, especially Least Developed Countries, and countries with economies in transition through **trade and international business development**

2016-2017 Corporate	Indicators
A Strengthened integration of the business sector into the global economy	1 Number of male and female clients reporting greater awareness of international trade as a result of ITC's support
	2 Number of cases in which trade-related policies and/or strategies and/or regulations have been improved with business sector input as a result of ITC's support
B Improved performance of trade support institutions for the benefit of enterprises	1 Number of institutions reporting improved operational and managerial performance as a result of ITC's support
	1 Number of enterprises reporting improved international competitiveness as a result of ITC's support
C Improved international competitiveness of enterprises	2 Percentile share of enterprises that are owned, operated and controlled by women reporting improved international competitiveness as a result of ITC's support
	3 Number of enterprises having transacted international business as a result of ITC's support
	4 Percentile share of enterprises that are owned, operated and controlled by women having transacted international business as result of ITC's support

Effectiveness and Efficiency

