Trust and confidence as foundations of proper relationship between parties of trade in goods based on tariff preferences
Research questions and methodology

Introduction

Mechanics of issuing origin certificate

Mechanics of origin verification

Relations between parties of trade in goods based on tariff preferences

Practical policy and business recommendations

Preliminary results
Trust and confidence as foundations of proper relationship between parties of trade in goods based on tariff preferences

Relations between parties of trade in goods based on tariff preferences

**Parties:**
- Exporter
- Importer
- Beneficiary country customs
- Importing country customs

**Relations:**
- Exporter - Beneficiary country customs
- Beneficiary country customs – Importing country customs
- Importing country customs - Importer
- Importer - Exporter
Trust and confidence as foundations of proper relationship between parties of trade in goods based on tariff preferences

Relations between parties

- customs law
- preferential agreements
- local law (penalties)
- contractual law
- trust-based cooperation
- confidence
- professionalism
- common goal
- efficiency
- RISK

EXPORTING COUNTRY CUSTOMS

IMPORTING COUNTRY CUSTOMS

EXPORTER

IMPORTER
Practical policy and business recommendations

Examples of gaps to be covered / filled (EU law):

- necessity to fully rely on Exporter;
- opening verification proceedings while not checking closeby / around;
- Importer’s participation only at latest stage;
- limited professionalism in execution of duties;
- lack of proactive approach;
- weak control procedures and communication channels.
Practical policy and business recommendations

Twofold actions to manage growing uncertainty:

- **build relations based on confidence:** “trust infrastructure” as means of filling existing gaps
- **introduce / keep formal measures in business to accompany requirements of preferential trade agreements**
Thank you