

PD-AAA-815

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DEPARTMENT OF STATE  
AGENCY FOR INTERNATIONAL DEVELOPMENT  
WASHINGTON, D.C. 20521

JUN 24 1973

Georgetown University  
Institute for International and  
Foreign Trade Law  
Washington, D. C. 20001

Subject: Grant No. AID/OM/otr-G-73-209

Gentlemen:

Pursuant to the authority contained in the Foreign Assistance Act of 1961, as amended, the Agency for International Development (A.I.D.) hereby grants to Georgetown University (Grantee) the sum of Nineteen Thousand Dollars (\$19,000) to support the initial development and establishment of an Investment Negotiation Center within the Institute for International and Foreign Trade Law.

The grant funds are obligated as of the date of this letter and shall apply to costs incurred in furtherance of the program for twelve months thereafter. This grant is made effective in support of a two year activity. Prior to the end of the twelve month period, A.I.D. will give consideration to amending the grant, subject to the availability of funds, to provide an additional twelve months of funding.

This Grant is made to Georgetown University on condition that the Grantee shall administer the funds provided under this grant in accordance with the terms and conditions set forth in the Program Description and Terms and Conditions attached hereto and made a part hereof.

Please sign the Statement of Assurance of Compliance and the original and seven (7) copies of this letter to acknowledge your

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understanding of the conditions under which these funds have been granted. Please return the Statement of Assurance of Compliance and the original and six (6) copies of this Grant to the Grant Officer.

Sincerely yours,

*L. E. Stanfield*  
L. E. Stanfield  
Grant Officer  
OTR Branch  
Central Operations Division  
Office of Contract Management

Attachments:

1. Program Description
2. Terms and Conditions
3. Statement of Assurance of Compliance

ACKNOWLEDGED:

GEORGETOWN UNIVERSITY

BY: *Sam A. Kimble*

TITLE: Sam A. Kimble, Administrator of Sponsored Programs

DATE: June 29, 1973

FUNDS OBLIGATED	
Approp. No.	72-11310 04
Allot. No.	354-36-029-01-20-31
Obj. No.	303 5068 Obj. Cl. 2370
Amount \$	14,000.00
Proj. No.	230-11995-048-73
By	<i>M. H. [unclear]</i> 6/25/73

PROGRAM DESCRIPTION

A. OBJECTIVE

The objective of the Grant is to support the development and establishment of an Investment Negotiation Center (INC) within Georgetown University's Institute for International and Foreign Trade Law which will be concerned with the investment relationship between developing countries and foreign investors.

B. BACKGROUND

There is a shortage of officials in the less developed countries qualified to negotiate private investment arrangements. This lack of expertise has quite frequently resulted in negotiations with unsuitable investors, prevented negotiations of agreements, or caused negotiations to be concluded on terms unfavorable to the LDC. Sometimes the LDC received little benefit from the investment and as a result has developed a negative attitude toward foreign investment. Consequently there is a great need to establish a Center devoted entirely to training in the foreign investment decision process, corporate operation and finance, local investment laws, and the dynamics of investment negotiation.

Preliminary discussions by the Institute for International and Foreign Trade Law with international organizations and institutions and with officials of a number of foreign countries,

indicates that the International Investment Center (INC) will attract and maintain an active international sponsorship, and that the less developed as well as developed countries will have a high demand for INC's course, future programs and services.

C. PROGRAM

The Grantee's goal is to develop and establish an International Negotiation Center (INC) under the administration of its Institute for International Foreign Trade Law. The INC shall provide a broad educational function of exploring problems in the area of investment negotiation between developing countries and investors. The INC will develop and conduct a training course on investment negotiation.

To accomplish its goals the INC will (1) undertake exploratory visits with international organizations as well as with domestic organizations to discuss the INC long range goals, to draw on the knowledge and resources of these organizations, and to explain the development of a course on investment negotiation; (2) develop an investment negotiation course which will seek to demonstrate, in a structured way, the motivations, strengths, weaknesses and perceptions of the multinational corporations and other foreign investors, the restraints under which they function, their internal structure, the nature and sources of financing, and their methods of operation in the investment relationship;

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and, (3) develop eight (8) simulated negotiation and approval situations in the major economic sectors, and involving substantive issues, technical commercial and procedural matters.

The course is planned for the summer of 1974, lasting approximately two months with approximately twenty-five (25) selected officials in attendance.

D. REPORTS

The Grantee will submit reports on a quarterly basis, commencing 90 days after the signature of the Grant Agreement, to A.I.D., PPC/EDA, Washington, D.C. 20523. Each report will contain, as appropriate, accomplishments in the areas of (1) summary of international and domestic visitations by INC staff by country, name and title of government or private contacts, degree of interest shown or commitments made towards INC training course; (2) course study by topic, contributing organization and lecturer; and, (3) simulated negotiation and approval situations.

E. BUDGET

The funds provided by this Grant will support the following specific costs:

1. Salaries	\$ 7,500
2. Travel/Subsistence (Overseas and Domestic)	9,100*
3. Miscellaneous Supplies	1,000
4. Indirect Cost (8% Total Direct Cost)	1,400
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TOTAL AMOUNT AVAILABLE FOR REIMBURSEMENT	\$19,000

\*Includes \$4,000 pre-grant costs.

In no event may the Grantee exceed the total amount of the Grant. Adjustments among the line items of the budget are unrestricted.

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!DOCID PD-~~AA~~Y-815

!PROJ9 9300048

!PTITLE Investment Negotiation Center

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Grant to Georgetown University to support the development and establishment of an investment negotiation center (INC) within the university's Institute for International and Foreign Trade Law to explore investment negotiation problems between developing countries and investors.

The INC will draw on meetings with international and domestic organizations to develop an investment negotiation training course and <sup>eight</sup> simulated negotiation and approval situations. The 2-month course, planned for the summer of 1974, will be attended by 25 selected officials.

!DESCR /Foreign investment/ /International negotiations/

/Universities and colleges/ /Training/

(courses)

!IDENT /Georgetown University/