



Name	Salman Raza
Current workplace	Trade Development Authority of Pakistan
Current position	Deputy Director Export Development Fund

A. Introduction

1. Could you mention about your responsibilities at current work place?

I am responsible for following actions at work place

1. Development of projects related to trade development and export promotion in Pakistan.
2. Manage and monitor existing on-going projects under Export Development Fund across Pakistan. These include projects worth PKR 20 Billion across Pakistan.
3. Policy formulation and budgetary proposal development for Export Development Funding.
4. Trade Work related to research and development in Pakistan. (I have recently published a report on CPFTA Import Analysis link is here https://drive.google.com/file/d/16lOVG7DmIcpUEPWzEgd859LnTB_sSF4E/view)

2. Could you describe the implementation situation of acquired knowledge from Japan at your work place?

I feel really lucky for the chance I have got from Japan. I am utilizing that knowledge and skills developed during my stay in Japan at my workplace. I feel like Japanese spirit of Samurai has really changed my point of view of looking at the things at work place. I have recently published almost 15 research reports and I have generated redevelopment plans for my office at TDAP. Specially skills like Policy Evaluation, product development, Managing Public Organizations, Financial Accounting and knowledge of Stata and other econometric techniques have helped me a lot. I just have a regret that I spent time in Japan during Covid-19 and I want all the people heading under this wonderful opportunity to explore all dimensions of their stay at Japan.

3. Could you explain how your study field in Japan fits with the current development issues in Pakistan?

Pakistan is facing acute financial crisis specially in terms of debt payment and current account deficit. The main reason behind it is Low export base and import led growth which is not sustainable for long term sustainable economic growth. My study field of economic and Development is helping me in generating or facilitating government procedures in result-based policy development. Economic research which I have learnt in Japan is helping me in understanding of the issues and giving pragmatic and localized solutions. I feel economic is a good study field if one is assigned to work in economics related field. It is helping me evaluate failure projects and how to ensure success and sustainable development.

Please summarize your introduction **within 10 lines** in maximum.

I am Salman Raza from Ministry of Commerce Pakistan. I am currently working in Trade Development Authority of Pakistan as Deputy Director Export Development Fund. I have just completed my Master's from International University of Japan in Economics. I also have a degree from University of Engineering and Technology Lahore in City and Regional Planning. I have also worked in different organizations like Lahore Development Authority, Urban Sector Policy Management Unit, World Bank and JICA funded projects. My

aim is to contribute effectively as a Civil Servant for people of Pakistan through Trade Development and Export led growth. My future goal is joining International Organization and work for sustainable, gender inclusive development of people around the globe. My passion is learning languages, cooking, sports and teaching people to rise through education and entrepreneurship.

B. Summary of Master Thesis

Field of Study in Japan : MSc. Economics
University Name in Japan : International University of Japan
Title of thesis : How regulations affects trade?

Please summarize your Thesis within 20 lines in maximum.

I have used a new time series measure and panel data from the Code of Federal Regulations USA and World Bank indicators database, respectively, to investigate the effect of regulations on trade. Time series estimates using dynamic ordinary least squares (DOLS) indicate that regulations have a statistically significant impact on reducing trade volume in the United States (Data for Pakistan was not Available). Regulations have reduced both trade volumes and trade relative to GDP. Had regulations remained the same in 1970, trade volume would be 5.9 times larger and the trade to GDP ratio would be 34% larger. I also show that regulatory quality plays an important role in trade. Panel data estimates using system GMM for 150 countries indicate that improving regulatory quality has a positive effect on increasing trade to GDP ratio / openness in a country.

Regulations reduce both trade volume and the trade to GDP ratio. Regulations affect trade in different ways. The regulatory environment determines volume of trade and openness. Regulations are important to limit unfair trade practices and to define principles for fair trade. However, public agencies tend to keep on adding regulations that, rather than reducing unfair trade practices, affect trade volume and openness negatively. Regulations have an opportunity cost of reduced trade volume and openness, which is a cause of economic growth and employment.

Conclusively, instead of increasing regulations to control for unfair trade practices, regulatory quality should be improved across countries. My findings indicate that improving the regulatory quality improves openness. In terms of regulations, an effective policy is not to add new regulations, but to improve quality and change existing regulations to a new optimum level. This can contribute to improving trade volume and openness in developed and developing countries.

C. Future Plan

How are you planning to utilize your acquired knowledge from Japan at your current job?

Please summarize your plan within 10 lines in maximum.

My future plan is to work for two years in Pakistan in order to contribute positively in Trade development in Pakistan. My goal is to complete my PHD in trade and become a trade professional as I believe in trade bringing peace and prosperity for the whole world in a sustainable manner. I intend to join International Organization and work towards gender inclusive and sustainable development to life people out of poverty through my working. I want to give back to my country and to the world what I have gained from them. I intend to pursue my career through hard work and perseverance. I will try to publish as many researches works as possible in coming years as I believe raising sane voices help people. I have published 15 different research works via TDAP and I hope to continue my research publications.

D. Photo

Please send **your best two** pictures on your academic and daily life in Japan (JPG format)

