

Type	Instrument	Description	Increase productive activities	Deepen global market integration	Maximize domestic value capture	Generate productive employment	Improve quality of employment	Ensure inclusive production	Build economic resilience	Promote self-sufficiency	Improve resource-efficiency	Reduce pollution	Sources	Examples	
Incentive	Cash grant for green energy projects	Due to the capital-intensive nature of green energy projects, governments contribute financially via cash grants to encourage investment in this sector.											Asian Development Bank. (2011). Asia Solar Energy Initiative.	Asia- Pacific – Asia Accelerated Solar Energy Development Fund	
	Cash grant for environmental accounting activities	Governments offer cash grants to firms which conduct an analysis of environmental and resource issues in production processes, such as the cost of pollution and resource-intensive technology, and savings through investments in green technology.											UNIDO. (2011). UNIDOGreen Industry – Policies for Supporting Green Industry.		
	Cash grant to firms located in industrial estates	Governments give cash grants to firm which choose to locate in these industrial estates to increase access to sound infrastructure, strengthen value chains and draw on economies of scale.													
	Cash grant for payroll costs	Firms hire workers at reduced payroll costs. Wage subsidies increase labour demand by reducing the cost of hiring local workers.												Neumark, D. (2009). Alternative labor market policies to increase economic self-sufficiency: mandating higher wages, subsidizing employment, and increasing productivity. NBER Working Paper 14807.	
	Cash grant to new investors	New investors can apply for cash grants, to cover set-up costs and make investment more attractive.												Republic of South Africa Department of Trade and Industry (2014). A Guide to the dti Incentive Schemes.	South Africa – Automotive Investment Scheme
	Cash grant towards transport costs	Governments provides grants to cover transportation costs of goods used in production activities between specified points, for example the transport of raw materials.												Government of India. (2009). Transport Subsidy Scheme.	India – Transport Subsidy Scheme
	Cash grant for new products	Governments newly developed products until a specified sales volume is achieved, in order to encourage innovation and increase the payoff for innovating firms.												Weiss, E. (2015). Taxonomy of Industrial Policy.	
	Cash grant to new exporting activities	Governments provide subsidies for the export of newly developed products until a specified export volume is achieved, in order to encourage innovation and increase the payoff for innovating exporting firms.												Weiss, E. (2015). Taxonomy of Industrial Policy.	
	Cash grant for workplace safety measures	Cash grants are available for firms which choose to implement improved workplace safety measures.													
	Cash grant for feasibility studies	To improve the viability of new projects, governments encourage the conducting of feasibility studies financially, which include parameters such as expected output, investment volume, labour requirements and resource requirements.												UNIDO. (1986). Manual for the Evaluation of Industrial Projects. Vienna. Republic of South Africa Department of Trade and Industry (2014). A Guide to the dti Incentive Schemes.	South Africa – Capital Projects Feasibility Programme
	Cash grant for pilot projects	Cash grants are available for pilot projects testing new models or technologies, which aim to reduce risks by adopting a scaling approach for changes to a business model or the implementation of new technology.													
	Cash grant for land purchases	Cash grants are granted for land purchases intended for investment purposes.													
	Cash grant for building purchases	Cash grants are granted for building purchases or leases if the buildings are used in the realization of projects or in production processes.													
	Cash grant for natural resource processing activities	By granting cash grants for processing activities, governments may aim to channel investment into higher value-added activities in the value chain.													
	Cash grant to firms owned by target groups	Cash grants for firms owned by marginalized or target groups often aim to increase entrepreneurship, management, employment and training for groups that have lower rates of participation in these activities.													South Africa – Black Business Supplier Development Programme

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	Cash grant to firms with inclusive hiring practices	Cash grants are available for businesses who have an inclusive recruitment policy towards marginalized groups that the government aims to support.												
	Cash grant for training programs	Firms can apply for cash grants to reduce the costs of employee training in firms. Firm-specific training can increase the available skills in the workforce and adapt labor to a firm's specific needs.											Weiss, E. (2015). Taxonomy of Industrial Policy.	
	Cash grant to informal sector firms	Cash grants are allocated to informal sector firms, which often do not have access to capital or credit to undertake investments or business activities that require up-front investments.											Arthur, P. (2012). Rethinking Development in Africa through Small and Medium-Scale Enterprises. In: Hanson et al. (eds). Rethinking Development Challenges for Public Policy – Insights from Contemporary Africa. Basingstoke: Palgrave Macmillan.	Liberia – UNDP Micro-grant scheme
	Preferential loan for target sector firms	Firms active in target industries have access to credit at preferential rates or conditions, encouraging investment and expansion in these sectors.											American Forest & Paper Association. (2004). China's Subsidization of its Forest Products Industry.	China – Extended repayment periods for high-yield producers in the forestry sector
	Preferential loan for exporters	Exporters have access to credit at preferential rates or conditions.												Mauritius – Import Loan Facility under MTSP/ ERCP/RWG
	Preferential loan for green energy producers	Green energy producers have access to credit at preferential rates or conditions.												India – Technology and Modernisation Fund
	Preferential loan towards new investments	Banks make loans available to new investors, to encourage investment and make investment more attractive.											Government of India. (2014). Compendium of Plan Schemes of DIPP 2014.	India – Central Interest Subsidy Scheme
	Preferential loan for firms and projects in target regions	Location-specific loans give firms access to additional credit if they locate their production activities in target regions, either to promote productive activities in disadvantaged regions or to foster thriving hubs.											Weiss, E. (2015). Taxonomy of Industrial Policy. Arthur, P. (2012). Rethinking Development in Africa through Small and Medium-Scale Enterprises. In: Hanson et al. (eds). Rethinking Development Challenges for Public Policy – Insights from Contemporary Africa. Basingstoke: Palgrave Macmillan.	Nigeria – Small and Medium Industries Equity Investment Scheme
	Preferential loan towards green technology upgrading	Banks provide directed credit, often at preferential rates, for upgrades in production technologies, resulting in cleaner or greener production.											OECD. (2013). Perspectives on Global Development 2013 – Industrial Policies in a Changing World. OECD Publishing.	
	Preferential loan for training programs	Firms have access to preferential credit to finance employee training in firms. Firm-specific training can increase the available skills in the workforce and adapt labor to a firm's specific needs.												
	Preferential loan for newly registered businesses	Banks provide directed credit at preferential terms for businesses within a specified period after registration.												
	Preferential loan for start-ups	Banks provide directed credit at preferential terms for businesses in the start-up phase.												
	Preferential loan for firms with inclusive hiring practices	Banks provide directed credit at preferential terms to businesses which follow inclusive hiring practices. Encouraging inclusive hiring may aim to improve the chances of disadvantaged groups on the job market.												
	Preferential loan for suppliers in target sectors	Banks offer directed credit to suppliers in selected industries. Suppliers may need flexible finances and liquidity in case of delayed payments or long payment periods.											UNCTAD. (2001). World Investment Report 2001 – Promoting Linkages.	

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	Preferential loan for firms with environment friendly production processes	Banks employ environmental performance records of firms as one selection category for credit approval. Firms with low environmental pollution records or resource-efficient production are preferentially designated credit-worthy and may receive preferential rates.											UNIDO. (2011). UNIDO Green Industry – Policies for Supporting Green Industry.	China – Green Credit Initiative
	Preferential loan for technology upgrading	Technology can improve productivity by reducing input per unit or by increasing production speed. Banks provide credit options at subsidized interest rates to lift credit constraints and allow for the implementation of upgrading activities.											American Forest & Paper Association. (2004). China's Subsidization of its Forest Products Industry.	
	Preferential loan for informal sector firms	Credit is available for informal sector firms, which are often excluded from regular credit schemes.											Arthur, P. (2012). Rethinking Development in Africa through Small and Medium-Scale Enterprises. In: Hanson et al. (eds). Rethinking Development Challenges for Public Policy – Insights from Contemporary Africa. Basingstoke: Palgrave Macmillan.	Liberia – UNDP Micro-credit scheme
	Preferential loan for firms in sectors with labor-intensive production	Governments may choose to specifically support labour-intensive industries to increase labor demand. Preferential loans may aim to make investment and expansion in these sectors more attractive, and sectors more resilient to financial shortfalls.												
	Preferential loan towards R&D activities	Preferential credit is available to firms and entities conducting R&D activities which lead to new or improved productive activities.												
	Credit guarantee for green energy producers	Governments issue guarantees for credit given to green energy producers, to encourage lending in this sector and reduce risk for commercial banks.											UNIDO. (2011). UNIDO Green Industry – Policies for Supporting Green Industry.	
	Credit guarantee for SMEs	Commercial banks receive guarantees for credits made to SMEs, to encourage lending to small enterprises and counter risk-averse lending behavior of commercial banks.											Weiss, E. (2015). Taxonomy of Industrial Policy.	
	Credit guarantee against buyer payment delays and defaults of exporting firms	Governments back credit given to exporters who may need to take out short-term loans to account for buyer payment delays or default. Short-term credit aims to afford exporters more financial flexibility.											Melo, A. (2001). Industrial Policy in Latin America and the Caribbean at the Turn of the Century. Inter-American Development Bank, Working Paper 459. World Bank. (2010). Innovation Policy – A Guide for Developing Countries. Vienna: World Bank.	Mauritius – Export Credit Insurance Scheme
	Insurance for agricultural producers and activities	Governments provide or partially fund insurance schemes for producers in the agricultural value chain, such as exporters or processors. Insurance schemes aim to decrease the risk of engaging in upgrading activities by compensating the insured party for losses incurred through weather or climate-driven harvest and supply losses.											Cordero, M. (2014). Non-traditional export vegetable chain in Guatemala. In: Perez, R. (ed). Strengthening value chains as an industry policy instrument – Methodology and experience of ECLAC in Central America. Chile: United Nations.	
	Insurance for SMEs	Governments initiate insurance schemes for SMEs, which often do not have access to conventional schemes or for which available schemes may not be suitable. Insurance schemes often aim to improve financial flexibility and encourage expansion.												Mauritius – Local Insurance Cover for SMEs
	Competition for innovative technology	Governments award prizes to promote innovation and to foster interest and engagement with innovative technology.											Warwick, K. (2013). Beyond Industrial Policy: Emerging Issues and New Trends. OECD Science, Technology and Industry Policy Papers, 2.	

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	Voucher Education voucher	Individuals from low-income households or target groups can apply for needs-based vouchers to subsidize their education. Vouchers may be provided for university, technical and vocational school courses or other out-of-school courses.											World Bank. (2010). Innovation Policy – A Guide for Developing Countries. Vienna: World Bank.	
	Voucher Consumption voucher	Consumption subsidies create a price-gap between domestic market and reference prices, raising the demand for goods and increasing sales beyond levels at market price. Consumption subsidies also increase effective income. They may be used to stimulate demand for target goods, ensure price stability or price ceilings in basic consumer good, for example fuels or energy, to support the expansion of productive activities and are often employed in the form of vouchers, direct cash transfers, excise tax reductions or direct market interventions.											OECD (2012). Inventory of Estimated Budgetary Support and Tax Expenditures for Fossil Fuels 2013. OECD Publishing. OECD (2006). Liberalisation and Universal Access to Basic Services – Telecommunications, Water and Sanitation, Financial Services, and Electricity. OECD Trade Policy Studies. OECD Publishing. Orphanopoulos, D. (2005). Concepts of the Chilean Sanitation Legislation: Efficient Charges and Targeted Subsidies. International Journal of Water Resources Development, 21(1).	
	Voucher for innovation services	Firms, in particular, SMEs receive vouchers from the government for a specified number of services from research or training institutions. Governments aim to encourage the use of knowledge services to improve technology diffusion and capacity-building in firms.												
	Voucher Food voucher	Governments may subsidize basic food stuffs in an effort to ensure self-sufficiency and build economic resiliency. They may also use food subsidies to help bolster the development of the agro-processing sector and strengthen national value chains.											Pinstrup-Andersen, P. (1988). The Social and Economic Effects of Consumer-oriented Food Subsidies: A Summary of Current Evidence. In: Pinstrup-Andersen, P. (ed). Food Subsidies in Developing Countries. John Hopkins University Press. George, P.S. (1988). Costs and Benefits of Food Subsidies in India. In: Pinstrup-Andersen, P. (ed). Food Subsidies in Developing Countries. John Hopkins University Press.	India – Public Distribution System
	Tax incentive for firms with high development costs	Firms with high up-front development and investment costs are eligible for tax breaks, making development of new products, production sites or technologies more attractive.											OECD. (2007). Tax Incentives for Investment – A Global Perspective: experiences in MENA and non-MENA countries. PDAC. (2013). Financial Incentives for Mineral Exploration and Prospecting in Canada.	Canada – Canadian Exploration Expenses
	Tax incentive for new investors	New investors are exempt from taxes for a period after initial investment.											OECD. (2007). Tax Incentives for Investment – A Global Perspective: experiences in MENA and non-MENA countries.	

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	Tax incentive for exporting firms	Excise taxes lead to a loss of competitiveness of export goods. Governments grant exceptions to excise taxes or refunds for exporters to make up for the loss in competitiveness.											Lopez, A. Et al. (2008). The Impact of China's Global Economic Expansion on Latin America, World Economy and Finance Research Programme Working Paper, 2. OECD. (2007). Tax Incentives for Investment – A Global Perspective: experiences in MENA and non-MENA countries. Government of India. (2014). Compendium of Plan Schemes of DIPP 2014.	India – North East Industrial and Investment Promotion Policy
	Tax incentive for producers of processed goods	In order to stimulate processing and other value-added activities, governments exempt producers of processed goods in a value chain from the payment of taxes or grant them preferential rates.											Lopez et al. (2008). The Impact of China's Global Economic Expansion on Latin America – Soybean Value Chain Analysis Final Report. World Economy & Finance Research Programme, Working Paper 2.	China – Road tax exemption for soybean flour producers
	Tax incentive for firms with extra employee benefit schemes	Employers are eligible for tax breaks if they implement workplace safety or worker benefit measures beyond the minimum legal requirement.											EU-OSHA. (2011). How to create economic incentives in occupational safety and health: a practical guide. Working Environment Information Literature Review.	Germany – Tax-free occupational health promotion
	Tax incentive to offset supplier and product audits for firms sourcing from local suppliers	Firms receive tax refunds in exchange for the costs they incur for firm and product audits when they source from local supply firms.											UNCTAD. (2001). World Investment Report 2001 – Promoting Linkages.	Malaysia – Industrial Linkages Programme of the Small and Medium Industries Corporation
	Tax incentive Deductibility of payroll costs	Firms are eligible to deduct a percentage of payroll costs from taxable income. A payroll tax break acts as a broad wage subsidy and may aim to encourage local hire or retainment of workers during a downturn.											Weiss, E. (2015). Taxonomy of Industrial Policy.	
	Tax incentive for newly registered firms	Firms receive tax breaks for a period after registration. These tax breaks aim to make registration more appealing to either potential founders or owners of currently informal businesses.												
	Tax incentive for firms undertaking productive infrastructure investments	A firm is eligible to make special deductions against taxable income for investments in productive infrastructure, such as production plants or physical facilities.											Melo, A. (2001). Industrial Policy in Latin America and the Caribbean at the Turn of the Century. Inter-American Development Bank, Working Paper 459.	
	Tax incentive for firms located in target regions	Tax exemptions apply to firms which locate and invest in specified regions or locations, either to benefit from economies of scale in clusters or to boost economic growth in a region with comparatively little productive activity in a sector.											OECD. (2007). Tax Incentives for Investment – A Global Perspective: experiences in MENA and non-MENA countries.	
	Tax incentive Income credit	Low-income individuals are subject to lower tax or eligible for tax refunds, effectively raising wages and boosting domestic demand for goods and services.											Neumark, D. (2009). Alternative Labor Market Policies to increase Economic Self-Sufficiency: Mandating Higher Wages, Subsidizing Employment, and Increasing Productivity. National Bureau of Economic Research, Working Paper Series, 14807.	

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	Import tariff exemption on goods used in export processes	Exporters are exempt from paying tariffs on all goods used to produce goods for export, to reduce anti-export bias through import tariffs. Schemes may be direct exemptions or refund schemes, such as duty drawback schemes.											Melo, A. (2001). Industrial Policy in Latin America and the Caribbean at the Turn of the Century. Inter-American Development Bank, Working Paper 459.	
	Import tariff exemption on goods used in investment projects	Goods are exempted from import tariff charges if they are used in further investment projects in the country.											Melo, A. (2001). Industrial Policy in Latin America and the Caribbean at the Turn of the Century. Inter-American Development Bank, Working Paper 459.	
	Export tariff exemption for servicing and repairing goods	Firms can apply for exemption from export tariffs on goods they export for the purpose of repair and ultimately for reimport in the country. Export tariff exemptions often apply to highly specialized											Ministry of Finance Japan. Customs Tariff Act, Art. 11.	Japan – Export tariff reduction for goods exported for processing or repair
Disincentive	Import tariff on target goods	Import tariffs reduce the price competitiveness of imports vis-à-vis domestically produced goods. Governments may impose tariffs to encourage production in a target sector, to diversify domestic production or to achieve self-sufficiency in strategic sectors, such as basic food stuffs.											Altenburg, T. (2011). Industrial Policy in Developing Countries – Overview and lessons from seven country cases. Bonn: DIE. World Bank. (2006). Uganda – Diagnostic Trade Integration Study. Washington DC: World Bank.	Uganda – Tariff on sensitive products
	Import tariff on processed goods	A tariff levied on processed goods increases the cost of processed good imports. Governments may impose tariffs to encourage higher value activities within a country.											Gereffi, G. (2014). A Global Value Chain Perspective on Industrial Policy and Development in Emerging Markets. Duke Journal of Comparative & International Law, 24. UNCTAD. (2001). World Investment Report 2001 – Promoting Linkages. Jenkins, R. (2012). China and Brazil: Economic Impacts of a Growing Relationship. Journal of Current Chinese Affairs, 41(1). Lopez et al. (2008). The Impact of China's Global Economic Expansion on Latin America – Soybean Value Chain Analysis Final Report. World Economy & Finance Research Programme, Working Paper 2.	China – Import tariff on processed soybeans
	Export tariff on unprocessed natural resources	An export tariff on unprocessed natural resources increases the price competitiveness of domestic processing vis-à-vis processing abroad.											Kaplinsky, R. And Morris, M. (2014). Thinning and Thickening: Productive Sector Policies in the Era of Global Value Chains. European Journal of Development Research, 6.	
	Tax Emission tax	An emission tax relates output to price, placing the cost of negative externalities on polluters. Taxes raise the price of goods manufactured using production processes with high emission levels.											OECD. (2013). Climate and Carbon – Aligning Prices and Policies. OECD Environment Policy Paper, 13(1). World Bank. (2013). Mapping Carbon Pricing Initiatives – Developments and Prospects.	Ireland – Carbon Tax Japan – Tax for Climate Change Mitigation

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	Study Monitoring of ongoing investment projects	Agencies monitor and evaluate if investment projects have been successful and to what extent performance targets, which firms had set out in return for incentives, have materialized, such as job creation targets.											Wells, L. And Wint, A. (1991). Facilitating Foreign Investment – Government Institutions to screen, monitor, and service Investment from abroad. Foreign Investment Advisory Service, Occasional Paper 2.	
	Study Feasibility study	Feasibility studies evaluate the design and implementation of projects, including parameters such as expected output, investment volume, labour requirements and resource requirements.											UNIDO. (1986). Manual for the Evaluation of Industrial Projects. Vienna.	
	Study on public sector role in market competition	Governments issue assessments on how current involvement of public sector agencies affects firm competition and market processes. Studies may serve as basis for nationalization or privatization initiatives.												
	Study on production constraints	Policymakers use studies to determine what the relevant constraints and bottlenecks for production in a specific sector are.												World Bank – Diagnostic Trade Integration Study
	Study Life cycle analysis	Life cycle analyses establish the environmental impact of a product during its entire life cycle, from resource extraction to disposal. Analyses help identify resource-intensive production and sectors, as well as potential improvements.											World Bank. (2012). Getting to Green – A Sourcebook of Pollution Management Policy Tools for Growth and Competitiveness. Washington: World Bank.	
	Study Land use planning	Governments lay out their long-term land use plans, including social, environmental and economic effects. Long-term planning allows for the participation of communities and facilitates investment planning.											World Bank. (2012). Getting to Green – A Sourcebook of Pollution Management Policy Tools for Growth and Competitiveness. Washington: World Bank.	
	Study on projected demand in target sectors	Establishing the future demand of industries serves as a basis for long-term planning, for example in education or infrastructure, to ensure that there is no resource bottleneck.											OECD. (2013). Perspectives on Global Development 2013 – Industrial Policies in a Changing World. OECD Publishing.	
	Study on projected demand in the public sector	Governments signal long-term demand of the public sector and future contracting opportunities to relevant industries. Signaling aims to reduce bottlenecks at future points in time through an extended adjustment and expansion period for suppliers.												
	Study on local market potential	Studies on local market potential assess the feasibility of supporting and expanding production in specific sectors in a given area, given resource, infrastructure and supply constraints. Analyses may also compare the benefits and costs of local production in comparison with sourcing via imports.											UNCTAD. (2001). World Investment Report 2001 – Promoting Linkages.	Afghanistan – Local market assessment guidelines Afghanistan – Cost-benefit analysis of local packaging on price competitiveness Ireland – Study on feasibility of local firms as suppliers
	Guideline Production and processing manual	Guidelines on production and processing processes aim to facilitate effective productive activities in sectors, highlight avenues of expansion and improvement, and best-practice examples.												Afghanistan – Manual on small-scale fruit and vegetable processing
	Guideline Model contract	Governments provide a model contract for selected professions or groups, such as migrant workers, to facilitate access to workers' rights and standard clauses or condition. Model contracts help workers understand and compare the legality of their contracts and help in the monitoring of firms.											Chen, M. Et al. (2004). Mainstreaming Informal Employment and Gender in Poverty Reduction – A Handbook for Policymakers and other Stakeholders. London: Commonwealth Secretariat.	

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	Guideline Long-term policy planning	Long-term planning, for example through national development strategies, can act as a signaling device to investors and industries, which can adjust their production capacity with limited time lags.												
	Guideline on national and international standards	The government makes information on sectoral standards and how to attain them easily accessible, for example through information centres.											Arthur, P. (2012). Rethinking Development in Africa through Small and Medium-Scale Enterprises. In: Hanson et al. (eds). Rethinking Development Challenges for Public Policy – Insights from Contemporary Africa. Basingstoke: Palgrave Macmillan.	Ghana – Ghana Standards Board quality information centres
	Data bank on domestic industry using international manufacturing statistics	The publication of manufacturing statistics in terms of internationally recognized classification schemes, such as ISIC and ISTC, facilitates benchmarking and comparison between countries. Adoption of internationally recognized standards creates transparency for firms and aims to support the development of investment and business strategies based on up-to-date trade and production information.											UNIDO. (2005). Western China: Enhancing Industrial Competitiveness and Employment.	
	Data bank on the cost of doing business	The publication of indicators on the overall cost of conducting business in a country, from fees to incentives, increases the planning capacity of domestic firms and attracts investors to countries with favourable business environments.											Anderson, J. and Gonzalez, A. (2012). Does Doing Business matter for foreign investment?. World Bank: Doing Business. Government of India. (2014). Compendium of Plan Schemes of DIPP 2014.	India – Business Service Price Index
	Data bank Land surveying	Land surveying and land registration secure land ownership and tenure. Publication of land titles encourages owners of land to make long-term investment and to receive access to credit against their titles.											Hanstad, T. (1998). Designing Land Registration Systems for Developing Countries. American University International Law Review, 13(3). Jones, D. (2010). Land Registration and Administrative Reform in Southeast Asian States: Progress and Constraints. International Public Management Review, 11(1).	Thailand – Land Act
	Data bank Hazard mapping	Hazard mapping produces data on areas vulnerable to changes in weather patterns, for example as a result of climate change. Maps can include settlements and productive areas, and be used to establish resilience initiatives.											UNFCCC. (2005). Climate change – small island developing states.	
	Data bank of best-practice examples	Success stories and best-practice examples are collected in a publicly accessible platform to encourage imitation and replication by firms in the same sector.											UNIDO. (2011). UNIDO Green Industry – Policies for Supporting Green Industry.	
	Data bank Natural resource inventory	Natural resource inventories illustrate resource interrelationships, depletion levels and sustainable regrowth levels, for example in the forestry sector. Inventories also give investors access to information on potential investment sectors and areas.											Dulin, P. (1982). Natural Resource Inventories in Developing Countries – The Case of Central America. Turrialba: Centro Agronomico Tropical de Investigacion y Ensenanza, CATIE.	Cambodia – National Forest Inventory
	Data bank of suppliers	Governments collect and publish information on local producers and suppliers, including their product range and their production capacities. Supplier databases help buyers identify viable suppliers for components they require in their production activities.											UNCTAD. (2001). World Investment Report 2001 – Promoting Linkages.	

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	Data bank Labour/employment statistics	The publication of employment statistics, job profiles and openings, skill profiles and other data on the domestic labour force aims to facilitate recruitment procedures and to help school leavers or employment seekers connect to employers more easily.											OECD. (2013). Perspectives on Global Development 2013 – Industrial Policies in a Changing World. OECD Publishing.	
	Data bank of SMEs	Governments collect and publish information on SMEs. Improving data availability aims to improve the policy-making process, international comparability and foster the integration of SMEs into value chains, for example as suppliers.											Schreyer, P. (2000). Small and Medium Sized Enterprises (SMEs), Employment Creation, and Industrial Policy. In: Elsner, W. And Groenewegen, J. (eds). Industrial Policies after 2000. New York: Springer Science+Business Media. Arthur, P. (2012). Rethinking Development in Africa through Small and Medium-Scale Enterprises. In: Hanson et al. (eds). Rethinking Development Challenges for Public Policy – Insights from Contemporary Africa. Basingstoke: Palgrave Macmillan.	
	Data bank on environmental performance of firms	Governments collect and publish information on firms' environmental performance. Environmental performance data increases transparency for consumers but may also serve as an information platform for incentive programmes that require environmental performance to be taken into account, such as green credit schemes.											UNIDO. (2011). UNIDO Green Industry – Policies for Supporting Green Industry.	China – Green Credit Initiative
	Data bank of available recycling services	A data bank of recycling service providers in a specific area can facilitate the uptake of recycling services by firms and compare rates for the kind of services required in their productive activities.												
	Educational training Apprenticeship	Apprenticeship models are a form of education that combines knowledge-based classes with practical experience in a firm. Contrary to on-the-job training, apprenticeship schemes often aim to impart a broader and widely applicable skill set for the sector or profession the scheme relates to. Firms may choose to hire successful graduates of apprenticeship programmes and apprentices may build networks within the profession, facilitating the transition into their first job.											UNIDO. (2013). Industrial Development Report 2013 – Sustaining Employment Growth: The Role of Manufacturing and Structural Change.	
	Educational training Placement program	Firms offer work placements for students enrolled in industry-specific courses. Placements may include introducing students to technology and production processes or matching them with mentor.											OECD. (2013). Perspectives on Global Development 2013 – Industrial Policies in a Changing World. OECD Publishing.	
	Educational training Scholarship	Students receive a scholarship if they are enrolled in university courses preparing for a career in one of the industries identified as strategically important.											UN. (2015). Global Sustainable Development Report.	
	Professional training on production technology	Governments initiate or fund training courses for workers in technology application and technical norms in specific industries.											Melo, A. (2001). Industrial Policy in Latin America and the Caribbean at the Turn of the Century. Inter-American Development Bank, Working Paper 459.	
	Professional training in environmental accounting	Firm operatives receive training in environmental accounting techniques in their specific sector. Environmental accounting comprises the use of resources and energy, and the costs or savings incurred by the firm, for example through innovative technology. Environmental accounting aims to identify best-practice examples, areas of improvement, and cost factors in productive processes.											UNIDO. (2011). UNIDO Green Industry – Policies for Supporting Green Industry.	

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	Professional training for vocational trainers	Trainers in vocational training institutes attend seminars to pass on practical skills, respond to industry demands, and to ensure minimum standards of training in vocational institutes.											OECD. (2011). OECD reviews of vocational education and learning – learning for jobs.	
	Professional training for suppliers	Training programmes for suppliers in a specific value chain enhance skills and capacities. Supplier capacities and resources are one determinant of growth potential in industries.											Morris, M. et al. (2012). One thing leads to another – promoting industrialisation by making the most of the commodity boom in Sub-Saharan Africa.	
	Professional training Firm-specific training	Workers receive training in the technology and production processes of specific firms. Training programmes are usually organised through firms on-the-job, with government support or funding to encourage local hire.											OECD. (2013). Perspectives on Global Development 2013 – Industrial Policies in a Changing World. OECD Publishing.	
	Professional training for informal sector firms and employees	Training programs, in combination with certification, aim to help workers in the informal sector move into formal sector employment. They also provide recruiting firms with a quality control instrument to assess work skills and experience in particular in low-income areas where work is concentrated in the informal sector.											UNIDO. (2013). Industrial Development Report 2013 – Sustaining Employment Growth: The Role of Manufacturing and Structural Change.	
	Professional training on green technology	Governments provide or subsidize training programs both at university/vocational level and for experienced professionals in skills related to the production of green goods and services, to ensure that local skill does not become a bottleneck for the green technology industry.											OECD. (2013). Perspectives on Global Development 2013 – Industrial Policies in a Changing World. OECD Publishing.	
	Professional training for employees in productivity-increasing procedures	Firms implement on-the-job training programs to benefit from an increase in skill and productivity in their workforce. Training may be either formalized or informal, and funded or promoted by public agencies.											UNIDO. (2013). Industrial Development Report 2013 – Sustaining Employment Growth: The Role of Manufacturing and Structural Change. Melo, A. (2001). Industrial Policy in Latin America and the Caribbean at the Turn of the Century. Inter-American Development Bank, Working Paper 459.	
	Professional training in entrepreneurship development	Governments offer or fund workshops for managers or entrepreneurs in matters of finance, business plan development, expansion, growth, accounting, and other activities related to the management and growth of a business.											UNIDO. (2013). Industrial Development Report 2013 – Sustaining Employment Growth: The Role of Manufacturing and Structural Change.	
	Professional training for government employees in trade analysis	By offering training courses and workshops to government employees, governments aim to increase the quality and efficiency of the public sector. A focus on trade analysis aims to encourage a better understanding of opportunities, challenges and legalities related to trade, and enhance domestic control over engaging with global markets.												
	Professional training for government employees in negotiation techniques	Governments implement training programs for their employees in order to improve negotiation capacities vis-à-vis investors, donors and other partners.												
	Professional training on national and international standards	Governments implement or fund workshops for workers or business owners on technical norms and standards required in specific industries, both nationally and in foreign markets. Corresponding to international standards can open access to markets for export goods.											Melo, A. (2001). Industrial Policy in Latin America and the Caribbean at the Turn of the Century. Inter-American Development Bank, Working Paper 459. Government of India. (2014). Compendium of Plan Schemes of DIPP 2014.	India – Training for salt workers in technology upgradation

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	Professional training for employers on improvements in workplace conditions	Governments hold information sessions for firms and employers on available workplace improvement schemes and their benefits.												
	Professional training for government employees in private sector development	Government employees receive training in private sector development, in order to improve the efficiency of government schemes and, ultimately, generate employment through more productive activities.												
	Certification Eco-label	Eco-labels are voluntary or mandatory labeling schemes declaring attributes of products to the customer base. Labels may be positive or warning labels, for example for hazardous substances. Labels may relate to the life cycle of a product, to a specific issue or substance or to usage attributes after purchase. Labels can be granted and monitored by institutes. Firms sometimes use firm-specific or brand-specific eco-labels.											UNIDO. (2011). UNIDO Green Industry – Policies for Supporting Green Industry. GTZ. (2006). Policy Instruments for Resource Efficiency – Towards Sustainable Consumption and Production. Eschborn: GTZ.	Thailand – Thai Green Label Scheme
	Certification for suppliers	Certification schemes for local suppliers aim to facilitate matching and quality control for investors and producers.												
	Certification of manufacturing skills	Certification schemes for manufacturing skills facilitate the recruitment process of firms by acting as a quality monitoring tool. They may serve as a useful signalling tool for job-seekers without networks or experience in the sector.											UNIDO. (2013). Industrial Development Report 2013 – Sustaining Employment Growth: The Role of Manufacturing and Structural Change.	
	Certification Ecological rucksack label	Ecological rucksack labels specifically relate to the inputs used in the production life cycle of a product. Labels may relate to direct inputs or to indirect inputs, such as water or energy, and often focus on a single dimension or resource. Ecological rucksack labels aim to raise public awareness, facilitate resource-use monitoring, for example as basis for a material input tax, and encourage the use of more resource-efficient technology.											UNIDO. (2011). UNIDO Green Industry – Policies for Supporting Green Industry.	
	Promotion Location marketing	Marketing activities to attract businesses to a location or community, including promotional activities, networking, and service provision.											Sternberg, E. (1987). A Practitioner's Classification of Economic Development Policy Instruments, with some Inspiration from Political Economy. Economic Development Quarterly, 1(2).	
	Promotion Export promotion	Government agencies provide support to firms wishing to start or expand their exporting activities by offering market information, match-making services with potential partner firms, as well as familiarization and capacity-building workshops.											UNCTAD. (2006). World Investment Report 2006 – FDI from Developing and Transition Economies: Implications for Development.	Bangladesh – Export Promotion Bureau Uganda – Uganda Export Promotion Board
	Promotion of cluster development	Firms in clusters benefit from economies of scale, shared facilities, connections to other businesses and access to administration and services. Governments make information on the benefit of locating within clusters widely available, support linkage-building and provide a favourable business environment.											UNIDO. (2013). The UNIDO approach to Cluster Development – Key Principles and Project Experiences for Inclusive Growth.	
	Promotion Investment promotion	Investment promotion aims to attract foreign investment through the distribution of information. Activities may include marketing and advertising efforts, seminars and information workshops, participation in exhibitions and fairs, and services such as matching investors with local partners, preparing investment proposals, and handling administrative issues considering permits.											Wells, L. And Wint, A. (2000). Marketing a country – promotion as a tool for attracting foreign investment. Foreign Investment Advisory Service, Occasional Paper 13. Wells, L. And Wint, A. (1991). Facilitating Foreign Investment – Government Institutions to screen, monitor, and service Investment from abroad. Foreign Investment Advisory Service, Occasional Paper 2.	

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	Promotion of productivity improvements and technology	Productivity promotion aims to disseminate information on successful productivity-enhancing methods and technologies. It includes the demonstration of production activities, introductions of new or more efficient technology and mentorship activities between firms.											World Bank. (2010). Innovation Policy – A Guide for Developing Countries. Vienna: World Bank.	
	Promotion of green production processes	Governments promote the adoption of greener technology and greener production processes, for example by founding Cleaner Production Centres. Cleaner Production Centres offer technical advice to firms on the acquisition, use and benefit of green production, the development of new technologies and technology applications, and promotional activities.											UN (2015). Global Sustainable Development Report	South Africa – National Cleaner Production Centre
	Promotion of collective purchasing activities	Firms join together to exploit economies of scale in their purchasing activities. Purchased goods and services may include packaging materials, utilities, waste management or security services. Often collective purchasing activities require firms to be located close together, as in an industrial park, which governments can facilitate. Collective purchasing must take into account the possibility of freeloading, as when firms benefit from utilities, infrastructure or improvement in services without contributing financially.											Lambert, A. And Boons, F. (2002). Eco-industrial parks: stimulating sustainable development in mixed industrial parks. Technovation, 22.	
	Promotion of collective bargaining activities	Governments provide information on legal systems of collective bargaining, such as negotiations between trade unions or associations and employers. Collective bargaining systems aim to protect the rights of workers and may also extend to groups which are usually outside of the social protection system, for example informal sector workers.											Chen, M. Et al. (2004). Mainstreaming Informal Employment and Gender in Poverty Reduction – A Handbook for Policymakers and other Stakeholders. London: Commonwealth Secretariat.	
	Promotion CSR promotion	Governments support and promote the integration of environmental and social concerns into business operations. Increasing the visibility of these issues can increase public awareness and influence consumer behaviour. Where consumption is sufficiently influenced by social and environmental concerns, market pressures may lead firms to adopt CSR activities as a response.											UNIDO. (2011). UNIDO Green Industry – Policies for Supporting Green Industry.	
	Promotion of voluntary codes of conduct	Firms can adopt voluntary codes of conduct regarding a variety of issues, for example environmental concerns and labour standards. They may form part of corporate responsibility activities. Organizations, such as NGOs, can also adopt codes of conduct to increase transparency for both donors and beneficiaries. Codes of conducts are most effective where peers or civil society have a relevant monitoring function. Public awareness of these codes can be supported through government outlets.											Chen, M. Et al. (2004). Mainstreaming Informal Employment and Gender in Poverty Reduction – A Handbook for Policymakers and other Stakeholders. London: Commonwealth Secretariat. Ebrahim, A. (2003). Accountability in Practice: Mechanisms for NGOs. World Development, 31(5).	
	Promotion Competition advocacy	Governments promote a culture of competition, often as a accompanying activity with increasing market liberalization or policy strategies that aim to create a greater degree of competitiveness in markets. Competition advocacy plays a monitoring role in the transition from state-owned to privatized companies, the breakup of monopolies and, the reduction of government intervention in economic processes. It also includes the distribution of information on benefits derived from increased competition and how to harness them.											UNCTAD. (2013). UNCTAD Perspective – Competition and Consumer Policy. Clark, J. (2005). Competition Advocacy – Challenges in Developing Countries. OECD Journal Competition Law and Policy, 6(4). UNIDO. (2013). Industrial Development Report 2013 – Sustaining Employment Growth: The Role of Manufacturing and Structural Change.	

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	Network Interministry network	Ministries establish close communication and cooperation networks on related issues to improve synergies, efficiencies, coordinate schemes and interventions, and reduce trade-offs and redundancies.												
	Information service in technology extension	Technology extension service providers support firms in technology patenting and licensing, information on existing and new technology for sectors, R&D grants and promotional programmes, and more.											World Bank. (2010). Innovation Policy – A Guide for Developing Countries. Vienna: World Bank.	
	Information service Marketing service	Information and marketing assistance aims to increase sales by reaching more consumers and clients. Services may include networking activities, assistance on communication and marketing strategies, and the provision of market data.											World Bank. (2010). Innovation Policy – A Guide for Developing Countries. Vienna: World Bank.	
	Information service Management advice	Management advisory services cover start-up assistance, logistics, business model analysis and recommendations for business model upgrading, productivity assistance, and training for executive staff.											World Bank. (2010). Innovation Policy – A Guide for Developing Countries. Vienna: World Bank.	
	Information service Business development service	Business development or business support services include the transfer of information, the identification of challenges and the development of solutions as well as linkage development. Business development services may either target individual companies or a group of companies, such as companies in the same sector or the same value chain. Activities may relate to the organizational structures within firms, to the wider market structure or to technology usage.											Bellini, N. (2006). Business support policies. In: Bianchi, P. And Labory, S. (eds.) Industrial Handbook on Industrial Policy. Cheltenham: Edward Elgar.	
	Information service Inter-firm brokering	Governments or public agencies act as broker in negotiations between two firms, for example in buyer-supplier negotiations.											UNCTAD. (2001). World Investment Report 2001 – Promoting Linkages.	
	Information service Career guidance service	Governments either provide or support the establishment of career guidance services. Career guidance services provide individual, who are looking to enter a profession, advance in their careers or change professions, with up-to-date labour market information and tips for further research.											OECD. (2011). OECD reviews of vocational education and learning – learning for jobs.	
	Information service Business incubation	Intermediaries between firms and public agencies providing support to start-ups by aiding them in overcoming initial challenges through business advice, mentoring, provision of physical facilities, or seed capital.											Weiss, E. (2015). Taxonomy of Industrial Policy.	
	Information service Recruitment service	Governments provide recruitment services to coordinate recruitment procedures for firms. Recruitment services may be part of incentive packages to foreign investors.											World Bank. (2010). Innovation Policy – A Guide for Developing Countries. Vienna: World Bank.	
	Information service Supplier matching service	Governments provide investors and producers with market and firm information on the availability and capacity of local suppliers. Matching services aim encourage linkages between local businesses and foreign investors.											Weiss, E. (2015). Taxonomy of Industrial Policy. Carrillo, J. (2002). Foreign Direct Investment and Local Linkages: Experiences and the Role of Policies – the Case of the Mexican Television Industry in Tijuana. Research in the Sociology of Work, 13.	Mexico – Consejo de Desarrollo de Tijuana
Regulation	Standard Emission standard	Emission standards specify the volume of permissible emission from productive processes. Standards may be coupled with taxes or permits to manage standard-exceeding levels.											GTZ. (2006). Policy Instruments for Resource Efficiency – Towards Sustainable Consumption and Production. Eschborn: GTZ.	
	Standard Ambient standard	Ambient standards specify the permissible extent of air, soil, and water pollution from productive activities.											GTZ. (2006). Policy Instruments for Resource Efficiency – Towards Sustainable Consumption and Production. Eschborn: GTZ.	

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	Standard Product standard	Product standards regulate permissible product attributes, such as residual chemical levels or energy usage in electronics, over the entire life cycle of a product.											GTZ. (2006). Policy Instruments for Resource Efficiency – Towards Sustainable Consumption and Production. Eschborn: GTZ.	
	Standard Management standard	Management standards regulate the management of productive activities, including monitoring and post-production activities.											GTZ. (2006). Policy Instruments for Resource Efficiency – Towards Sustainable Consumption and Production. Eschborn: GTZ.	
	Standard National labour standards	National labour laws can underscore workers' rights, for example regarding conditions, pay, strike rights and association rights, and thus streamline contracts, create transparency, and provide a basis for monitoring activities.											Chen, M. Et al. (2004). Mainstreaming Informal Employment and Gender in Poverty Reduction – A Handbook for Policymakers and other Stakeholders. London: Commonwealth Secretariat.	
	Standard Technology standard	Technology standards determine which technology may be used in production processes. Technology standards may aim to enhance productivity, enable access of export goods to foreign markets or prevent pollution levels.											GTZ. (2006). Policy Instruments for Resource Efficiency – Towards Sustainable Consumption and Production. Eschborn: GTZ.	
	Standard for minimum recycled content	Governments issue standards regulating the percentage of product waste that producers need to recycle, either through collecting product waste from consumers and recycling at their own facilities or by paying for recycling activities. Minimum recycled content standards aim to fund social costs incurred through negative externalities of post-production waste, raise awareness of waste disposal issues, and encourage producers to improve product and call-back designs to facilitate waste disposal and thereby lower costs.											UNIDO. (2011). UNIDO Green Industry – Policies for Supporting Green Industry.	
	Fast-track process for target sector projects	In the case of project proposals in strategic sectors, steps of approval are omitted to fast-track the investment process. For example, government representatives at the regional level are granted authority to approve proposals or permits in exceptional cases.											American Forest & Paper Association. (2004). China's Subsidization of its Forest Products Industry.	China – Tax policy for forest industry investments
	Red tape reduction Reduction of legal documents	Long processing times and the number of administrative forms required to undertake economic activity, either domestically or as import/exporter, affect productivity and costs for firms. Reducing the number of required documents for any given economic activity, for example business registration, import/export licensing, visa applications, aims to streamline procedures.												Cambodia – Single Administrative Document
	Red tape reduction Decentralized business administration	Devolving administrative procedures to a regional or provincial level aims to encourage usage by small or micro enterprises which so far operate in the informal sector. Decentralized administration reduces travel distances and hence costs for firms. Decentralized procedures may include business registration and licensing.											Chen, M. Et al. (2004). Mainstreaming Informal Employment and Gender in Poverty Reduction – A Handbook for Policymakers and other Stakeholders. London: Commonwealth Secretariat.	
	Red tape reduction Land lease reform	Administrative procedures relating to land titles often contribute to long processing times in countries without a clear land lease system. Governments reform land lease systems in order to facilitate investment and business set-up and to increase transparency in costs, rights and distribution.											Monga, C. (2013). Theories of Agglomeration: Critical Analysis from a Policy Perspective. In: Stiglitz, J. And Yifu, J. (eds). The Industrial Policy Revolution I – The role of government beyond ideology. New York: Palgrave Macmillan.	

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	Red tape reduction Commitment to processing times	Governments publish maximum processing times for administrative procedures, such as investment approvals and business registrations. Publication of processing times aims to create transparency, comparability to other countries or regions, and monitoring/enforcement opportunities.											UNCTAD. (2006). World Investment Report 2006 – FDI from Developing and Transition Economies: Implications for Development.	
	Red tape reduction Custom automation system	Custom automation systems facilitate the administration of cross-border trade by generating trade data and common trade documents, such as declarations, accounting and transit processes.											UN (2015). Global Sustainable Development Report.	Cambodia – ASYCUDA
	Red tape reduction One-stop-shop for FDI and exporters	One-stop-shops are public agencies designed to have full responsibility over activities relating to a particular trade issue, such as foreign investment or import-export processes, in order to shorten bureaucratic procedures.											Wells, L. And Wint, A. (1991). Facilitating Foreign Investment – Government Institutions to screen, monitor, and service Investment from abroad. Foreign Investment Advisory Service, Occasional Paper 2.	
	Red tape reduction Administration offices at border points	Where certificates or permits are required for imports/exports, offices are located at border-crossing points instead of cities/capital cities. Offering administrative services at border points eliminates time-costly travels to city-based offices.												Tanzania – Abolishment of Landing Certificate
	Administrative procedure for unprocessed natural resource export	By increasing the time and cost of exporting unprocessed natural resources, processing activities within the country becomes more competitive.											Latina, J. Et al. (2011). Natural Resources and Non-Cooperative Trade Policy. WTO Staff Working Paper, ERSD-2011-06.	
	Administrative procedure for import of target goods	Extended administrative procedures for the import of certain goods reduces the competitiveness of these goods in comparison with domestic production. Target goods may also be subject to special standards that require enforcement and control.												Uganda – Approval requirement on agrochemicals
	Property rights Investment protection	Governments issue guarantees against expropriation.											Wade, R. (1990). Governing the Market – Economic Theory and the Role of Government in East Asian Industrialization. Princeton: Princeton University Press.	
	Property rights Licensing system	Intellectual property rights protect intangible assets, such as inventions, artistic work and trademarks, and establish the terms of their exploitation and commercialization. Licensing systems define on which terms products, intellectual property, or technology may be reproduced and used by entities other than the original owner. Stringent licensing systems play a role in encouraging innovative development by reducing the costs of freeloading, but may reduce spillover effects, broad-based access, and increase government costs of enforcement.											World Bank. (2010). Innovation Policy – A Guide for Developing Countries. Vienna: World Bank.	
	Property rights Free capital repatriation	By guaranteeing repatriation of capital without restrictions, governments aim to attract foreign investment.											Wells, L. And Wint, A. (2000). Marketing a country – promotion as a tool for attracting foreign investment. Foreign Investment Advisory Service, Occasional Paper 13.	
	Property rights Tax enforcement	Governments improve tax collection rates to reduce illicit tax outflows.												Tanzania – Electronic Revenue Collection
	Property rights Restricted capital mobility	Governments restrict the repatriation of investment capital by foreign investors, for example under a percentage cap for a fixed period after initial investment.											Wade, R. (1990). Governing the Market – Economic Theory and the Role of Government in East Asian Industrialization. Princeton: Princeton University Press.	

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	Product ban for hazardous substances	Products are not allowed to be produced or sold if they have been banned or if a substance used in their production has been legally banned. Banned substances are often hazardous or toxic material.											UNIDO. (2011). UNIDO Green Industry – Policies for Supporting Green Industry.	
	Export ban for firms with poor environmental performance	Firms that have repeatedly violated environmental standards are subject to a temporary exporting ban.											UNIDO. (2011). UNIDO Green Industry – Policies for Supporting Green Industry.	
	Import ban on hazardous substances	Import bans are applied to hazardous or toxic products and substances, to secure health-related objectives. Import bans may be temporary, for example in case of animal diseases.											Pinstrup-Andersen, Cheng, F. (2009). Caste Studies in Food Policy for Developing Countries III. Cornell University Press.	Japan – Import ban on Chinese frozen spinach
	Import ban on processed goods	Processed goods of a specific value chain are subject to import bans, either for quality control or to support higher value added activities in the domestic economy.												
	Export quota for natural resource export	Governments impose export quotas on natural resources to prevent resource depletion. Export quotas stipulate a maximum export quantity, which has to be allocated among exporters.												
	Export quota for export of basic consumer goods	Export quotas on basic consumer goods or target goods aim to stabilize domestic supply of a good. Export quotas stipulate a maximum export quantity, which has to be allocated among exporters.											UNFCCC. (2005). Climate change – small island developing states.	Ukraine – Wheat quota
	Requirement Local hire requirement	Local hire clauses require firms to meet specified employment targets to avoid penalties or to gain additional incentives.											Morris, M. et al. (2012). One thing leads to another – promoting industrialisation by making the most of the commodity boom in Sub-Saharan Africa.	
	Requirement Minimum export price	Governments set minimum export prices to stabilize domestic supply of a target good.											Sharma, R. (2011). Food export restrictions: review of the 2007–2010 experience and considerations for disciplining restrictive measures. FAO Commodity and Trade Policy Research Working Paper 32.	India – Minimum export price on onion exports
	Requirement Foreign ownership restrictions	Governments place restrictions on the ownership structures of firms, often limiting the percentage of foreign ownership in domestically operating businesses. Governments may act as a co-owner.											Raw Materials Group. (2011). Overview of State Ownership in the Global Minerals Industry – Long Term Trends and Future. World Bank Extractive Industries for Development Series, 20.	
	Requirement Local content requirement	A percentage of the total value of produced goods has to consist of domestically produced content.											Wade, R. (1990). Governing the Market – Economic Theory and the Role of Government in East Asian Industrialization. Princeton: Princeton University Press.	
	Requirement to establish joint ventures	Foreign firms are required to establish a joint venture with a domestic participant to be able to enter a market.											UNCTAD. (2001). World Investment Report 2001 – Promoting Linkages. Khan, M. (2013). Technology Policies and Learning with Imperfect Governance. In: Stiglitz, J. And Lin, J. (eds). The Industrial Policy Revolution I – The Role of Government beyond Ideology. Basingstoke: Palgrave Macmillan.	India – Suzuki Joint Venture Agreement

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	Requirement to disclose environmental performance	Firms are required to disclose environmental performance data, for example in sustainability reports.											UNIDO. (2011). UNIDO Green Industry – Policies for Supporting Green Industry.	
	Requirement Domestic sales requirement	A percentage of output produced must be sold domestically. Governments may impose domestic sales requirements to ensure provision of a certain good in the domestic market.											Devadoss, S. (2009). Domestic sale requirement, price supports, export quota, and inefficiencies. The Journal of International Trade & Economic Development: An International and Comparative Review, 18(2).	Indonesia – Domestic Sale Requirements on Crude Oil
	Requirement Target group quota in associations	Associations are subject to the regulation that a fixed percentage of their management or boards must be comprised of members of a target group, for example women. Quotas aim to increase the representation of traditionally underrepresented groups.												
	Requirement Price controls	Governments set either fixed prices or minimum and maximum price fluctuations of certain goods, to ensure that citizens have access to basic consumer goods at affordable prices, to increase sellers' planning and business capacity, or to reduce economic shocks.												
	Permit Natural resource extraction limit	Extraction limits determine the extent to which natural resources may be extracted in any given year. One reason for limits may be to prevent depletion, for example deforestation.											Barney, K. (2005). Customs, Concessionaires and Conflict: Tracking Cambodia's Forestry Commodity Chains and Export Links to China. Forest Trends.	Cambodia – Legal Annual Allowable Cut
	Permit Disposal restriction	Certain substances or products are banned or restricted from being disposed at regular waste disposal sites, for example hazardous substances. Disposal restrictions aim to prevent pollution and damage to the environment, and may reduce use of harmful substances by making disposal more expensive.											UNIDO. (2011). UNIDO Green Industry – Policies for Supporting Green Industry.	
	Permit Emission permits	Firms must obtain permits for resource use or emission of pollutants according to a government-designated cap. Tradeable permits exist when firms above the designated limit can purchase permits from other firms.											GTZ. (2006). Policy Instruments for Resource Efficiency – Towards Sustainable Consumption and Production. Eschborn: GTZ.	
	Permit Conditional extraction permits	Governments issue permits for the extraction of natural resources. Governments may stop issuing permits for a period of time or tie approval to specific conditions, often in an attempt to control foreign ownership over natural resources. Extraction permits may also be tied to re-investment conditions in other sectors of the economy.											UNCTAD. (2006). World Investment Report 2006 – FDI from Developing and Transition Economies: Implications for Development.	
	Labor legislation Minimum wage	Minimum wage is a part of active wage policy and can be an important strategy for boosting domestic demand. Minimum wage can be universal or cover target sectors. By applying minimum wage to sectors, workers which usually fall outside the scope of wage policy, for example informal workers, can be included in wage minimum regulation. Compliance is partially determined by access to information, awareness and enforcement.											Rani, U. Et al. (2013). Minimum wage coverage and compliance in developing countries. International Labour Review, 152(3–4). ILO. (2011). Global wage trends and wage policy developments in selected countries. Geneva: ILO. Heng, T. (2015). Singapore's Economic Development in the Light of Modern Development Concepts. In: Yülek, M. (ed). Economic Planning and Industrial Policy in the Globalizing Economy – Concepts, Experience and Prospects. Springer.	Brazil – Minimum wage Costa Rica – Minimum wage

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	International agreement Tariff harmonisation	Governments agree to harmonise their tariff structure across borders to facilitate trade and encourage market integration.											World Bank. (2006). Uganda – Diagnostic Trade Integration Study. Washington DC: World Bank.	EAC – EAC Common External Tariff
	International agreement on the acceptance of product and production standards	Countries enter bilateral or regional agreements to identify adequate labeling and certification standards, and to acknowledge labels/certificates granted by standardization institutes of other countries.												EAC – Regional certification standards
	International agreement Preferential market access for specific trade partners	A country grants preferential market access to exporters of another country, such as zero tariff access in selected sectors.											UNCTAD. (2001). World Investment Report 2001 – Promoting Linkages.	Africa Growth and Opportunity Act
	Liability legislation Environmental liability legislation	Firms are designated as responsible entities in case of environmental damage or pollution. Governments may adopt environmental liability legislation to compensate third parties and encourage green innovation by making pollution or resource-inefficient technology more costly. Damage has to be quantifiable to enforce liability payments.											GTZ. (2006). Policy Instruments for Resource Efficiency – Towards Sustainable Consumption and Production. Eschborn: GTZ.	
	Legislation procedure Inclusion and participation of stakeholders in legislation procedure	Inclusionary legislation processes collect input from a wide range of groups in society, in particular those directly affected by proposed policies. Inclusionary policy-formulation processes may require the prior formation of associations and representative groups for women workers, informal workers, and regional associations.											Chen, M. At al. (2004). Mainstreaming Informal Employment and Gender in Poverty Reduction – A Handbook for Policymakers and Other Stakeholders. London: Commonwealth Secretariat.	
Ownership	Cluster development around production of target goods	Industrial clusters are agglomerations of firms operating in the same industry or the same value chain. Proximity reduces transport and time costs, promotes use of shared facilities and allows for easy handling of administrative procedures.											World Bank. (2012). Getting to Green – A Sourcebook of Pollution Management Policy Tools for Growth and Competitiveness. Washington: World Bank.	Tanzania – Morogoro Engineering Cluster
	Cluster development for SME	SME clusters are agglomerations of small and medium sized firms, drawing on shared facilities, service points, recruitment pools and supply chains. One aim of SME clusters is to facilitate exports by cutting down transport and time cost and exploiting the economies of scale in processing and shipment activities. SME clusters often consist of firms operating in the same or related sectors, for examples as suppliers and producers.											World Bank. (2010). Innovation Policy – A Guide for Developing Countries. Vienna: World Bank.	
	Cluster development of eco-industrial parks	Eco-industrial parks are groups of businesses located on common property collaborating in seeking environmental and resource upgrading in order to enhance environmental, social or economic performance.											Lowe, E. (1997). Eco-industrial Parks: a handbook. Asian Development Bank.	
	Production corridor for agricultural products	Agricultural corridors focus on linking agricultural and agrobusiness firms with transport, energy and communications infrastructure. Agricultural corridors are created to respond to the increasingly global scale of the agricultural value chain and the growing capital intensity and technologization of agricultural processes.											Galvez Nogales, E. (2014). Making economic corridors work for the agricultural sector. Food and Agriculture Organization of the United Nations, Agribusiness and Food Industries Series, 4.	Mozambique – Beira Agricultural Growth Corridor
	Production corridor for natural resource processing activities	Production corridors link production, processing and trade hubs via transport and infrastructure links. Resource corridors aim to encourage competitive processing domestically, by drawing on economies of scale, competitive transport prices and facilitation of linkages.											Perkins, D. And Robbins, G. (2011). The contribution of local enterprise development of infrastructure for commodity extraction projects: Tanzania's central corridor and Mozambique's Zambezi valley. Making the Most of Commodities Programme, Discussion Paper 9.	

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	Special Economic Zone for the agribusiness sector	SEZs geared towards agricultural and agrobusiness production processes, including agro-processing facilities, storage facilities, distribution centres, manufacturing or leasing services for agrobusiness machinery, packaging services, R&D facilities, quality control facilities												
	Special Economic Zone across borders	Cross-border SEZs focus on facilitating and simplifying cross-border trade, for example via harmonized and fast-track transport and permit regulation, immigration and travel requirements, and business networking promotion..											UNESCAP. (2012). Efficient Cross-Border Transport Models.	Vietnam/LAO PDR – Lao Bao Special Economic Commercial Zone
	Special Economic Zone Free enterprise	Individual enterprises operating under different administrative or legal regimes without being located geographically within a special economic zone											Foreign Investment Advisory Service. (2008). Special Economic Zones – Performance, Lessons Learned, and Implications for Zone Development. Washington: World Bank Group.	Ghana – Free Zone Enterprise
	Special Economic Zone Freeport	Freeports are large zones, typically city-states but also designated zones within countries, that serve multiple purposes, including serving domestic and global markets. Incentives are usually broader and activities more wide-ranging, for example tourism, residence and retail.											Foreign Investment Advisory Service. (2008). Special Economic Zones – Performance, Lessons Learned, and Implications for Zone Development. Washington: World Bank Group.	
	Special Economic Zone Enterprise zone	Enterprise zones are rural or urban areas subject to specific incentives. Enterprise zones are usually formerly economically thriving areas that have experienced economic downturns. Placing these areas under a special incentive regime aims to revitalize them.											Foreign Investment Advisory Service. (2008). Special Economic Zones – Performance, Lessons Learned, and Implications for Zone Development. Washington: World Bank Group.	
	Special Economic Zone Free trade zone	Free trade zones are demarcated duty-free areas with trade facilities, including warehousing and storage.											Foreign Investment Advisory Service. (2008). Special Economic Zones – Performance, Lessons Learned, and Implications for Zone Development. Washington: World Bank Group.	
	Special Economic Zone Export Processing Zone	Export processing zones are demarcated zones geared towards exporting, with different legal and administrative regimes, including customs procedures, production, processing, duty-free imports, and more.											Foreign Investment Advisory Service. (2008). Special Economic Zones – Performance, Lessons Learned, and Implications for Zone Development. Washington: World Bank Group.	
	Infrastructure Waste management infrastructure	The provision of quality waste management infrastructure and services reduces negative effects of pollution on nearby communities. In industrial clusters, industry- or substance-specific waste disposal facilities may be necessary, such as incinerators.											UNIDO. (1997). Industrial Estates – Principles and Practices.	
	Infrastructure Power plant	Unreliable energy provision, for example disrupted by power outages and fluctuating voltages, reduces the productivity of firms and their investment readiness. Investments in energy infrastructure, such as through the construction of additional plants or additional capacity at existing plants, aims to prevent productivity losses through unreliable energy supply. Public investments in energy infrastructure also often has long-term aims, such as accounting for production growth and future energy needs by industrial sectors.											DFID. (2002). Making Connections – Infrastructure for Poverty Reduction. London: DFID. Willoughby, C. (2002). Infrastructure and Pro-Poor Growth: Implications of recent research. London: DFID.	

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	Infrastructure Water supply and treatment facilities	Unreliable water supply and water shortage affect can impact the productivity of firms as well as their willingness to invest. Provision of water storage and water supply systems aim to reduce shocks, for example through rainfall variability, and encourage investment. Water management systems, including water treatment and water recycling, also play a role in reducing water pollution and the associated effects on health and ecosystems.											World Bank. (2004). Water Resources Sector Strategy – Strategic Directions for World Bank Engagement. Washington: World Bank.	
	Infrastructure Communication and IT infrastructure	Business rely on communication and IT services in their daily operations. Governments invest in services, both reach and quality, to reduce costs and productivity losses caused by unreliable communication infrastructure. Connection to communication service networks also plays a role in connecting rural or remote areas to economic hubs and to facilitate business operations at the rural level.											Willoughby, C. (2002). Infrastructure and Pro-Poor Growth: Implications of recent research. London: DFID.	
	Infrastructure Road construction and maintenance	Poor quality transport networks have a broad negative effect on economic growth. Poor road condition raises the cost of transportation and reduces productivity, and it also plays a role in the exclusion of rural or remote areas from centres of economic activity. Public investments in roads may focus on new connections, such as incorporating remote regions into the national transport network, the maintenance of existing roads, and the upgrading of roads, in particular the upgrading of dirt roads to bitumen roads.											Willoughby, C. (2002). Infrastructure and Pro-Poor Growth: Implications of recent research. London: DFID. World Economic Forum et al. (2013). African Competitiveness Report 2013. Geneva: World Economic Forum.	Bangladesh – Bangladesh Rural Transport Improvement Project
	Infrastructure Workers' housing	Firms have access to housing for workers in the vicinity of their production sites, for example in industrial parks or special economic zones.											UNIDO. (1997). Industrial Estates – Principles and Practices.	
	Infrastructure Transport terminals	Transport terminals or dry ports are located inland with direct connections to other important transport hubs, such as seaports. Dry ports are configured like seaports, including storage facilities, handling bays and trade administration offices. Dry ports aim to connect inland firms to global markets and are particularly relevant in land-locked countries.											Naudé, W. And Matthee, M. (2007). The Significance of Transport Costs in Africa. United Nations University Policy Brief, 5.	
	Infrastructure Storage facilities	Storage facilities increase inventory capacity, short-term flexibility to respond to demand changes, and reduce losses in particular in perishable good sectors. In food production, it can also contribute to agricultural productivity and availability of basic food commodities.											World Bank. (2011). Missing Food: The Case of Postharvest Grain Losses in Sub-Saharan Africa.	
	Infrastructure Seaport	Construction of seaports aims to connect countries to global markets. Expansion and upgrading of sea ports reduces port congestion, waiting times and therefore increases productivity and economic activity.											World Economic Forum et al. (2013). African Competitiveness Report 2013. Geneva: World Economic Forum.	
	Infrastructure Cargo system improvements	Container transport is used as a preferred method of transporting goods instead of break bulk. Containerized transportation shortens handling times and reduces damages.											UNCTAD (2003). Efficient Transport and Trade Facilitation to Improve Participation by Developing Countries in International Trade. Geneva: UNCTAD.	
	Infrastructure Factory shell	The public sector provides factory buildings which firms can rent/purchase and use for manufacturing or production purposes.											Weiss, E. (2015). Taxonomy of Industrial Policy. UNIDO. (1997). Industrial Estates – Principles and Practices. Botswana Investor & Trade Centre. (2014). Botswana Investors' Handbook.	Botswana – Factory space allocation under Botswana Investment & Trade Centre

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	Infrastructure Micro power plant	Micro plants produce energy on a limited scale for communities, through the use of hydropower, solar power or wind energy. By constructing micro plants, remote or rural areas that are not expected to be connected to the national power grid in the near future receive energy supply that can increase economic activity.											IEA. (2008). Renewable Energy Services for Developing Countries – in support of the Millennium Development Goals: recommended practice & key lessons.	Afghanistan – Micro-hydro plants under NABDP
	Infrastructure Forecasting systems	Some countries are particularly susceptible to droughts and floods. These threats are exacerbated by climate change-related shifts in weather patterns. Forecasting systems help protect human settlements and raise resilience of local infrastructure.											UNFCCC. (2005). Climate change – small island developing states.	
	Infrastructure Coast management	Coastal zones are exposed to climate change-related risks. Infrastructure and management of coastal zones aims to forecast threats and make coastal zones more resilient.											UNFCCC. (2005). Climate change – small island developing states.	
	Infrastructure Sustainable water supply	A reliable water supply is a key factor in production. Changes in climate can lead to a shortage of water resources. Planning and implementing sustainable water supply infrastructure aims to maintain availability for commercial and household purposes.											UNFCCC. (2005). Climate change – small island developing states.	
	Infrastructure Airport	An operational, high capacity airport is means to connect domestic production to the global market, in particular in landlocked countries. Governments may also invest in airport facilities to promote a city as a regional hub and to attract foreign investment.											Morris, M. et al. (2012). One thing leads to another – promoting industrialisation by making the most of the commodity boom in Sub-Saharan Africa. World Economic Forum et al. (2013). African Competitiveness Report 2013. Geneva: World Economic Forum.	
	Public procurement of green goods and services	Public sector contracts are awarded based on environmental performance evaluations, in order to stimulate demand for green goods and services and according with national sustainability strategies.											UNIDO. (2011). UNIDO Green Industry – Policies for Supporting Green Industry.	
	Public procurement using high labour standard requirements	Governments adopt international labour standards as a criterion in tenders or in public works programmes. Public agencies often adopt labour standards to signal and encourage their use in private firms or to ensure high productivity levels in public procurement activities. City- or region-specific living wages are one example of public bodies including minimum wage levels in their contracts.											ILO. (1998). Employment-intensive infrastructure programmes: labour policies and practices. Neumark, D. (2009). Alternative Labor Market Policies to increase Economic Self-Sufficiency: Mandating Higher Wages, Subsidizing Employment, and Increasing Productivity. National Bureau of Economic Research, Working Paper Series, 14807.	
	Public procurement with a preference for innovative firms and processes	Public sector contracts are preferentially awarded to innovative firms or for innovative products.											Yülek, M. And Taylor, T.K. (2012). Designing Public Procurement Policy in Developing Countries. Springer.	
	Public procurement with domestic linkage requirement	Public sector contracts require foreign firms to establish linkages with domestic firms to qualify for tenders.											Weiss, E. (2015). Taxonomy of Industrial Policy. Arthur, P. (2012). Rethinking Development in Africa through Small and Medium-Scale Enterprises. In: Hanson et al. (eds). Rethinking Development Challenges for Public Policy – Insights from Contemporary Africa. Basingstoke: Palgrave Macmillan.	South Africa & Mozambique – N4 highway construction

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	Public procurement using inclusive tendering procedures	Tenders are simplified and made easily accessible in order to include SMEs as potential contractors.											Arthur, P. (2012). Rethinking Development in Africa through Small and Medium-Scale Enterprises. In: Hanson et al. (eds). Rethinking Development Challenges for Public Policy – Insights from Contemporary Africa. Basingstoke: Palgrave Macmillan.	
	Public procurement with domestic firm preference	To qualify for public sector contracts, firm must use a minimum percentage of domestically produced or sourced content for services or products. Alternatively, tenders are only awarded to foreign contractors if there is no local candidate.											Yülek, M. And Taylor, T.K. (2012). Designing Public Procurement Policy in Developing Countries. Springer. Arthur, P. (2012). Rethinking Development in Africa through Small and Medium-Scale Enterprises. In: Hanson et al. (eds). Rethinking Development Challenges for Public Policy – Insights from Contemporary Africa. Basingstoke: Palgrave Macmillan.	Ghana – Public Procurement Law
	Public procurement open to informal firm tenders	Governments allows informal firms to qualify for public tenders.											Warwick, K. (2013). Beyond Industrial Policy: Emerging Issues and New Trends. OECD Science, Technology and Industry Policy Papers, 2.	
	Public procurement Catalytic procurement	The governments procures services or goods to create early market support and strengthen demand.											Warwick, K. (2013). Beyond Industrial Policy: Emerging Issues and New Trends. OECD Science, Technology and Industry Policy Papers, 2.	
	Public procurement of R&D	Governments issue contracts for research and development to advance innovation.											Warwick, K. (2013). Beyond Industrial Policy: Emerging Issues and New Trends. OECD Science, Technology and Industry Policy Papers, 2. World Bank. (2010). Innovation Policy – A Guide for Developing Countries. Vienna: World Bank.	
	Public procurement Public works program	Public works programs are temporary public investment programme engaging laborers in efficiency-enhancing projects, e.g. road works, while creating labor, injecting money into the local economy, and raising demand.											UNCTAD. (2015). Trade and Poverty Alleviation in Africa: The Role of Inclusive Structural Transformation. Trade and Poverty Paper Series, 2. World Bank (2006). Angola: Diagnostic Trade Integration Study. Washington: World Bank.	Bangladesh – The Bangladesh Rural Transport Improvement Project
	Public procurement Work guarantee	Low-income households are guaranteed employment at a fixed wage rate to stimulate investment, planning and income. If work is not available, governments cover wage shortfalls in the form of unemployment benefits.											UNCTAD. (2015). Trade and Poverty Alleviation in Africa: The Role of Inclusive Structural Transformation. Trade and Poverty Paper Series, 2.	India – Mahatma Gandhi National Rural Employment Guarantee Scheme

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	Public procurement Feed-in tariff	A feed-in tariff is a policy that requires utility companies to purchase electricity from renewable energy producers at predetermined rates for a set period of time, either financed through a surcharge on utility bills or through government sources											Center for Clean Air Policy. (2012). Accelerating Renewable Energy Deployment with Feed-in Tariffs – Germany & Thailand. [PDF] Asian Development Bank. (2011). Asia Solar Energy Initiative [PDF]	Thailand – Feed-in tariff
	Public investment in target sector firms	Governments invest in firms which aim to operate as future suppliers for target industries.											Carrillo, J. (2002). Foreign Direct Investment and Local Linkages: Experiences and the Role of Policies – the Case of the Mexican Television Industry in Tijuana. Research in the Sociology of Work, 13. UNCTAD. (2001). World Investment Report 2001 – Promoting Local Linkages.	Mexico – Fondo Tijuana
	Public investment in green energy producers	Governments invest in domestic green energy producers to ensure energy availability and reduce pollution.											World Bank. (2010). Innovation Policy – A Guide for Developing Countries. Vienna: World Bank.	
	Public investment for debt-for-equity purposes	Public agencies receive equity positions in company in exchange for cancelling a debt that the firms owes. This allows firms to bridge financing problems and continue operating.											Melo, A. (2001). Industrial Policy in Latin America and the Caribbean at the Turn of the Century. Inter-American Development Bank, Working Paper 459.	
	Public investment in public sector suppliers	The government invests in domestic start-ups aiming at future public sector needs and with the potential to become public sector suppliers.											World Bank. (2010). Innovation Policy – A Guide for Developing Countries. Vienna: World Bank.	
	Public investment in technology start-ups	Governments invest in domestic technology start-ups with high up-front capital costs, to increase value addition in the economy.											World Bank. (2010). Innovation Policy – A Guide for Developing Countries. Vienna: World Bank.	
	Public service Sale and lease back service	Sale and lease back services are capital-leveraging scheme. Asset-rich but cash-poor firms sell assets and equipment to the government or bank on a preferential lease-back scheme to improve liquidity.												Mauritius – Sale and Lease Back of Property under MTSP/ERCP/RWG
	Public service Security services	In clusters or industrial agglomerations, public agencies offer security services, including physical security infrastructure such as fences and the employment of security guards.											UNIDO. (1997). Industrial Estates – Principles and Practices.	
	Public service Equipment leasing service	Private or public agencies can purchase widely used machinery and provide it to firms on a leasing contract. Leasing services are most profitable in the vicinity of industrial agglomerations, for example industrial parks.											UNIDO. (1997). Industrial Estates – Principles and Practices.	Japan – Leasing service for computers and machinery
	Public agency MSTQ institute	Metrology, Standardization, Testing and Quality Institutes offer a range of services from certification according to international or national standards, quality control, inspections and topic-specific tests of firm equipment, procedures or products. MSTQ institutes offer guidance on standards and certification procedures. Standardization is important in particular for firms which plan to expand their exporting business.											World Bank. (2010). Innovation Policy – A Guide for Developing Countries. Vienna: World Bank.	

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	Public agency Development bank	Development Banks are instruments of strategic economic development, often used to finance infrastructure construction and emerging industries. They provide long-term loans, loan guarantees and financial services to low-income household and SMEs; and generally serve as instruments of sustainability and development where capital markets are incomplete or underdeveloped.											Ferraz, J.C. et al. (2013). Financing Development: The Case of BNDES. In: Stiglitz, J. And Yifu, J. (eds). The Industrial Policy Revolution I – The Role of Government Beyond Ideology. New York: Palgrave Macmillan.	Brazil – BNDES
	Public agency State-owned enterprise	Governments act as producers when they use state-owned enterprises to promote development goals, for example as players in targeted growth sectors. In state-owned enterprises, governments engage directly with the market via autonomous public corporations, nationalizing of firms, or service provision. Government-owned firms influence market structure, employment levels and product supply.											Sternberg, E. (1987). A Practitioner's Classification of Economic Development Policy Instruments, with some Inspiration from Political Economy. Economic Development Quarterly, 1(2). UNIDO. (2013). Industrial Development Report 2013 – Sustaining Employment Growth: The Role of Manufacturing and Structural Change.	
	Public agency Research institute	Research institutes undertake R&D activities, often focused on location specific or country specific challenges, and aim to disseminate findings and developments to the public or the private sector.											Lee, K. (2013). Capability Failure and Industrial Policy to move beyond the Middle-Income Trap: from trade-based to technology-based specialization. In: Stiglitz, J. And Yifu, J. (eds). The Industrial Policy Revolution I – The Role of Government Beyond Ideology. New York: Palgrave Macmillan.	
	Public agency Investment agency	Investment agencies regulate the promotion, marketing and facilitation of investment processes. Some investment agencies specialize in either pre-approval services or post-approval services, while others cover a wider spectrum. Investment agencies often aim to be a point-of-call for potential investors, in particular foreign investors, and to facilitate investment visits and the handling of administrative procedures.											Wells, L. And Wint, A. (1991). Facilitating Foreign Investment – Government Institutions to screen, monitor, and service Investment from abroad. Foreign Investment Advisory Service, Occasional Paper 2.	Uganda – Uganda Development Corporation
	Public agency Technical / vocational school	Technical and vocational schools provide specialized training in technical subjects, most often in the post-secondary education phase. Technical and vocational schools may be linked with industry sectors and respond to industry demand with curriculum changes.											UNIDO. (2013). Industrial Development Report 2013 – Sustaining Employment Growth: The Role of Manufacturing and Structural Change.	
	International agreement Regional electricity market	A regional electricity market is formed when countries connect their electricity supplies and markets. For surplus producing countries, regional integration is a source of revenue, whereas countries with intermittent energy supply benefit from increased productivity.											World Economic Forum et al. (2013). African Competitiveness Report 2013. Geneva: World Economic Forum.	Afghanistan – CASA 1000 East Africa – Eastern Africa Power Integration Program
	International agreement Countertrade agreement	Countertrade agreements are reciprocal transactions between foreign and domestic sellers and purchasers. Agreements may require foreign sellers to purchase goods or services from domestic sellers (counterpurchase), the exchange of goods (barter), the acceptance of a firm's products or profits in exchange for investment in the same firm (buyback), as well as the transfer of economic benefits beyond cash, for example technology, as payment for goods (offset).											Yülek, M. And Taylor, T.K. (2012). Designing Public Procurement Policy in Developing Countries. Springer.	

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	International agreement Trade deal	Trade deals are bilateral agreements for reciprocal tariff reductions on certain goods. Trade agreements create larger markets and economies of scale.											Khan, M. (2013). Technology Policies and Learning with Imperfect Governance. In: Stiglitz, J. And Lin, J. (eds). The Industrial Policy Revolution I – The Role of Government beyond Ideology. Basingstoke: Palgrave Macmillan. Chauffour, J. And Maur, J. (2011). Preferential Trade Agreement – Policies for Development: A Handbook. Washington: World Bank.	Afghanistan – Trade deal for Bamyán potatoes African Growth and Opportunity Act Multi-Fibre Agreement
	Public system Unemployment benefits and schemes	Unemployment benefits reduce the effects of income loss on individuals. Benefits target income base, employability, temporary employment, insurance or propensity to save, to ensure a social protection net in the event of job loss.											Vodopivec, M. And Ranju, D. (2002). Income Support Systems for the Unemployed: Issues and Options. World Bank Social Protection Discussion Paper Series, 0214. Acevedo, G. Et al. (2006). Unemployment Insurance in Chile: A New Model of Income Support for Unemployed Workers. World Bank Social Protection Discussion Paper, 0612.	Chile – Unemployment Insurance
	Public system Pension system	Pension systems provide cash transfers to individuals from retirement or a specified age, with the intention to reduce and prevent old age poverty. Social pensions are often part of a response to extended life expectancy and demographic changes.											Holzmann, R. Et al. (2009). Closing the Coverage Gap – The Role of Social Pensions and other Retirement Income Transfers. Washington: World Bank. Asher, M. (2009). Social Pensions in Four Middle-Income Countries. In: Holzmann, R. Et al. (eds). Closing the Coverage Gap – The Role of Social Pensions and other Retirement Income Transfers. Washington: World Bank.	Chile – Pension system South Africa – Pension system