

Summary of recommendations

- ❖ **The DOC in consultation with the MEA may conduct in-depth review of the functioning and restructuring of the commercial wings taking into account the recommendations of the ERC.**
- ❖ **The DOC should determine norms/criteria for human resource in the Post countries like focus market, volume of trade, potential for trade, emerging risks etc. and approve the strength and qualification of the personnel in the commercial wings consistent with the objectives/functions.**
- ❖ **The DOC may make it incumbent upon CRs to comply with the instructions of the Manual of Instructions for Commercial Representative Abroad and other instructions in relation to the preparation and submission of annual action plan, submission of commercial reports, conducting of market research/survey, settlement of trade disputes, dealing with the trade and investment delegations visiting post countries and trade fairs/exhibitions etc. organised in the post countries.**
- ❖ **The DOC may develop appropriate norms/indicators for evaluation of the contribution of CRs abroad.**
- ❖ **The DOC and the MEA should ensure regular submission of the prescribed reports and returns and advise the CRs to improve their performance, where necessary.**