

Armenia-Turkey Economic Relations: New Stage?

Desk Study and Primary Data Collection

Terms of Reference

April 16, 2019

Eurasia Partnership Foundation (EPF) is looking for a researcher or a group of researchers (hereinafter, Consultant) to conduct an *Action Research* (desk study and primary data collection) in Armenia to identify the economic and trade cooperation potential and opportunities between Armenia and Turkey.

1. Background

EPF with support of the UK Government's Conflict, Stability and Security Fund (CSSF) and in collaboration with Armenia- and Turkey-based partners implements a project entitled "Armenia-Turkey Economic Relations: New Stage?" The project will examine the scale of economic cooperation between Armenia and Turkey through *Action Research*, and suggest ways forward through *Policy Recommendations*. The project will: (1) evaluate the current stage of business turnover between Armenia and Turkey; (2) identify the most lucrative business areas, growth patterns, and future possibilities; and (3) consider issues that the two governments could address to support business relations as part of confidence-building measures. Project findings will also be used to promote dialogue and collaboration between small- and medium-size, and women-led businesses.

The project consists of:

1. *Desk study* of the secondary data on economic relations between the two countries and a review of the previously produced research papers;
2. *Primary data collection* on business opinion leaders' attitudes and perceptions regarding actual and potential Armenia-Turkey economic cooperation (in-depth interviews and focus groups);
3. *Production of policy recommendations* for government stakeholders and businesses to facilitate economic relations between the two countries.
4. *Awareness campaign* for Armenia- and Turkey-based stakeholders and wider public.

2. Objectives of the Action Research

- The Action Research (Desk study and Primary data collection) must study the economic opportunities for Turkey and Armenia in view of the new developments in regional economic integration, in particular related to economic corridors crisscrossing the region, e.g. Trans-Caspian Corridor and China's "One Road One Belt" initiative.
- The research must give an overview of expected benefits (poverty reduction, investment opportunities, job creation, etc.) and risks that can accompany the border opening.
- The research should assess the costs of maintaining the closed border and the existing negative repercussions on the economic and political development of eastern Turkey and Armenia.
- The research should elaborate on Armenia's alliance with Russia and the Eurasian Economic Union, and its effects on Armenia's economic relations with Turkey.
- The research should address the role of women entrepreneurs both in Armenia and Turkey, and suggest support mechanisms that women entrepreneurs may require in starting/developing joint business initiatives.
- The research should provide a snapshot of the latest trends in economic relations between the two countries, and the perspectives of business leaders and their understanding of business cooperation in the following sectors¹: (1) agriculture; (2) light industry, fashion and design; (3) IT and innovation; (4) tourism infrastructure and medical tourism.

3. Scope of Work

- The Consultant will need to closely collaborate with the Turkey-based Consultant in the entire course of the assignment;
- The assignment will include travel of the Consultant to Turkey;
- In close consultation with EPF, and in collaboration with the Turkey-based counterpart the Consultant will elaborate a methodology for the desk study, in-depth interviews and focus groups;
- The Consultant will start from the in-country and cross-country desk study to review the previously produced studies, and offer a new desk study of the secondary data on economic relations between the two countries.
- The Consultant will identify the lists of state officials, influential entrepreneurs, and independent experts who they will interview during the primary data collection stage. The Consultant will conduct 10-12 in-depth interviews in Armenia with selected respondents and gauge their expert knowledge on the issues; the interviews will assess levels of knowledge and interest in cooperation, perceived influence of politics, real life experiences, practical ideas and proposals for improved cooperation.
- The Consultant will conduct four focus group discussions (one focus group per sector) in Armenia. Focus groups will discuss possible joint business initiatives on one hand, and the emotional dispositions towards the 'other side', problems of trust, psychological insecurities on the other hand.

¹ EPF pre-selected these sectors based on its preliminary analysis of the available research and business-related initiatives over the last 10 years.

4. Deliverables

The Consultant will need to deliver a **report** that features the analysis of the results from desk study, in-depth interviews and focus groups. The report should contain at least the following sections: Executive Summary, Literature Review, Key Findings, and Policy Recommendations. The volume of the report should be around 15-20 pages (without Annexes). The language of the report should be Armenian or English (depending on the preference of the Consultant.)

5. Expected Qualifications

The Consultant may come as an *individual researcher* or a *group of researchers* or represent an *organisation*.

The Consultant shall have the following qualifications:

- Degree in economics, business & marketing, advanced degree is a plus;
- Minimum of 7 to 10 years professional experience;
- Substantive expertise in economics, business & marketing;
- Proven expertise in research and data collection;
- Proven experience in drafting reports, research studies;
- Understanding of research/consulting methodologies;
- Excellent drafting, writing and research skills in Armenian or English;
- Good ability to communicate complex technical material verbally and in writing;
- Ability to perform job responsibilities independently and in a well-organized manner, and exercising sound judgment;
- Experience in international work;
- Background knowledge of Armenia-Turkey economic and political relations is a plus.

6. Timeframe and Budget

The duration of the consultancy should not exceed six months starting on May 6, 2019.

The (net) cost of the consultancy is up to AMD 4,000,000.

7. Selection Criteria

EPF in consultation with the donor and the Armenia- and Turkey-based partners will select the winning candidate.

The selection criteria will include the following:

- Degree to which the application adheres to the terms listed above;
- Quality and the feasibility of the proposed methodology and work plan;
- Qualifications of the researcher or a group of researchers, including past experience in evaluation of similar initiatives;
- Ability to adhere to the time constraints of the proposed action plan.

8. How to Apply:

To apply, please send your **Resume** and a **Letter of Interest** to the following email addresses: vkarapetyan@epfound.am, atovmasyan@epfound.am. Please make sure to indicate *Armenia-Turkey Economic Opportunities* in the subject field.

The Letter of Interest should a) describe your experience relevant to the current ToR, and b) provide a brief summary (no more than 2 pages) of the research methodology and action plan.

- Deadline for application is April 29, 2019
- Selection of the Consultant - by May 3, 2019

END.