



Faculty of Legal Sciences

School of International Studies

**IMPACT ASSESSMENT OF THE MULTIPARTY
AGREEMENT ON COCOA EXPORTS
BEANS, WHOLE OR BROKEN, RAW OR
ROASTED BETWEEN ECUADOR AND THE
EUROPEAN UNION. AN ANALYSIS OF THE
PERIOD 2010 - 2023**

Project prior to obtaining a Bachelor's Degree in
International Studies

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Since I was a child, my mother told me that intelligence
is the best value a woman can aspire to, and together
with my grandfather, "Nacho," they taught me how
important studying is as a powerful key.

I always knew this work would be a tribute to my
parents, but today, more than ever, my heart offers it to
you, mother, who sadly will be an absent witness when
my lips pronounce the end, but you will be in the echo
of every word I say.

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was a humble attempt to make you proud of me, and
today, when your presence will be absent, I hope this
work is worthy of your pride and immense love.

I love you ineffably, Ximena and Jorge, proudly my
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Impact Assessment of the Multipart Agreement on Product Exports: Cocoa Beans, Whole or Broken, Raw or Roasted between Ecuador and the European Union. An Analysis for the Period 2010–2023

Abstract

How decisive can a trade agreement be in shaping cocoa trade flows? This study set out to analyze whether the Multipart Trade Agreement signed between Ecuador and the European Union had a real effect on Ecuadorian cocoa exports, specifically those classified under subheading 1801.00 “Cocoa beans, whole or broken, raw or roasted,” during the period 2010–2023. Statistical tools such as the Chow Test and panel data econometric models were applied using a quantitative approach with an explanatory basis. The results were conclusive: a structural break was detected in 2017 when the agreement was enacted. Additionally, there was an average increase of 0.3062% in the volume exported and 0.2320% in the FOB value, confirming a positive impact on exports to the EU. Nevertheless, it is acknowledged that other factors, such as declining production in competing countries or international market conditions, have also played a role. Ultimately, the Multipart Agreement has represented a key opportunity for Ecuadorian cocoa, though its true scope must be evaluated within a broader and more dynamic context.

Keywords

- bilateral agreement, Ecuador, European Union, exports, foreign trade.

Evaluación de impacto del Acuerdo Multipartes en las exportaciones de la partida: cacao en grano, entero o partido, crudo o tostado entre ecuador y la unión europea. Un análisis del periodo 2010 – 2023

Resumen

¿Qué tan determinante puede ser un acuerdo comercial en los flujos comerciales del cacao? Este trabajo se propuso analizar si el Acuerdo Multipartes firmado entre Ecuador y la Unión Europea tuvo un efecto real sobre las exportaciones de cacao ecuatoriano, específicamente de la subpartida 1801.00 “Cacao en grano, entero o partido, crudo o tostado”, en el periodo 2010–2023. A través de un enfoque cuantitativo con base explicativa, se aplicaron herramientas estadísticas como la Prueba de Chow y modelos econométricos de datos de panel. Los resultados fueron concluyentes: se evidenció una ruptura estructural a partir de 2017, año en que entró en vigencia el acuerdo. Además, se registró un aumento promedio del 0,3062% en el volumen exportado y del 0,2320% en el valor FOB, lo que confirma un impacto positivo en las exportaciones hacia la UE. A pesar de ello, se reconoce que otros factores, como la caída de la producción en países competidores o la coyuntura internacional, también han influido. En definitiva, el Acuerdo Multipartes ha representado una oportunidad clave para el cacao ecuatoriano, aunque su verdadero alcance debe analizarse considerando un escenario más amplio y dinámico.

Palabras Clave:

- acuerdo bilateral, comercio exterior, Ecuador, exportaciones, Unión Europea.