

**ADVANCED TRADE NEGOTIATIONS SIMULATION SKILLS COURSE  
22-26 NOVEMBER 2019, BANGKOK (THAILAND)**

**PROGRAMME**

DATE	TIME	ACTIVITY	SPEAKERS/PRESENTERS
Thursday 21 November	17:00-18:00	<ul style="list-style-type: none"> <li>Preparatory meeting with Local officials and facilitators</li> </ul>	<ul style="list-style-type: none"> <li>WTO; Local TNS Facilitators</li> </ul>
Friday 22 November	08:30-08:50	<ul style="list-style-type: none"> <li>Introductory and Opening remarks</li> <li>Course objectives</li> </ul>	<ul style="list-style-type: none"> <li>Mr. Cherdtrak Virapat, Executive Director of ITD</li> <li>Dickson Yeboah, Counsellor and Head, Intensive Trade Negotiations Skills Course</li> <li>Local TNS Facilitators; Participants</li> </ul>
	08:50-09:20	Participants introduction and expectations	Local TNS Facilitators; Participants
	09:20-10:30	Approaches and strategies of trade negotiations [brief overview of the key principles and techniques of negotiations]	Dickson Yeboah
	10:30-10:45	Coffee break	all participants
	10:45-12:30	<ul style="list-style-type: none"> <li>Trade rounds [From GATT to Today]</li> <li>Trade in Services [From the Uruguay Round to Today, 21<sup>st</sup> century negotiations and scheduling of trade in services]</li> <li>MSMEs, E-Commerce</li> </ul>	Dickson Yeboah
	12:30-12:45	Discussions and Q & A	Participants
	12:45-14:00	Lunch break	all participants
	14:00-15:30	<ul style="list-style-type: none"> <li>Fisheries subsidies</li> <li>Explanation of the main technical concepts (formulas, modalities) that would be subject to negotiations under each sector – refer to negotiating Handbook</li> </ul>	Dickson Yeboah
	15:30-15:45	Coffee break	all participants
	15:45-17:30	Explanations continued	Dickson Yeboah Participants
	after dinner	Group work/discussions, if required	Participants WTO Local TNS Facilitators
Saturday 23 November	08:30-10:30	Preparation for Negotiations on Modalities: <ul style="list-style-type: none"> <li>Preparation of opening positions</li> <li>Problem identification</li> <li>Interest identification</li> <li>Inter-departmental and Political consultations;</li> <li>Formulation of negotiating positions and strategies</li> </ul>	<ul style="list-style-type: none"> <li>Participants WTO</li> <li>Local TNS Facilitators</li> </ul>
	10:30-10:45	Coffee break	all participants
	10:45-12:45	Preparation for Negotiations on Modalities —Cont.	Participants WTO Local TNS Facilitators
	12:45-14:00	Lunch break	all participants
	14:00-15:30	Preparations for Negotiations on Modalities — Cont.	Participants; WTO Local TNS Facilitators
	15:30-15:45	Coffee break	all participants
	15:45-17:30	Preparations for Negotiations on Modalities — terminate	Participants WTO Local TNS Facilitators
	after dinner	Group work/discussions, if required	Participants WTO Local TNS Facilitators

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Sunday 24 November	08:30-10:30	• Multilateral negotiations on modalities begin: <b>Agriculture</b> (plenary session)	•Participants •WTO •Local TNS Facilitators
	10:30-10:45	Coffee break	all participants
	10:45-12:45	• Multilateral negotiations on modalities: <b>NAMA</b> (plenary session)	•Participants •WTO •Local TNS Facilitators
	12:45-14:00	Lunch break	all participants
	14:00-15:30	• Multilateral negotiations on modalities: <b>NAMA, Services</b> (plenary session)	•Participants •WTO •Local TNS Facilitators
	15:30-15:45	Coffee break	all participants
	15:45-17:30	• Multilateral negotiations on modalities – terminate. <b>Presentation of Fisheries proposals</b> (plenary session)	•Participants •WTO •Local TNS Facilitators
	after dinner	Group work/discussions, if required	•Participants •WTO •Local TNS Facilitators
Monday 25 November	08:30-10:30	Bilateral Negotiation session <b>in all areas</b> (bilateral negotiations begin, tabling of opening positions, proposals, counter-proposals, offers)	•Participants •WTO •Local TNS Facilitators
	10:30-10:45	Coffee break	all participants
	10:45-11:45	•Bilateral Negotiation session – cont. (tabling of positions, counter-proposals, offers)	•Participants •WTO •Local TNS Facilitators
	11:45-12:45	• Bilateral Negotiation session – cont. (tabling of positions, counter-proposals, offers)	•Participants •WTO •Local TNS Facilitators
	12:45-14:00	Lunch break	all participants
	14:00-15:30	Bilateral Negotiation session – cont. (tabling of positions, counter-proposals, offers)	•Participants •WTO •Local TNS Facilitators
	15:30-15:45	Coffee break	all participants
	15:45-17:30	Bilateral Negotiation session – cont. (tabling of positions, counter-proposals, offers)	•Participants •WTO •Local TNS Facilitators
	after dinner	Group work/discussions, if required	•Participants •WTO •Local TNS Facilitators
Tuesday 26 November	08:30-10:30	Multilateral negotiations on SSM (plenary session)	•Participants •WTO •Local TNS Facilitators
	10:30-10:45	Coffee break	all participants
	10:45-12:45	Evaluation of overall results (plenary session)	•Participants •WTO •Local TNS Facilitators
	12:45-14:00	Lunch	all participants
	14:00-15:00	• Debriefing of the exercise (Plenary session) • Closing remarks	•Participants •Dickson Yeboah teA •Local TNS Facilitator •ITD/Host country representative

6 November 2019

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