



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

## **PROGRAMME**

DATE	Тіме	ACTIVITY	SPEAKERS/PRESENTERS
Thursday 21 November	17:00-18:00	•Preparatory meeting with Local officials and facilitators	■ WTO;    ■ Local TNS Facilitators
Friday 22 November	08:30-08:50	<ul> <li>Introductory and Opening remarks</li> <li>Course objectives</li> </ul>	<ul> <li>Mr. Cherdsak Virapat, Executive Director of ITD</li> <li>Dickson Yeboah, Counsellor and Head, Intensive Trade Negotiations Skills Course</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> <li>◆Trade rounds [From GATT to Today]</li> <li>◆Trade in Services [From the Uruguay Round to Today, 21st 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	●Fisheries subsidies  ●Explanation of the main technical concepts (formulas, modalities) that would be subject to negotiations under each sector – refer to negotiating Handbook	Dickson Yeboah
	15:30-15:45	Coffee break	all participants
	15:45-17:30	•Explanations continued	
	after dinner	Group work/discussions, if required	●Participants ●WTO ●Local TNS Facilitators
Saturday 23 November	08:30-10:30	Preparation for Negotiations on Modalities:  • Preparation of opening positions • Problem identification • Interest identification • Inter-departmental and Political consultations; • Formulation of negotiating positions and strategies	
	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	

Sunday   24 November   24 November   24 November   24 November   24 November   24 November   26 November   27 N	DATE	TIME	ACTIVITY	SPEAKERS/PRESENTERS
Degin: Agriculture (plenary session)   Facilitators				
10:45-12:45   • Multilateral negotiations on modalities: NAMA (plenary session)   12:45-14:00   Lunch break   14:00-15:30   • Multilateral negotiations on modalities: NAMA, Services (plenary session)   15:30-15:45   Coffee break   15:45-17:30   • Multilateral negotiations on modalities – terminate. Presentation of Fisheries proposals (plenary session)   Facilitators   • Participants • WTO • Local TNS Facilita		08:30-10:30		
NAMA (plenary session)   Facilitators		10:30-10-45		
12:45-14:00		10:45-12:45		
NAMA, Services (plenary session)   Facilitators		12:45-14:00		all participants
15:45-17:30   • Multilateral negotiations on modalities – terminate. Presentation of Fisheries proposals (plenary session)		14:00-15:30		
terminate. Presentation of Fisheries proposals (plenary session)  after dinner  Group work/discussions, if required  after dinner  Oscillators  Monday 25 November  Oscillators  Oscillators  Bilateral Negotiation session in all areas (bilateral negotiations begin, tabling of opening positions, proposals, counter-proposals, offers)  10:30-10:45  Coffee break  Oscillators  Oscillators  Oscillators  Oscillators  Participants Owto Oscoal TNS Facilitators  Participants  Oscillators  Participants  Oscillators  Participants Owto Oscoal TNS Facilitators  Participants  Oscillators  Oscillators  Oscillators  Oscillators  Oscillators  Ili-45-11:45  Oscillators  Oscillator		15:30-15:45		
Monday 25 November    Monday   25 November   08:30-10:30   Bilateral Negotiation session in all areas (bilateral negotiations begin, tabling of opening positions, proposals, counter-proposals, offers)   10:30-10:45   Coffee break   all participants ●WTO ●Local TNS     10:45-11:45   ● Bilateral Negotiation session − cont. (tabling of positions, counter-proposals, offers)   Participants ●WTO ●Local TNS     11:45-12:45   ● Bilateral Negotiation session − cont. (tabling of positions, counter-proposals, offers)   Participants ●WTO ●Local TNS     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     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     15:45-17:30   Bilateral Negotiation session − cont. (tabling of positions, counter-proposals, offers)   Participants ●WTO ●Local TNS     15:45-17:30   Bilateral Negotiation session − cont. (tabling of positions, counter-proposals, offers)   Participants ●WTO ●Local TNS     15:45-17:30   Bilateral Negotiation session − cont. (tabling of positions, counter-proposals, offers)   Participants ●WTO ●Local TNS     15:45-17:30   Bilateral Negotiation session − cont. (tabling of positions, counter-proposals, offers)   Participants ●WTO ●Local TNS     15:45-17:30   Participants ●WTO ●Local TNS     15:45-17:45		15:45-17:30	terminate. Presentation of Fisheries proposals	-
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10:45-12:45   Evaluation of overall results   • Participants • WTO • Local TNS Facilitators		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			(Plenary session)	

6 November 2019

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