

Intensive Training Course on **Commercial Diplomacy and International Trade Negotiations (Batch 2)**

Program

**20
June
2022**

- 08.30 – 09.00 hrs. **Registration**
- 09.00 – 09.35 hrs. **Welcoming Remarks:** Mr. Manu Sithiprasasana, Executive Director, ITD
Dr. Rupa Chanda, Director, TIID, United Nations ESCAP
Mr. Juan Manuel Fernandez Azpiroz, Chief of Section,
Institute for Training and Technical Cooperation, WTO
Mr. Duangarhit Nidhi-u-tai, Deputy Director-General,
Department of Trade Negotiations, Ministry of Commerce, Thailand
- 09.35 – 09.40 hrs. **Opening Remarks:** Dr. Darnp Sukontasap, Board member of ITD
- 09.40 – 10.30 hrs. **Introductory and course objectives**
Networking Session (Relations with public and regulatory body)
Dr. Rajan Sudesh Ratna, Deputy Head and Senior Economic Affairs Officer (a.i.)
United Nations ESCAP
Ms. Sirikan Prasertying, Director, Office of International Cooperation, ITD
- 10.45 – 12.00 hrs. **Module 1:** Introduction to international trade agreements
- Multilateral
- Plurilateral
- Preferential trade agreements (PTA, FTA, CECA etc.)
- 13.30 – 16.30 hrs. **Module 2:** - Approaches and strategies of international trade negotiations
- Overview of the key principles and techniques of trade negotiations
- Concepts and components of commercial diplomacy
- International economic and business trends
- Negotiating terms,
- BATNA
- Reservation value
- ZOPA TS
- Best practices and effectiveness of commercial diplomacy in the global economy

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- 09.00 – 12.00 hrs. **Module 3:** - Agreement on Trade-Related Aspects of Intellectual Property Rights: TRIPs
- 13.30 – 14.30 hrs. - ESCAP's Trade Intelligence and Negotiation Advisor, (TINA)
- 14.30 – 17.30 hrs. **Module 4:** - Overview of the WTO Agreements:
- General Agreement on Tariffs and Trade (GATT)
- General Agreement on Trade in Services: GATS
- MSMEs & E-Commerce in trade agreements

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- 09.00 – 10.30 hrs. **Module 5:** Lesson Learned: RCEP
- 10.45 – 12.00 hrs. **Module 6:** Lesson Learned: Trade and Climate Change
- 13.30 – 15.30 hrs. **Module 7:** Lesson Learned: FTAAP and Related Multilateral Trade Cooperation
- 15.45 – 16.30 hrs. **Module 8:** Lesson Learned: Trade and Labour

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- 09.00 – 12.00 hrs. **Module 9:** - Group work / Negotiation Exercise and Simulation
- 13.30 – 16.30 hrs. - Presentation and networking skills
- 18.00 – 20.00 hrs. **Dinner Reception**

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- 09.00 – 12.00 hrs. **Module 10:** Special Talk Lesson Learned: Experience
- Sharing Session: Lead Negotiator's Outlook
- 13.30 – 16.30 hrs. **Certification Ceremony Presenter:** H.E. Mr. Sinit Lertkrai, Deputy Minister of Commerce
Ministry of Commerce, Thailand

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