

Intensive Training Course on

Commercial Diplomacy and International Trade Negotiations

26-28

April 2023

(The 3-day training course)

**Jamjuree 1, M floor,
Pathumwan Princess Hotel,
Bangkok, Thailand**

Background



In the challenging times and unprecedented world of the COVID-19 pandemic. The COVID-19 situation has emerged amid the structural changes in the global economy, finances and society that are ongoing due to a number of factors and the new landscape of the world in different dimensions such as the role of data & technology and environmental in driving along with the adaptation guidelines of all sectors to move forward in the new world stably economic development. It can therefore be expected that the international trade, the diplomatic manners, trade, and investment sectors are the key elements to drive economic growth, business success, and new skills in a continuously changing new trade world.

International trade negotiations are complicated processes, involving dozens or more players who may each represent different interests. Businesses and their associations must learn how to influence such negotiations, nationally and internationally, in order to best position themselves to benefit from the evolving global trading environment. As many countries prepare for new world negotiations, the number of multilateral framework agreements, bilateral framework agreements, regional framework agreements, and free trade negotiation framework agreements has increased. As a result, a lot of commercial diplomats around the world are required to provide support and facilitation to international trade. Consequently, it is necessary to train a new generation of negotiators to assist in the country's and region's preparations to reopen the country in the post Covid-19. In addition, it is urgent and important to change the work plan to be proactive, emphasizing the proactive role of negotiators in policymaker-to-policymaker collaboration and how to introduce market penetration, as well as to learn the needs of entrepreneurs. On the other hand, it is also an opportunity to initiate dialogue on new important trade issues, to lay out best practices and new rules that countries have agreed upon in areas, including e-commerce, investment facilitation, domestic service requirements and strategies to support SMEs, the BCG (Bio-Circular-Green-Economy Model) to get the full benefits of trade, environmental, circular economy, Data & Technology, etc.



In this manner, the International Institute for Trade and Development – ITD (Public Organization) is a center of excellence for capacity building on trade and sustainable development in the Asia-Pacific region and the sub-region, according to the following. ITD also plays an important roles and duties in promoting trade and investment. Make a new generation of trade negotiators. ITD assists the business community in understanding the commercial implications of multilateral, regional and bilateral trade negotiations, and in empowering enterprises to articulate their interest and priorities to trade negotiators. ITD provides regular, up-to-date information on trade negotiations and publications explaining the rules of the international trading system.

ITD in cooperation with the Department of Trade Negotiations, Ministry of Commerce, Thailand, United Nations Economic and Social Commission for Asia and the Pacific (UNESCAP), and International Trade Centre (ITC) plan to organize an Intensive Training Course on “Commercial Diplomacy and International Trade Negotiations” for personnel in preparation to the current reality of global trade situation, which is vicious, fast, and increasingly unpredictable factors such as competitiveness, technological innovations, demographic changes, and the tide of globalization contributing to the market volatility. The goal of this training is to facilitate the learning and understanding of said conditions and surrounding trade policies and commercial diplomacy in order to further participant’s trade negotiation skills strengthen their capacities for international trade negotiations as well as share understanding and views between regulators and private sectors. Besides, the training course is expected to be one type of the platforms for international cooperation within the Asia-Pacific region by having Thailand’s support on the international cooperation of trade negotiation development to achieve sustainability in economic and social dimension.

Objectives:

participants will be able to



Engage in interactive discussions with fellow participants and resource persons on topics related to international economics, business trends, trade negotiations, and lessons learned from regulatory bodies.



Learn the best practices for developing advanced negotiation skills and knowledge in the areas of commercial diplomacy and international trade negotiations.



To gain a better understanding of the current state of international trade negotiations at both the bilateral and multilateral levels.



To build a network of international cooperation and trade negotiators in countries in the Asia-Pacific region comprising government officials and private sector representatives, counselors, and members of chambers in order to better understand the perspectives that can be used to prepare for and support international trade negotiations and enhance cooperation in the economic and social development of the globalization era.



To improve presentation and networking skills through group work and simulation exercises.

The scope of training and duration:

The 3-day training course consists of three modules as follows:

Module 1

- 1 Commercial diplomacy today: An overview of commercial diplomacy concepts and components of commercial diplomacy
- 2 International trade agreements, International economic and business trends, effectiveness of commercial diplomacy in the global economy

Module 2

- 1 Negotiating terms: Best practices in commercial diplomacy
- 2 New trade issues. Update of current situation. SMEs, MSMEs, e-commerce etc. in trade agreements
- 3 Negotiating comprehensive trade and use of ESCAP's trade intelligence and negotiation advisor (TINA)
- 4 Group work / Negotiation exercise.
- 5 Group presentation on negotiation.

Module 3

- 1 Lessons learned: New trade issues update on current situations such as climate change, sustainable finance, gender, the carbon border adjustment mechanism (CBAM), labor, etc.
- 2 Strategic foresight for lead negotiators.
- 3 Special talk: Lesson learned: Experience—Sharing Session: The lead negotiator's outlook

The training program is divided into ten sessions.

Session 1:

Commercial diplomacy today: An overview of commercial diplomacy concepts and components of commercial diplomacy

Session 2:

International trade agreements

Session 3:

Negotiating terms, Best practices in commercial diplomacy.

Session 4:

Lessons learned: New trade issues update on current situations such as climate change, Labor, Sustainable finance, Gender, etc.

Session 5:

Negotiating comprehensive trade and use of ESCAP's trade intelligence and negotiation advisor (TINA)

Session 6:

Lessons learned: New trade issues. Update of current situation. SMEs, MSMEs, e-commerce etc. in trade agreements

Session 7:

Group work / Negotiation exercise

Session 8:

Group presentation on negotiation.

Session 9:

Strategic foresight for lead negotiators

Session 10:

Special talk lesson learned: experience – Sharing Session: The lead negotiator's outlook

Special Networking Night Talk

“Insights on Leadership Challenges of Negotiations Strategy”



Participant Requirements:

Candidates must have a good command of the English language with experience in trade policy, trade law, or trade negotiations.

Participating countries:

All developing countries defined under the Asia-Pacific region grouping of ESCAP.

Target participants:

(25 max) Trade negotiators, trade diplomacy, commercial counsellor, commercial attaché, trade representative, commercial representative, chambers of commerce, consultant and/or senior both in public and private sectors who have direct experiences relating to international trade negotiations.

