



Tentative Agenda
Empowering Mongolia: Advanced Training in Free Trade Agreement
Strategies and Trade Negotiation Excellence
2 – 10 February 2026
At Berkeley hotel, Bangkok, Thailand

2 February 2026

- 08:00 – 09:00 hrs. Registration
Welcome remarks by TICA, (TBC)
Opening remarks by [Mr. Suphakit Chareonkul](#), Executive Director, ITD
[International Institute for Trade and Development](#)
- 09:00 – 10:00 hrs. **Overview of the Training Program, Course Objectives, and Networking Session.**
- Introduction of participants and institutions
- Expectations from the training program
- Experience sharing on trade and negotiation practices
- Networking with public and regulatory bodies
By [Mr. Wimon Punkong](#)
Deputy Executive Director (Academic) or

[Ms. Sirikan Prasertying](#),
Director, Office of International Cooperation
International Institute for Trade and Development (ITD)
- 10:00 – 12:00 hrs. **Session 1: Introduction to Free Trade Agreements (FTAs) / Introduction to Commercial Diplomacy and International Trade Negotiations.**
Introduction to the historical development and impact of Free Trade Agreements (FTAs).
Insights into their significance and application in fostering global trade and economic integration
- History and evolution of FTAs
- Types of FTAs and their significance
By [Mrs. Aumaporn Futrakul](#)
Deputy Director-General, Department of Trade Negotiations,
[Ministry of Commerce, Thailand](#)
- 12:00 – 13:00 hrs. Lunch Break
- 13:00 – 16:00 hrs. **Session 2: Legal Framework of FTAs.**
Comprehensive exploration of key legal frameworks governing FTAs, with practical exercises in drafting and compliance.
- Key legal provisions
- Modalities for negotiation
- Group exercise.
by [Assistant Professor Dr. Nitinant Wisaweisuan](#)
[Faculty of Economics, Thammasat University \(TBC\)](#)



3 February 2026

08:00 – 09:00 hrs.

Registration

09:00 – 12:00 hrs.

Session 3: Stakeholder Engagement: Thai Experience and Strategic Value

- Identifying stakeholders and consultation methods
- Strategic value of engagement in negotiations

by [Mr. Dhadchayrbhon Abhimontejbud](#)
Deputy Director-General, Department of Trade Negotiations,
Ministry of Commerce, Thailand

12:00 – 13:00 hrs.

Lunch Break

13:00 – 16:00 hrs.

Session 4: Transition to a Cleaner Future: Policy Implications for Developing Countries

- Explore trends in climate policy and the challenges faced by many countries.
- Understand climate change regulations, particularly in the context of ESG

by [Mr. Santi Abakas \(TBC\)](#)
CEO and Co-Founder of TASTEBUD LAB

4 February 2026

08:00 – 09:00 hrs.

Registration

09:00 – 12:00 hrs.

Session 5: Labor Rights and the Future of International Trade

- Explore the changing dynamics of labor issues in the context of Free Trade Agreements.
- Understand variations in labor policies among countries and key policy priorities regarding manpower.
- Learn about recent international standards related to labor issues
- preparing policymakers and business entities to navigate this challenging landscape.

by [Dr. Ukrisds Musicpunth](#), Faculty of Law
University of the Thai Chamber of Commerce

12:00 – 13:00 hrs.

Lunch Break

13:00 – 14.30 hrs.

Session 6: Legal Perspective Insight: FTAs, IP Regimes, and Implications for the Next Generation of Negotiators

- Discussion of recent issues in FTA frameworks
- Negotiation perspectives regarding trade disputes and enforcement mechanisms
- IP protection in foreign markets and case studies. Presentation of best practices is a plus.

by [Ms. Pawarisa Suwannachote](#)
Lawyer, ZICOLaw (Thailand) Limited.

14:30 – 16.00 hrs.

Session 7: Public–Private Dialogue for Effective Trade Talks

- Case examples of business sector engagement
- Practical cooperation models

by [Mr. Phanthachak Wongprecha](#)
CEO and Founder of The Diplomat Network



5 February 2026

- 08:00 – 09:00 hrs. Registration
- 09:00 – 10.30 hrs. **Session 8: Simulation Exercise I: Setting the Stage for Negotiation**
- Preparing positions and negotiation teams
- Group simulation activity (The activity will be divided into two rooms)
by H.E. Mr. Kiat Sittheeamorn
Former President of Thailand Trade Representative
Dr.Chandhit Sawangnate (co-facilitator)
- 10:30 – 12.00 hrs. **Session 9: Simulation Exercise II: Conducting and Managing Negotiations. Conti.**
- Role-play full negotiation simulation
- Applying real-world negotiation techniques
(The activity will be divided into two rooms)
by H.E. Mr. Kiat Sittheeamorn
Former President of Thailand Trade Representative
Dr.Chandhit Sawangnate (co-facilitator)
- Description: H.E. Mr. Kiat Sittheeamorn, a well-experienced negotiator, will lay out principles and tools in preparation for negotiation. Dr.Chandhit will support the simulation exercise throughout the session. Participants will engage in discussions and learn tactics to achieve successful negotiation outcomes.
- 12:00 – 13:00 hrs. Lunch Break
- 13:00 – 14.30 hrs. **Session 10: Strategic Reflection and Feedback**
- Debrief and discussion on negotiation performance
- Expert feedback and suggestions
by H.E. Mr. Kiat Sittheeamorn
Former President of Thailand Trade Representative
Dr.Chandhit Sawangnate (co-facilitator)
- Description: H.E. Mr. Kiat Sittheeamorn, a well-experienced negotiator, will lay out principles and tools in preparation for negotiation. Dr.Chandhit will support the simulation exercise throughout the session. Participants will engage in discussions and learn tactics to achieve successful negotiation outcomes.
- 14:30 – 16:00 hrs. **Session 11: Synthesis Session: From Theory to Practice**
- Group reflection
- Lessons learned and real-world application
by H.E. Mr. Kiat Sittheeamorn
Former President of Thailand Trade Representative
Dr.Chandhit Sawangnate (co-facilitator)
- 18:00 – 20:00 hrs. **Session 12: Reception Dinner (Networking Night) “Insights on Leadership Challenges of Negotiations Strategy” (บรรยาย)**
by Mr. Natee Sithiprasasana
Chairman of the Renewable Energy Industry Club, the Federation of Thai Industries
Moderated by Dr. Chandhit Sawangnate (TBC)



6 February 2026: Site Visit (Bangkok)

- 08:00 – 09:00 hrs. Registration
- 09:00 – 12:00 hrs. **Session 13: Site visit: Department of Trade Negotiations, Ministry of Commerce, Thailand**
By Representative from Department of Trade Negotiations (TBC)
Moderated by Dr. Chandhit Sawangnate
- 12:00 – 13:00 hrs. Lunch Break
- 14:00 – 16:00 hrs. **Session 14: Site visit: Chamber of Commerce, Thailand**
By Representative from Thai Chamber of Commerce (TBC)
Moderated by Dr. Chandhit Sawangnate

9 February 2026: Site Visit (Chonburi)

- 08:00 – 09:00 hrs. Registration
- 09:00 – 12:00 hrs. **Session 15: Site visit: Eastern Economic Corridor (EEC)**
By Representative from EEC (TBC)
Understanding the EEC's role in fostering economic integration and trade facilitation.
Moderated by Dr. Chandhit Sawangnate
- 12:00 – 13:00 hrs. Lunch Break
- 13:00 – 17:00 hrs. **Session 16: Site visit: Eastern Economic Corridor (EEC) Continue**
By Representative from EEC (TBC)
Moderated by Dr. Chandhit Sawangnate

10 February 2026

- 08:00 – 09:00 hrs. Registration
- 09:00 – 12:00 hrs. **Session 17: Foresight for Trade Negotiators**
providing forward-looking strategies for effective international trade negotiations.
by Assoc. Prof. Apiwat Ratanawaraha
Department of Urban and Regional Planning, Chulalongkorn University
- 12:00 – 13:00 hrs. Lunch Break
- 13:00 – 16:00 hrs. **Session 18: Graduation Ceremony** by Executive Director, ITD
Evaluation, certification,
Moderated by Dr. Chandhit Sawangnate

*Coffee Break 15 Min./ Morning and Afternoon
*Please kindly note that the schedule is subject to change as appropriate.