

# SESSION 6

## PREPARING FOR GOVERNMENT PROCUREMENT IN PTA NEGOTIATIONS

*Mr. Teemu Alexander Puutio*  
*As. Economic Affairs Officer*  
*Trade, Investment and Innovation Division, UNESCAP*

# CONSULTING THE STAKEHOLDERS

# FIRST: THE ELEMENTS OF THE NEGOTIATION PROCESS

- Implementing the Agreement
- Negotiating the Agreement
- Preparing the Negotiations
- Establishing a Negotiating Strategy
- Framing the negotiations and issues
- Analysis of the issues involved
- Exploration of Stakeholders Interests

# STAKEHOLDERS

- In any negotiation identification of and consultations with stakeholders is very important
- For negotiations in Services EIAs: identification is equally important
- Who are the 'Stakeholders'?

# Identification of the stakeholders

## Within government:

- Parliament
- Executive agencies
  - Cabinet
  - Ministries/Departments
  - Agencies – regulators
- Provincial or local government
- Municipality and other agencies
- The other government
- The other governments

# Identification of the stakeholders

## Outside Governments:

- Private sector
  - Companies
  - Persons
  - Associations
  - Chambers
- Civil Society Organisations
- Think tanks / research organisations

# What do stakeholders bring to the table

- Commercial interests
- Economic impacts
- Policy issues
- Politics
- Legal dimensions
- Institutional considerations, legacy and hierarchy
- Public opinion, morals and cultural values
- Environmental considerations
- Social considerations

# What are the consequences stakeholders are affected by

- The commercial impact
- The Policy outcome
- Bureaucratic changes
- Political consequences
- Legal precedents
- Macroeconomic consequences

预览已结束，完整报告链接和二维码如下：

[https://www.yunbaogao.cn/report/index/report?reportId=5\\_3199](https://www.yunbaogao.cn/report/index/report?reportId=5_3199)

