



“NATIONAL TRADE NEGOTIATING TRAINING PROJECT”

Organized by

International Institute for Trade and Development (ITD)

in cooperation with partners under the MOU:

the United Nations Economic and Social Commission for Asia and the Pacific,
Department of Trade Negotiations of the Ministry of Commerce, Thailand
and with contribution from ARTNeT

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Background

Trade negotiations are meant to contribute to maximizing the trade and development prospects of developing countries and economies in transition, as they are presumed to drive the opening of markets and facilitate their integration into the globalizing and liberalizing world economy and the international trading system. Enhancing such integration is seen as instrumental in assisting countries to effectively implement the Millennium Declaration commitment "to an open, equitable, rule-based, predictable, and non-discriminatory multilateral trading and financial system" (MDG8). Looking towards a post-2015 development agenda and an adoption of sustainable development goals (SDGs) to replace MDGs, trade and investment are earmarked for an important role in sustainable development goals implementation.

The Free Trade Agreements (FTAs) have become an effective mechanism to strengthen economic cooperation and integration among developing countries and expanding linkages with developed economies. With the number of FTAs involving Asia-Pacific developing countries amounting to over 150, they have become an important supplement to the multilateral trading system. FTAs are perceived as an effective tool to open up foreign markets and allow local entrepreneurs to seize beneficial opportunities through reduced tariffs, investment protection, and improved access to services markets. FTAs also may promote improvement of domestic regulatory frameworks including simplifying procedures for business establishment.

These benefits depend on the quality of FTAs and in turn depend on negotiators' skills, experience and strategy. Therefore, increasing attention has been given to preparedness for negotiations, sometimes even more than to strategizing trade policies. Negotiations, however, have to arise from a clear trade strategy and set of objectives to succeed with the FTA being negotiated, followed up by developing its content (areas to be covered) and the dynamics of negotiations

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internally (with domestic stakeholders) as well as with negotiating partners. Domestic stakeholders must also clearly understand the impact that may arise from the implementation of the FTAs. It is very important to equip negotiators with relevant skills, information and tools. The lack of qualified personnel and institutional capacity to deal with the complexity of trade negotiations might give rise to a host of negative effects. An effective training course on trade negotiations is vital for successful negotiators. Such a programme must also focus on technical development in the negotiations, transfer of knowledge, good practices and experiences for negotiators, building expertise in the aspect of rules and disciplines, and negotiations on new issues (for example, environmental goods and services).

Objectives

1. To offer an opportunity for personnel in Thailand and regional low income economies to share experiences, techniques and best practices with respect to trade negotiations.
2. To improve their knowledge and to diversify experiences in the field of negotiation, including trends of emerging issues.
3. To support the development of negotiating positions in regional and bilateral Free Trade Agreements.

Venue

The training courses will take place in Bangkok, Thailand.

Training materials

Training material will be available through ITD, DTN, ARTNeT/ESCAP websites.

Target participants

The target participants are middle- to senior-level government officials from relevant Ministries (Commerce, Foreign Affairs, Finance, Agriculture and Cooperatives, Industry, Labour, Public Health, Natural Resources and Environment, etc.) responsible for the formulation of Trade strategy, WTO and FTAs negotiating strategy, trade in goods, trade in services and related-barriers (including customs valuation, trade facilitation, technical barriers to trade, and sanitary and phytosanitary barriers to trade, intellectual property, etc.) and/or with prior experience in the negotiation of such matters in the WTO or at bilateral or regional levels (e.g. ASEAN/AFAS/AIA, Preferential Trade and Investment Agreements featuring the above matters, APEC, etc.). Similar level government officials in a limited number from Lao PDR or other CLM countries of ASEAN and other LDCs countries (on a self-funding basis) are welcome to participate.

Anticipated Outcomes

Participants will obtain useful knowledge, understanding and skills of trade negotiations from experiences, techniques and best practices in order to support the development of negotiating positions, including analyzing legal texts, regulatory impact analysis and preparing negotiating briefs on emerging issues. This programme will provide participants with skills and knowledge concerning appropriate strategies and tactics for negotiations, as well as techniques of systematic decision analysis for monitoring and managing the negotiating process on the future negotiations with regional and bilateral agreements.

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TRAINING WORKSHOP ON “TRADE IN SERVICES NEGOTIATIONS”

Date: June 11-12, 2015

Venue: The Tawana Bangkok Hotel, Bangkok

Day 1: Thursday June 11, 2015

08.30 - 09.00 hours	Registration
09.00 - 09.15 hours	Welcome remarks Dr. Kamalinne Pinitpuvadol, Executive Director, ITD; Director of Trade and Investment Division, ESCAP
09.15 - 9.30 hours	Introduction of the resource persons and participants
09.30 – 10.30 hours	<u>Session 1:</u> Features of services trade and service liberalization in the context of multilateral trading system (GATS) Dr. Mia Mikic (ESCAP)
10.30 – 10.45 hours	-- Networking break --
11.45 - 12.00 hours	<u>Session 2:</u> Features of preferential liberalization in services trade (Economic Integration Agreements) Mr. Rajan Ratna (ESCAP)
12.00 - 13.00 hours	-- <i>Lunch</i> --
13.00 – 14.30 hours	Session 3: Preparing for services liberalization negotiations – Identifying negotiations issues, actors and desired outcomes

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Dr. Mia Mikic and Dr. Witada Anukoonwattaka
(ESCAP)

14.30 - 15.00 hours

-- *Networking break* --

15.00 - 16.30 hours

Session 4: Preparing for services liberalization negotiations - Consulting with stakeholders and performing a regulatory audit

Mr. Rajan Ratna (ESCAP) and representative from SCB

16.30 – 17.00 hours

Q & A

Reception dinner

Day 2: Friday June 12, 2015

08.30 - 09.00 hours

Registration

09.00 – 10.30 hours

Session 1: Negotiating rules and market access

Mr. Rajan Ratna (ESCAP)

10.30 - 11.00 hours

-- *Networking break* --

11.00 - 12.00 hours

Session 2: Preparing for conducting services negotiations

Mr. Rajan Ratna (ESCAP)

12.00 - 13.00 hours

-- *Lunch* --

13.00 - 14.30 hours

Session 3: Implementation, monitoring and enforcement

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Dr. Mia Mikic (ESCAP)

14.30 - 15.00 hours

-- *Networking break* --

15.00 - 16.00 hours

Session 4: View from the industry (telecom)

Mr. Dhiraphol Suwanprateep, Baker& McKenzie,
Thailand

16.00 - 16.30 hours

Certificate presentation ceremony

TRAINING WORK SHOP ON “NEGOTIATING INTELLECTUAL PROPERTY RIGHTS IN FTAs”

Date: June 25-26, 2015

Venue: The Tawana Bangkok, Hotel, Bangkok

Day 1: Thursday June 25, 2015

08.30 - 09.00 hours Registration

09.00 - 09.15 hours Welcome address

Dr. Kamalinne Pinitpuvadol, Executive Director,
ITD;

Director of Trade and Investment Division, ESCAP

09.15 – 09.30 hours Introduction of resource persons and participants

09.30 - 10.00 hours Session 1: The context for understanding IPRs –
negotiating opportunities not obligations
Ms. Say Sujintaya, Baker&McKenzie, Thailand

10.00 - 10.30 hours The economics of IPRs – innovation, competition
and technology transfer

Ms. Say Sujintaya, Baker&McKenzie, Thailand

Mr. Teemu Alexander Puutio, ESCAP

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_4222

