



Program

## Intensive Training Course on “Commercial Diplomacy and International Trade Negotiations (Batch 2)”

20 - 24 June 2022

Sensations Room, 4th floor, Novotel Bangkok Siam Square, Thailand

DATE	TIME (hrs) Bangkok Time	ACTIVITY	SPEAKERS
Monday, 20 June 2022	08.30 – 09.00	Registration	
	09.00 – 09.05	Welcoming Remarks	<b>Mr. Manu Sithiprasasana</b> Executive Director, ITD
	09.05 – 09.15	Welcoming Remarks	<b>Dr. Rupa Chanda</b> Director, TIID, UNESCAP
	09.15 – 09.25	Welcoming Remarks	<b>Mr. Juan Manuel Fernandez Azpiroz</b> Chief of Section, Institute for Training and Technical Cooperation, WTO
	09.25 – 09.35	Welcoming Remarks	<b>Mr. Duangarthit Nidhi-u-tai</b> Deputy Director-General, Department of Trade Negotiations, Ministry of Commerce, Thailand
	09.35 – 09.40	Opening Remarks	<b>Dr. Darnp Sukontasap</b> Board Member of ITD
	09.40 – 10.30	<ul style="list-style-type: none"> <li>● Introduction and course objectives</li> <li>● Networking session (Relations with public and regulatory body)</li> </ul>	<b>Dr. Rajan Sudesh Ratna</b> Deputy Head and Senior Economic Affairs Officer (a.i.) UNESCAP

DATE	TIME (hrs) Bangkok Time	ACTIVITY	SPEAKERS
		(Participants introduction, expectation, and reflection on personal experiences of negotiations)	<b>Ms. Sirikan Prasertying</b> Director, Office of International Cooperation, ITD
	10.30 – 10.45	Tea/Coffee Break	
	10.45 – 12.00	<b>Module 1:</b> Introduction to international trade agreements- <ul style="list-style-type: none"> <li>● Multilateral</li> <li>● Plurilateral</li> <li>● Preferential trade agreements (PTA, FTA, CECA etc.)</li> </ul>	<b>Dr. Rajan Sudesh Ratna</b> Deputy Head and Senior Economic Affairs Officer (a.i.) UNESCAP
	12.00 – 13.30	Lunch Break	
	13.30 – 16.30	<b>Module 2:</b> - 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, <ul style="list-style-type: none"> <li>- BATNA</li> <li>- Reservation value</li> <li>- ZOPA TS</li> </ul> - Best practices and effectiveness of commercial diplomacy in the global economy	<b>Dr. Rajan Sudesh Ratna</b> Deputy Head and Senior Economic Affairs Officer (a.i.) UNESCAP
	Tuesday, 21 June 2022	09.00 – 12.00	<b>Module 3:</b> - Agreement on Trade-Related Aspects of Intellectual Property Rights: TRIPs

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			Intellectual Property, Ministry of Commerce, Thailand
	12.00 – 13.30	Lunch Break	
	13.30 – 14.30	ESCAP's Trade Intelligence and Negotiation Advisor, (TINA)	<b>Dr. Alexey Kravchenko (Mr.)</b> Economic Affairs Officer Trade Policy and Facilitation Section, Trade, Investment and Innovation Division, UNESCAP
		Tea/Coffee Break	
	14.30 – 17.30	<b>Module 4:</b> - 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	<b>Mr. Usman Ali Khilji and Mr. Samer Seif El-Yazal</b> Head, Regional Desk, Asia and Pacific, WTO
Wednesday, 22 June 2022	09.00 – 10.30	<b>Module 5: Lesson Learned:</b> - RCEP	<b>Mr. Surinthorn Sunthornsanan</b> Director, Bureau of Trade in Goods, Ministry of Commerce, Thailand
	10.30 – 10.45	Tea/Coffee Break	
	10.45 – 12.00	<b>Module 6: Lesson Learned:</b> - Trade and Climate Change	<b>Mr. Kiatchai Maitriwong</b> Executive Director, Thailand Greenhouse Gas Management Organization (TGO)
	12.00 – 13.30	Lunch Break	
	13.30 – 15.30	<b>Module 7: Lesson Learned:</b> - FTAAP and Related Multilateral Trade Cooperation	<b>Mr. Montri Mahapreukpong</b> Board Member of ITD
	15.30 – 15.45	Tea/Coffee Break	

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	15.45 – 16.30	<b>Module 8</b> Lesson Learned: - Trade and Labour	<b>Dr. Jing Huang</b> Associate Social Affairs Officer UNESCAP
Thursday, 23 June 2022	09.00 – 10.30	<b>Module 9:</b> Group Work / Negotiation Exercise and Simulation	<b>Dr. Rajan Sudesh Ratna</b> Deputy Head and Senior Economic Affairs Officer (a.i.) UNESCAP
	10.30 – 10.45	Tea/Coffee Break	
	10.45 – 12.00	Group Work / Negotiation Exercise and Simulation	<b>Dr. Rajan Sudesh Ratna</b> Deputy Head and Senior Economic Affairs Officer (a.i.) UNESCAP <b>Ms. Sirikan Prasertying</b> Director, Office of International Cooperation, ITD
	12.00 – 13.30	Lunch Break	
	13.30 – 15.30	Presentation and Networking Skills	<b>Dr. Rajan Sudesh Ratna</b> Deputy Head and Senior Economic Affairs Officer (a.i.) UNESCAP
	15.30 – 15.45	Tea / Coffee Break	
	15.45 – 16.30	Presentation and Networking Skills	<b>Dr. Rajan Sudesh Ratna</b> Deputy Head and Senior Economic Affairs Officer (a.i.) UNESCAP
	18.00- 20.00	Dinner Reception	Sensations Room
Friday, 24 June 2022	09.00 – 12.00	<b>Module 10:</b> Special Talk Lesson Learned: Experience – Sharing Session: Lead Negotiator's Outlook	<b>Mr. Pisan Manawapat</b> Senator and former Ambassador & chief negotiator, Thailand - Japan Economic Partnership Agreement
	12.00 – 13.30	Lunch Break	

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	13.30 - 15.00	Certification Ceremony	By H.E. Mr. Sinit Lertkrai Deputy Minister of Commerce Ministry of Commerce, Thailand
	15.00 – 15.15	Tea / Coffee Break	
	15.15 - 16.30	Evaluation	

\*Please kindly note that the schedule is subject to change as appropriate.

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