



Training Workshop on “TRADE NEGOTIATION SKILLS”

August 17 – 21 2015, BANGKOK (THAILAND)

Organized by
Thailand International Development Cooperation Agency (TICA),
Ministry of Foreign Affairs
In cooperation with International Institute for Trade and Development (ITD)

Training Workshop on “TRADE NEGOTIATION SKILLS”

1. Overview

From August 17 to 21, 2015 the Thailand International Development Cooperation Agency, Ministry of Foreign Affairs and the International Institute for Trade and Development will organize a Training Workshop on Trade Negotiation Skills. The training workshop is designed to 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. These skills are appropriate for use informal negotiating process, characteristic of decision-making within and between organizations and in more formal negotiations at both bilateral and multilateral levels. It will enhance practical knowledge through inter-active discussion, lectures and sharing of experiences.

The workshop will be held in Bangkok. It will consist of 18 sessions of approximately 1.5 hours. The number of participants is 20. They are government officials from trade-related agencies in Myanmar and Cambodia.

A copy of the training workshop program is attached

2. Objectives

- 2.1 To enable the government officials' skills and techniques on trade negotiations.
- 2.2 To create a network of trade negotiators for exchanging views and experiences on issues related to trade negotiation.

3. Duration and Venue

The training workshop will be held for 5 days during August, 2015. The venue will be the Tawana Hotel, Bangkok, Thailand

4. Budget

Total budget of 994,250 Baht (Nine hundred ninety four thousand two hundred fifty Baht Only) will be funded by the Thailand International Development Cooperation Agency (TICA), Ministry of Foreign Affairs and the International Institute for Trade and Development (ITD).

5. Officers-in-Charge and Resource Person

5.1 International Institute for Trade and Development (ITD)

- Project Adviser :Mr. Wimon Punkong, Acting Director of Regional Cooperation and Assistance, ITD
- Project Leader : Lt. Punrop Rajapongsa, Assistance of Director of Regional Cooperation and Assistance, ITD
- Project Officer : Ms. Sirikan Prasertying, Project Management Officer
- Project Coordinator : Mr.Tanakorn Pongsaklang Project Coordinator

5.2 Resource person : UNESCAP

6. Expected Benefits

- 6.1 Participants will have knowledge and better understanding on issues negotiated under multilateral, regional, and bilateral trade frameworks.
- 6.2 Participants will be familiarized with trade negotiation practices and will develop their skills as well as techniques on trade negotiations.
- 6.3 Participants will have chances to expand their network of colleagues who have common interests. They can share views and experiences that could be useful and applicable for their works.



- DRAFT -

Training Workshop on TRADE NEGOTIATIONS SKILLS

17-21 August 2015 at Tawana Bangkok Hotel, Thailand



PROGRAMME

DATE	TIME	ACTIVITY	SPEAKERS/PRESENTERS
Monday, 17 Aug2015	08:30-08:45	Registration	all participants
	08:45-09:00	• Opening remarks	• Representative from TICA Executive Director, ITD
	09:00-10:30	• Introduction to International Trade and Evolution of the Global Trade System	Representative from ESCAP
	10:30-10:45	Coffee break	all participants
	10:45-12:00	• WTO Agreements: An Overview	Representative from ESCAP
	12:00-13:00	Lunch break	all participants
	13:00-14:45	• Legal framework of RTAs	Representative from ESCAP
	14:45-15:00	Coffee break	all participants
	15:00-16:30	• RTAs Overview	Representative from ESCAP
	16:30-17:00	Discussion and Q & A	all participants
Tuesday, 18 Aug2015	08:30-09:00	Registration	all participants
	09:00-10:30	• RTAs negotiations –I	Representative from ESCAP
	10:30-10:45	Coffee break	all participants
	10:45-12:00	• RTAs negotiations –II : Negotiating RoOs	Representative from ESCAP
	12:00-13:00	Lunch break	all participants
	13:00-14:45	• Negotiating Services Agreements	Representative from ESCAP
	14:45-15:00	Coffee break	all participants
	15:00-16:30	• Overview of Agreement on Trade- Related Aspects of Intellectual Property Rights (TRIPs)	Representative from ESCAP
	16:30-17:00	Discussion and Q & A	all participants
Wednesday,	08:30-09:00	Registration	all participants

DATE	TIME	ACTIVITY	SPEAKERS/PRESENTERS
19 Aug2015	09:00-10:30	<ul style="list-style-type: none"> Overview of Agreement on Trade-Related Aspects of Intellectual Property Rights (TRIPs) (cont.) 	Representative from ESCAP
	10:30-10:45	Coffee break	all participants
	10:45-12:00	<ul style="list-style-type: none"> Understanding the Status of Trade Policies Access the Benefits of Trade Policies 	Representative from ESCAP
	12:00-13:00	Lunch break	all participants
	13:00-14:45	<ul style="list-style-type: none"> Trade Policy Development 	Representative from ESCAP
	14:45-15:00	Coffee break	all participants
	15:00-16:30	<ul style="list-style-type: none"> Stakeholder Consultations 	Representative from ESCAP
	16:30-17:00	Discussion and Q & A	all participants
Thursday, 20 Aug2015	08:30-09:00	Registration	all participants
	09:00-10:30	<ul style="list-style-type: none"> Concept of Trade Negotiation 	Representative from ESCAP
	10:30-10:45	Coffee break	all participants
	10:45-12:00	<ul style="list-style-type: none"> Trade Negotiation Process 	Representative from ESCAP
	12:00-13:00	Lunch break	all participants
	13:00-14:45	<ul style="list-style-type: none"> Elements and Principles of Negotiation Cross-Cultural Negotiation 	Representative from ESCAP
	14:45-15:00	Coffee break	all participants
	15:00-16:30	<ul style="list-style-type: none"> Strategies and Techniques of Trade Negotiation 	Representative from ESCAP
	16:30-17:00	Discussion and Q & A	all participants
Friday, 21 Aug2015	08:30-09:00	Registration	all participants
	09:00-10:30	<ul style="list-style-type: none"> Power in Negotiation 	Representative from ESCAP
	10:30-10:45	Coffee break	all participants
	10:45-12:00	<ul style="list-style-type: none"> Negotiating FTAs and Multilateral Agreements – similarities and differences 	Representative from ESCAP
	12:00-13:00	Lunch	all participants
	13:00-14:45	<ul style="list-style-type: none"> Meeting Negotiator of FTA 	Representative from ESCAP
	14:45-15:00	Coffee break	all participants

DATE	TIME	ACTIVITY	SPEAKERS/PRESENTERS
	15:00-16:30	● Meeting Negotiator of Multilateral Negotiation	Representative from ESCAP
	16:30-17:00	Q & A	all participants