WTO NATIONAL Workshop on Trade Negotiation Skills

Belize

29-31 January 2025

Trainers: Kenza Le Mentec, Head of Latin America & Caribbean Desk, ITTC

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General Objective: To familiarise participants with the theory and concepts of trade negotiations and to practice through exercises and simulation the main negotiation skills and techniques.

# Overview

The workshop consists of a succession of theoretical and practical sessions during which the participants will be able to familiarize themselves with elements and general concepts of negotiation theory. They will also be able to familiarize themselves with the linkages between negotiation theory and multilateral trade negotiations in the WTO context through interactive sessions and exercises.

**Wednesday, 29 January 2025**

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| Session | Outline |
| 8:30 - 9:00 | Registration |
| 9:00 – 9:30 | Opening Remarks |
| 9:30 – 10:30 | Refresher: Overview and Principles of WTO and Multilateral Trading System |
| *10:30 - 10:45* | *Health break* |
| 10:45 – 12:30 | Current discussions and Brief Overview of WTO Trade Negotiations |
| *12:30 – 14:00* | *Lunch break* |
| 14:00 - 15:00 | Introduction to Negotiation Theory |
| *15:00 - 15:15* | *Health Break* |
| 15:15 – 16:30 | Exercises 1 & 2: Introduction to the basic concepts of negotiation theory |

**Thursday, 30 January 2025**

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| Session | Outline |
| 9:00 – 10:00 | Exercise debriefing |
| 10:00 -10:30 | Exercise 3: Negotiation theory and debriefing |
| 10:30 – 10:45 | *Health Break* |
| *10:45 - 12:30* | Exercise 3: Negotiation theory and debriefing (cont'd) |
| *12:30 – 14:00* | *Lunch break* |
| *14:00 – 15:00* | Exercise 3: Negotiation theory and debriefing |
| 15:00 - 15:15 | *Health Break* |
| *15:15 – 16:30* | Exercise 4: Negotiation theory and debriefing |

**Friday, 31 January 2025**

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| Session | Outline |
| 09:00 - 09:45 | Exercise 4: Negotiation theory and debriefing |
| 09:45 - 10:30 | Introduction: Negotiation Techniques - Simulation Exercise |
| *10:30 - 10:45* | *Health Break* |
| 10:45 - 12:30 | Negotiation Techniques - Simulation Exercise (cont) |
| *12:30 - 14:00* | *Lunch Break* |
| 14:00 - 15:0015:00 – 15:3015:30 – 16:00 | De-briefing Wrap up and evaluationClosing ceremony |

**Teaching methodology:**

Lectures 🗹

Exercises 🗹

Interactive Discussion 🗹