

**REGIONAL ADVANCED TRADE NEGOTIATIONS SIMULATION SKILLS COURSE**

**FOR ENGLISH-SPEAKING AFRICAN COUNTRIES**

**01 - 05 July 2019, ACCRA (GHANA)**

***PROGRAMME***

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| **Date** | **Time** | **Activity** | **Speakers/presenters** |
|  |  |  |  |
| Sunday  30 June 2019 | 16:00-17:30 | ●Preparatory meeting with Local facilitator | ● WTO team; ● Local TNS Facilitator |
|  | 17:30-18:30 | ●Setting-up the meeting rooms (organization of paper material sent by DHL, equipment test, etc.) | ● WTO team; ● Local TNS Facilitator  ● Hotel technical team |
| Monday  01 July 2019 | 08:30-08:50 | ●Introductory and Opening remarks  ●Course objectives | ●Hon. Minister of Trade and Industry  ●Dickson Yeboah, Counsellor and Head, Intensive Trade Negotiations Skills Course |
| 08:50-09:20 | Participants introduction and expectations | ●Mr. Simon Hess, Coordinator, Enhanced Integrated Framework;  ●Mr. …… ●Participants |
| 09:20-10:30 | Approaches and strategies of trade negotiations [brief overview of the key principles and techniques of negotiations] | Dickson Yeboah |
| 10:30-10:45 | Coffee break | all participants |
| 10:45-12:30 | ●Trade rounds [From GATT to Today]  ●Trade in Services [From the Uruguay Round to Today, 21st century negotiations and scheduling of trade in services] | Dickson Yeboah |
| 12:30-12:45 | Discussions and Q & A | Participants |
| 12:45-14:00 | Lunch break | all participants |
| 14:00-15:30 | ●Fisheries subsidies  ●Explanation of the main technical concepts (formulas, modalities) that would be subject to negotiations under each sector – refer to negotiating Handbook | Dickson Yeboah |
| 15:30-15:45 | Coffee break | all participants |
| 15:45-17:30 | ●Explanations continued | Dickson Yeboah  Participants |
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| Tuesday  02 July 2019 | 08:30-10:30 | Preparation for Negotiations on Modalities: | ●Participants ●WTO team  ●Local TNS Facilitator |
| ●Preparation of opening positions  ●Problem identification  ●Interest identification  ●Inter-departmental and Political consultations;  ●Formulation of negotiating positions and strategies |
| 10:30-10:45 | Coffee break | all participants |
| 10:45-12:45 | Preparation for Negotiations on Modalities —Cont. | ●Participants ●WTO team ●Local TNS Facilitator |
| 12:45-14:00 | Lunch break | all participants |
| 14:00-15:30 | Preparations for Negotiations on Modalities — Cont. | ●Participants; ●WTO team ●Local TNS Facilitator |
| 15:30-15:45 | Coffee break | all participants |
| 15:45-17:30 | Preparations for Negotiations on Modalities — terminate | ●Participants ●WTO team ●Local TNS Facilitator |
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|  | after dinner | Group work/discussions, if required | ●Participants ●WTO team ●Local TNS Facilitator |

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| **Date** | **Time** | **Activity** | **Speakers/presenters** |
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| Wednesday  03 July 2019 | 08:30-10:30 | ● Multilateral negotiations on modalities begin: Agriculture (plenary session) | ●Participants ●WTO team ●Local TNS Facilitator |
| 10:30-10-45 | Coffee break | all participants |
| 10:45-12:45 | ● Multilateral negotiations on modalities: NAMA (plenary session) | ●Participants ●WTO team ●Local TNS Facilitator |
| 12:45-14:00 | Lunch break | all participants |
| 14:00-15:30 | ● Multilateral negotiations on modalities: NAMA, Services (plenary session) | ●Participants ●WTO team ●Local TNS Facilitator |
| 15:30-15:45 | Coffee break | all participants |
| 15:45-17:30 | ● Multilateral negotiations on modalities – terminate. Presentation of Fisheries proposals (plenary session) | ●Participants ●WTO team ●Local TNS Facilitator |
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|  | after dinner | Group work/discussions, if required | ●Participants ●WTO team ●Local TNS Facilitator |
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| Thursday  04 July 2019 | 08:30-10:30 | Bilateral Negotiation session in all areas  (bilateral negotiations begin, tabling of opening positions, proposals, counter-proposals, offers) | ●Participants ●WTO team ●Local TNS Facilitator |
| 10:30-10:45 | Coffee break | all participants |
| 10:45-11:45 | ●Bilateral Negotiation session – cont.  (tabling of positions, counter-proposals, offers) | ●Participants ●WTO team ●Local TNS Facilitator |
| 11:45-12:45 | ● Bilateral Negotiation session – cont.  (tabling of positions, counter-proposals, offers) | ●Participants ●WTO team ●Local TNS Facilitator |
| 12:45-14:00 | Lunch break | all participants |
| 14:00-15:30 | Bilateral Negotiation session – cont.  (tabling of positions, counter-proposals, offers) | ●Participants ●WTO team ●Local TNS Facilitator |
| 15:30-15:45 | Coffee break | all participants |
| 15:45-17:30 | Bilateral Negotiation session – cont.  (tabling of positions, counter-proposals, offers) | ●Participants ●WTO team ●Local TNS Facilitator |
|  |  |  |  |
|  | after dinner | Group work/discussions, if required | ●Participants ●WTO team ●Local TNS Facilitator |
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| Friday  05 July 2019 | 08:30-10:30 | Multilateral negotiations on SSM  (plenary session) | ●Participants ●WTO team ●Local TNS Facilitator |
| 10:30-10:45 | Coffee break | all participants |
| 10:45-12:45 | Evaluation of overall results  (plenary session) | ●Participants ●WTO team ●Local TNS Facilitator |
| 12:45-14:00 | Lunch | all participants |
| 14:00-15:00 | ● Debriefing of the exercise  (Plenary session)  ● Closing remarks | ●Participants  ●Dickson Yeboah  ●Simon Hess  ●Local TNS Facilitator |

25 March 2019

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