

**WTO NATIONAL WORKSHOP ON TRADE NEGOTIATION SKILLS
KYRGYZ REPUBLIC**

Trainers: Franziska Kirschke and Felipe Munoz

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

Introduction

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.

DRAFT PROGRAMME

September 10th, 2024

Session	Outline
8.30 – 9.00	Registration
9.00 – 10.00	Opening Remarks
10.00 – 10.15	Health break
10.15 – 12.30	Overview of the WTO: institutional structure, functions and principles
12.30 – 14.00	<i>lunch</i>
14.00 – 15.30	Trade in Goods: Key concepts, definitions and schedules
15.30 – 15.45	Health break
15.45 – 17.00	Overview of WTO Trade Negotiations

September 11th, 2024

Session	Outline
9.00 – 10.00	Recap
10.00 – 10.45	Introduction to Negotiation Theory
10.45 – 11.00	Health break
11.00 – 12.30	Introduction to Negotiation Theory (cont.)
12.30 – 14.00	<i>lunch</i>
14.00 – 15.30	Exercises 1 & 2: Introduction to the basic concepts of negotiation theory
15.30 – 15.45	Health break
15.45 – 17.00	Exercise 3: Negotiation theory and debriefing

September 12th, 2024

Session	Outline
9.00 – 10.30	Exercise 4: Negotiating Techniques
10.30 – 10.45	Health break
10.45 – 12.30	Exercise 4: Debriefing
<i>12.30 – 14.00</i>	<i>lunch</i>
14.00 – 15.30	Exercise 5: Negotiating Techniques
15.30 – 15.45	Health break
15.45 – 16.45	Exercise 5: Negotiating Techniques (cont.)
16.45 – 17.30	Introduction: Negotiation Technique - Simulation Exercise

September 13th, 2024

Session	Outline
9.00 – 10.30	Negotiation Technique - Simulation Exercise
10.30 – 10.45	Health break
10.45 – 12.30	Negotiation Technique - Simulation Exercise (cont)
<i>12.30 – 14.00</i>	<i>lunch</i>
14.00 – 15.30	Negotiation Technique - Simulation Exercise (cont)
15.30 – 15.45	Health break
15.45 – 17.00	Q&A and Evaluation of the Workshop

Teaching methodology:

- Pure lectures
- Exercises
- Interactive Discussion
- Quizzes
- Computer hands-on