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**WTO National Workshop on Trade Negotiation Skills**

**26-29 September 2022, Muscat, Sultanate of Oman**

Trainers: Samer Seif El Yazal and Roberto Fiorentino

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**

**Monday 26 September 2022**

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| **Session** | **Outline** |
| 8:30 - 8:45 | Registration |
| 8:45– 9:00 | Opening Remarks |
| 9:00 – 10:30 | Overview of the WTO: institutional structure, functions and principles |
| *10:30 - 10:45* | *Tea/Coffee break* |
| 10:45 – 12:15 | Trade in Goods: Key concepts, definitions and schedules |
| *12:15 – 13:00* | *Tea/Coffee break* |
| 13:00 - 14:00 | Trade in Goods (Cont'd) |
| 14:00 – 14:45 | Overview of WTO Trade Negotiations |
| 14:45 – 15:00 | Q&A and Wrap up |

**Tuesday 27 September 2022**

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| **Session** | **Outline** |
| 8:30 - 8:45 | Recap |
| 8:45 – 10:30 | Introduction to Negotiation Theory |
| *10:30 - 10:45* | *Tea/Coffee break* |
| 10:45 – 12:15 | Exercises 1 & 2: Introduction to the basic concepts of negotiation theory |
| *12:15 – 13:00* | *Tea/Coffee break* |
| 13:00 - 13:15 | Exercise debriefing |
| 13:15 – 15:00 | Exercise 3: Negotiation theory and debriefing |

**Wednesday 28 September 2022**

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| **Session** | **Outline** |
| 08:30 - 10:30 | Exercise 4: Negotiating Techniques and debriefing |
| *10:30 - 10:45* | *Tea/Coffee break* |
| 10:45 - 12:15 | Exercise 5: Negotiating Techniques |
| *12:15 - 13:00* | *Tea/Coffee break* |
| 13:00 - 15:00 | Introduction: Negotiation Technique - Simulation Exercise |

**Thursday 29 September 2022**

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| **Session** | **Outline** |
| 08:30 - 10:30 | Negotiation Technique - Simulation Exercise |
| *10:30 - 10:45* | *Tea/Coffee break* |
| 10:45 - 12:15 | Negotiation Technique - Simulation Exercise (cont) |
| *12:15 - 13:00* | *Tea/Coffee break* |
| 13:00 - 14:45 | Negotiation Technique - Simulation Exercise (cont) |
| 14:45 - 15:00 | Q&A and Evaluation of the Workshop |

**Teaching methodology:**

Pure lectures 🗹

Exercises 🗹

Interactive Discussion 🗹

Quizzes

Computer hands-on